

**Adult Children of Alcoholics World Service Organization Inc**

**Profit & Loss**

January 2019

	<u>Jan 19</u>	<u>Dec 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jan 19 YTD</u>
<b>Revenue</b>					
<b>4010 · Shopify Revenue</b>					
4011 · Textbook Revenue	26,699	18,089	8,611	47.6%	26,699
4012 · Workbook Revenue	13,515	8,396	5,119	60.97%	13,515
4013 · Tri-Fold Revenue	1,121	705	416	59.0%	1,121
4014 · Audio Royalty Revenue	345	285	60	21.05%	345
4015 · Medallions & Chip Revenue	2,638	1,499	1,139	76.04%	2,638
* 4017 · 7th Tradition Contributions	7,078	6,874	204	2.97%	7,078
4018 · Shipping And Handling	7,151	4,280	2,870	67.05%	7,151
4019 · Complimentary Copy	39	156	(117)	-74.99%	39
4029 · Returns and Allowances	(28)	(4)	(24)	-697.15%	(28)
4010 · Shopify Revenue - Other	-	(9)	9	100.0%	-
<b>Total 4010 · Shopify Revenue</b>	<b>58,558</b>	<b>40,271</b>	<b>18,288</b>	<b>45.41%</b>	<b>58,558</b>
<b>4030 · Amazon Revenue</b>					
4031 · Textbook Revenue	20,602	17,468	3,133	17.94%	20,602
4032 · Workbook Revenue	15,256	11,890	3,365	28.3%	15,256
4034 · E-Book Royalty Revenue	1,847	2,098	(251)	-11.95%	1,847
4036 · Shipping Revenue	1,891	1,725	166	9.6%	1,891
4038 · Discounts	(979)	(904)	(75)	-8.32%	(979)
4039 · Returns and Allowances	-	27	(27)	-100.0%	-
4040 · Gift Wrap Revenue	-	37	(37)	-100.0%	-
<b>Total 4030 · Amazon Revenue</b>	<b>38,616</b>	<b>32,342</b>	<b>6,274</b>	<b>19.4%</b>	<b>38,616</b>
<b>4050 · Barnes &amp; Noble Revenue</b>					
4056 · E-Book Royalty Revenue	65	71	(6)	-9.09%	65
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<b>65</b>	<b>71</b>	<b>(6)</b>	<b>-9.09%</b>	<b>65</b>
<b>4060 · Audible Revenue</b>					
4064 · Audio Royalty Revenue	1,746	1,758	(12)	-0.7%	1,746
<b>Total 4060 · Audible Revenue</b>	<b>1,746</b>	<b>1,758</b>	<b>(12)</b>	<b>-0.7%</b>	<b>1,746</b>
<b>4070 · Royalty Contract Revenue</b>					
4071 · Textbook Printing Revenue	-	5,023	(5,023)	-100.0%	-
<b>Total 4070 · Royalty Contract Revenue</b>	<b>-</b>	<b>5,023</b>	<b>(5,023)</b>	<b>-100.0%</b>	<b>-</b>
* 4080 · 7th Traditions Contributions	6,612	9,731	(3,119)	-32.05%	6,612
4100 · Consignment	789	-	789	100.0%	789
<b>4200 · Other Revenue</b>					
4201 · Bank Interest	118	120	(1)	-0.99%	118
4299 · Miscellaneous Revenue	1,320	-	1,320	100.0%	1,320
<b>Total 4200 · Other Revenue</b>	<b>1,439</b>	<b>120</b>	<b>1,319</b>	<b>1,102.38%</b>	<b>1,439</b>
<b>Total Revenue</b>	<b>107,826</b>	<b>89,316</b>	<b>18,509</b>	<b>20.72%</b>	<b>107,826</b>
<b>Cost of Goods Sold</b>					
5100 · Consignment COGS	881	-	881	100.0%	881
<b>5000 · Shopify-Cost of Goods Sold</b>					
<b>5010 · Shopify COGS</b>					
5011 · Textbooks	8,314	5,589	2,725	48.76%	8,314
5012 · Workbooks	4,256	2,628	1,628	61.93%	4,256
5013 · Tri-Folds	417	224	193	86.04%	417
5015 · Medallions/Chips	911	508	403	79.44%	911
<b>Total 5010 · Shopify COGS</b>	<b>13,899</b>	<b>8,949</b>	<b>4,949</b>	<b>55.3%</b>	<b>13,899</b>
<b>5020 · Shopify-Fulfillment Costs</b>					
5021 · Shipping Supplies	1,240	1,207	33	2.77%	1,240
5022 · Freight Out (order Fulfillment)	5,660	4,560	1,100	24.13%	5,660
5023 · Freight-In (Transfers>Returns)	-	144	(144)	-100.0%	-
5024 · Fulfillment, BANG	-	45	(45)	-100.0%	-
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<b>6,900</b>	<b>5,955</b>	<b>945</b>	<b>15.87%</b>	<b>6,900</b>
<b>5030 · Direct Labor</b>					
5031 · Direct Salary & Wages	6,157	5,548	609	10.97%	6,157

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5032 · Workers Compensation	342	189	153	81.12%	342
<b>Total 5030 · Direct Labor</b>	<b>6,499</b>	<b>5,737</b>	<b>762</b>	<b>13.28%</b>	<b>6,499</b>
5040 · Employer Taxes-Direct Labor					
5042 · FICA Taxes-Direct Labor	545	446	99	22.26%	545
5043 · FUTA-Direct Labor	32	-	32	100.0%	32
5044 · SUI-Direct Labor	334	-	334	100.0%	334
<b>Total 5040 · Employer Taxes-Direct Labor</b>	<b>911</b>	<b>446</b>	<b>466</b>	<b>104.49%</b>	<b>911</b>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<b>28,209</b>	<b>21,087</b>	<b>7,122</b>	<b>33.77%</b>	<b>28,209</b>
5050 · Amazon COGS					
5051 · Textbooks	4,467	4,821	(354)	-7.34%	4,467
5052 · Workbooks	2,692	2,094	598	28.56%	2,692
5053 · Fulfillment, Amazon UK	1,107	731	376	51.39%	1,107
5054 · Fulfillment, Amazon US	19,200	16,189	3,012	18.6%	19,200
5058 · Freight-Out(Order Fulfillment)	553	463	90	19.46%	553
5059 · Freight-In(Transfers)	752	21	731	3,487.27%	752
<b>Total 5050 · Amazon COGS</b>	<b>28,773</b>	<b>24,319</b>	<b>4,453</b>	<b>18.31%</b>	<b>28,773</b>
<b>Total COGS</b>	<b>57,862</b>	<b>45,406</b>	<b>12,456</b>	<b>27.43%</b>	<b>57,862</b>
<b>Gross Profit</b>	<b>49,963</b>	<b>43,910</b>	<b>6,053</b>	<b>13.79%</b>	<b>49,963</b>
<b>Expense</b>					
6010 · Payroll Expense					
6011 · Exempt Salary & Wages	5,321	4,851	471	9.7%	5,321
6012 · Non-Exempt Salary & Wages	7,378	6,605	773	11.71%	7,378
6013 · Workers' Compensation	120	100	21	20.56%	120
6015 · Vacation Expense	255	246	9	3.6%	255
6016 · Payroll Service Fees	199	128	71	55.29%	199
<b>Total 6010 · Payroll Expense</b>	<b>13,273</b>	<b>11,929</b>	<b>1,344</b>	<b>11.27%</b>	<b>13,273</b>
6030 · Payroll Taxes					
6031 · Non-Exempt Employer Taxes	818	527	290	55.03%	818
6032 · Exempt Employer Taxes	769	387	382	98.65%	769
<b>Total 6030 · Payroll Taxes</b>	<b>1,587</b>	<b>915</b>	<b>672</b>	<b>73.49%</b>	<b>1,587</b>
6050 · Travel & Mileage Expense					
6052 · Board Travel Expense	3,749	138	3,611	2,616.35%	3,749
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<b>3,749</b>	<b>138</b>	<b>3,611</b>	<b>2,616.35%</b>	<b>3,749</b>
6060 · Conference & Conventions					
6061 · Conference-Travel & Lodging	288	2,513	(2,225)	-88.55%	288
<b>Total 6060 · Conference &amp; Conventions</b>	<b>288</b>	<b>2,513</b>	<b>(2,225)</b>	<b>-88.55%</b>	<b>288</b>
6070 · Program Initiatives					
6071 · Materials	595	364	230	63.18%	595
<b>Total 6070 · Program Initiatives</b>	<b>595</b>	<b>364</b>	<b>230</b>	<b>63.18%</b>	<b>595</b>
6080 · Professional Fees					
6081 · Accounting Expense	5,506	7,406	(1,900)	-25.66%	5,506
<b>Total 6080 · Professional Fees</b>	<b>5,506</b>	<b>7,406</b>	<b>(1,900)</b>	<b>-25.66%</b>	<b>5,506</b>
6090 · Technology IT Support					
6091 · Website Expenses	1,895	1,562	333	21.34%	1,895
6093 · Storage & Anti-virus Protection	-	25	(25)	-100.0%	-
<b>Total 6090 · Technology IT Support</b>	<b>1,895</b>	<b>1,587</b>	<b>308</b>	<b>19.42%</b>	<b>1,895</b>
6110 · Insurance Expense					
6111 · Board Insurance (EO) Expense	118	-	118	100.0%	118
6112 · Business & Property Liability	211	221	(10)	-4.63%	211
<b>Total 6110 · Insurance Expense</b>	<b>329</b>	<b>221</b>	<b>108</b>	<b>48.72%</b>	<b>329</b>
6120 · Rent Expense	3,026	3,026	-	0.0%	3,026
6130 · Utilities Expense					
6131 · Electric Expense	188	181	7	3.99%	188
6132 · Telephone Expense	224	221	3	1.47%	224
<b>Total 6130 · Utilities Expense</b>	<b>412</b>	<b>401</b>	<b>10</b>	<b>2.6%</b>	<b>412</b>
6140 · Office Supplies Expense					

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6141 · Postage Expense	102	108	(7)	-6.18%	102
6143 · Office equipment/machines	1,197	-	1,197	100.0%	1,197
6144 · Misc. Expense	1,097	693	404	58.36%	1,097
<b>Total 6140 · Office Supplies Expense</b>	<b>2,396</b>	<b>801</b>	<b>1,595</b>	<b>198.95%</b>	<b>2,396</b>
6150 · Dues and Subscriptions	184	184	-	0.0%	184
6160 · Repairs & Maintenance	545	-	545	100.0%	545
6170 · Books & Publication Expense	9	50	(42)	-82.44%	9
6190 · Tax Expense					
6192 · StateTax Expense, rebuild	3	-	3	100.0%	3
6193 · Sales Tax Expense	1,423	-	1,423	100.0%	1,423
<b>Total 6190 · Tax Expense</b>	<b>1,426</b>	<b>-</b>	<b>1,426</b>	<b>100.0%</b>	<b>1,426</b>
6200 · Bank & Merchant Fees					
6201 · Bank of America Fees	2	12	(10)	-86.08%	2
6205 · Shopify Fees	1,050	824	226	27.46%	1,050
6207 · PayPal Fee	563	310	253	81.56%	563
6209 · Foreign Exchange (Gain)Loss	(267)	(583)	316	54.2%	(267)
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<b>1,347</b>	<b>563</b>	<b>784</b>	<b>139.35%</b>	<b>1,347</b>
6210 · Depreciation & Amortization					
6211 · Depreciation Expense	-	4,123	(4,123)	-100.0%	-
6212 · Amortization Expense	-	11,282	(11,282)	-100.0%	-
<b>Total 6210 · Depreciation &amp; Amortization</b>	<b>-</b>	<b>15,405</b>	<b>(15,405)</b>	<b>-100.0%</b>	<b>-</b>
<b>Total Expense</b>	<b>36,565</b>	<b>45,503</b>	<b>(8,939)</b>	<b>-19.64%</b>	<b>36,565</b>
<b>Net Revenue</b>	<b>13,399</b>	<b>(1,593)</b>	<b>14,992</b>	<b>940.87%</b>	<b>13,399</b>

¹ The total of Lines 4017 (ACA Website) and 4080 (Mail) comprise all 7th Tradition contributions for the month.