

Adult Children of Alcoholics World Service Organization Inc
Profit & Loss YTD Comparison
February 2019

	<u>Feb 19</u>	<u>Jan 19</u>	<u>\$ Change</u>
Revenue			
4010 - Shopify Revenue			
4011 - Textbook Revenue	19,525	26,699	(7,174)
4012 - Workbook Revenue	9,103	13,515	(4,412)
4013 - Tri-Fold Revenue	1,280	1,121	159
4014 - Audio Royalty Revenue	405	345	60
4015 - Medallions & Chip Revenue	2,839	2,638	201
* 4017 - 7th Tradition Contributions	4,601	7,078	(2,477)
4018 - Shipping And Handling	5,754	7,151	(1,396)
4019 - Complimentary Copy	162	39	123
4029 - Returns and Allowances	(5)	(28)	23
4010 - Shopify Revenue - Other	-	-	-
Total 4010 - Shopify Revenue	<u>43,664</u>	<u>58,558</u>	<u>(14,894)</u>
4030 - Amazon Revenue			
4031 - Textbook Revenue	19,832	20,602	(769)
4032 - Workbook Revenue	15,388	15,256	133
4034 - E-Book Royalty Revenue	2,139	1,847	291
4036 - Shipping Revenue	1,964	1,891	73
4038 - Discounts	(940)	(979)	39
4040 - Gift Wrap Revenue	7	-	7
Total 4030 - Amazon Revenue	<u>38,391</u>	<u>38,616</u>	<u>(226)</u>
4050 - Barnes & Noble Revenue			
4056 - E-Book Royalty Revenue	52	65	(13)
Total 4050 - Barnes & Noble Revenue	<u>52</u>	<u>65</u>	<u>(13)</u>
4060 - Audible Revenue			
4064 - Audio Royalty Revenue	-	1,746	(1,746)
Total 4060 - Audible Revenue	<u>-</u>	<u>1,746</u>	<u>(1,746)</u>
* 4080 - 7th Traditions Contributions	4,961	6,612	(1,652)
4100 - Consignment	-	789	(789)
4200 - Other Revenue			
4201 - Bank Interest	118	118	(1)
4299 - Miscellaneous Revenue	-	1,320	(1,320)
4200 - Other Revenue - Other	20	-	20
Total 4200 - Other Revenue	<u>138</u>	<u>1,439</u>	<u>(1,301)</u>
Total Revenue	<u>87,205</u>	<u>107,826</u>	<u>(20,620)</u>
Cost of Goods Sold			
5100 - Consignment COGS	-	881	(881)
5000 - Shopify-Cost of Goods Sold			
5010 - Shopify COGS			
5011 - Textbooks	6,043	8,299	(2,256)
5012 - Workbooks	2,758	4,348	(1,589)
5013 - Tri-Folds	515	417	97
5015 - Medallions/Chips	934	911	23
Total 5010 - Shopify COGS	<u>10,249</u>	<u>13,975</u>	<u>(3,726)</u>
5020 - Shopify-Fulfillment Costs			
5021 - Shipping Supplies	-	1,240	(1,240)
5022 - Freight Out (order Fulfillment)	4,312	5,660	(1,348)
Total 5020 - Shopify-Fulfillment Costs	<u>4,312</u>	<u>6,900</u>	<u>(2,588)</u>
5030 - Direct Labor			
5031 - Direct Salary & Wages	5,095	6,157	(1,062)
5032 - Workers Compensation	108	342	(234)
Total 5030 - Direct Labor	<u>5,203</u>	<u>6,499</u>	<u>(1,296)</u>

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5040 · Employer Taxes-Direct Labor			
5042 · FICA Taxes-Direct Labor	387	545	(158)
5043 · FUTA-Direct Labor	31	32	(1)
5044 · SUI-Direct Labor	319	334	(15)
Total 5040 · Employer Taxes-Direct Labor	<u>737</u>	<u>911</u>	<u>(174)</u>
Total 5000 · Shopify-Cost of Goods Sold	20,501	28,285	(7,784)
5050 · Amazon COGS			
5051 · Textbooks	4,365	4,527	(162)
5052 · Workbooks	2,833	2,676	158
5053 · Fulfillment, Amazon UK	1,425	1,107	317
5054 · Fulfillment, Amazon US	17,886	19,200	(1,314)
5058 · Freight-Out(Order Fulfillment)	845	553	292
5059 · Freight-In(Transfers)	770	752	18
5050 · Amazon COGS - Other	-	-	-
Total 5050 · Amazon COGS	<u>28,124</u>	<u>28,815</u>	<u>(691)</u>
Total COGS	<u>48,625</u>	<u>57,981</u>	<u>(9,356)</u>
Gross Profit	38,580	49,844	(11,264)
Expense			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	4,615	5,321	(706)
6012 · Non-Exempt Salary & Wages	6,852	7,378	(526)
6013 · Workers' Compensation	101	120	(19)
6015 · Vacation Expense	273	255	19
6016 · Payroll Service Fees	128	199	(71)
Total 6010 · Payroll Expense	<u>11,969</u>	<u>13,273</u>	<u>(1,304)</u>
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	658	818	(160)
6032 · Exempt Employer Taxes	515	769	(254)
Total 6030 · Payroll Taxes	<u>1,173</u>	<u>1,587</u>	<u>(413)</u>
6050 · Travel & Mileage Expense			
6052 · Board Travel Expense	1,681	3,749	(2,068)
Total 6050 · Travel & Mileage Expense	<u>1,681</u>	<u>3,749</u>	<u>(2,068)</u>
6060 · Conference & Conventions			
6061 · Conference-Travel & Lodging	-	288	(288)
Total 6060 · Conference & Conventions	<u>-</u>	<u>288</u>	<u>(288)</u>
6070 · Program Initiatives			
6071 · Materials	629	595	35
6070 · Program Initiatives - Other	-	-	-
Total 6070 · Program Initiatives	<u>629</u>	<u>595</u>	<u>35</u>
6080 · Professional Fees			
6081 · Accounting Expense	5,506	5,506	-
6084 · Translation Expense	2,120	-	2,120
Total 6080 · Professional Fees	<u>7,625</u>	<u>5,506</u>	<u>2,120</u>
6090 · Technology IT Support			
6091 · Website Expenses	1,592	1,895	(303)
6093 · Storage & Anti-virus Protection	1	-	1
Total 6090 · Technology IT Support	<u>1,594</u>	<u>1,895</u>	<u>(302)</u>
6110 · Insurance Expense			
6111 · Board Insurance (EO) Expense	118	118	-
6112 · Business & Property Liability	211	211	-
Total 6110 · Insurance Expense	<u>329</u>	<u>329</u>	<u>-</u>
6120 · Rent Expense	3,026	3,026	-

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6130 · Utilities Expense			
6131 · Electric Expense	205	188	17
6132 · Telephone Expense	223	224	(1)
Total 6130 · Utilities Expense	<u>427</u>	<u>412</u>	<u>16</u>
6140 · Office Supplies Expense			
6141 · Postage Expense	4	102	(98)
6143 · Office equipment/machines	99	1,197	(1,098)
6144 · Misc. Expense	685	1,097	(413)
Total 6140 · Office Supplies Expense	<u>787</u>	<u>2,396</u>	<u>(1,609)</u>
6150 · Dues and Subscriptions	140	184	(44)
6160 · Repairs & Maintenance	-	545	(545)
6170 · Books & Publication Expense	-	9	(9)
6190 · Tax Expense			
6192 · StateTax Expense-PHANTOM	-	3	(3)
6193 · Sales Tax Expense	-	1,423	(1,423)
Total 6190 · Tax Expense	<u>-</u>	<u>1,426</u>	<u>(1,426)</u>
6200 · Bank & Merchant Fees			
6201 · Bank of America Fees	-	2	(2)
6205 · Shopify Fees	847	1,050	(203)
6207 · PayPal Fee	402	563	(160)
6209 · Foreign Exchange (Gain)Loss	(553)	(267)	(286)
Total 6200 · Bank & Merchant Fees	<u>697</u>	<u>1,347</u>	<u>(651)</u>
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	353	353	-
6212 · Amortization Expense	940	940	-
Total 6210 · Depreciation & Amortization	<u>1,293</u>	<u>1,293</u>	<u>-</u>
Total Expense	<u>31,370</u>	<u>37,858</u>	<u>(6,487)</u>
Net Revenue	<u>7,210</u>	<u>11,987</u>	<u>(4,777)</u>

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