

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

**Profit & Loss**

August 2019

	<u>Aug 19</u>	<u>Jul 19</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4010 · Shopify Revenue</b>			
4011 · Textbook Revenue	30,659.21	31,202.18	-542.97
4012 · Workbook Revenue	13,712.00	13,602.09	109.91
4013 · Tri-Fold Revenue	1,572.30	1,385.08	187.22
4014 · Audio Royalty Revenue	237.00	564.00	-327.00
4015 · Medallions & Chip Revenue	2,830.00	2,732.00	98.00
4017 · 7th Tradition Contributions	5,180.00	4,924.00	256.00
4018 · Shipping And Handling	7,438.22	7,721.86	-283.64
4019 · Complimentary Copy	154.40	139.39	15.01
4025 · Intergroup Discount	-4,379.38	0.00	-4,379.38
4028 · Sales Discounts	-278.87	-604.60	325.73
4029 · Returns and Allowances	-788.70	0.00	-788.70
<b>Total 4010 · Shopify Revenue</b>	<u>56,336.18</u>	<u>61,666.00</u>	<u>-5,329.82</u>
<b>4030 · Amazon Revenue</b>			
4031 · Textbook Revenue	21,085.57	19,899.77	1,185.80
4032 · Workbook Revenue	17,087.46	17,419.87	-332.41
4034 · E-Book Royalty Revenue	1,883.37	4,036.53	-2,153.16
4036 · Shipping Revenue	1,216.57	1,165.83	50.74
4037 · Gift Wrap Revenue	2.99	3.99	-1.00
4038 · Discounts	-502.59	-478.11	-24.48
<b>Total 4030 · Amazon Revenue</b>	<u>40,773.37</u>	<u>42,047.88</u>	<u>-1,274.51</u>
<b>4050 · Barnes &amp; Noble Revenue</b>			
4056 · E-Book Royalty Revenue	64.90	64.90	0.00
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>64.90</u>	<u>64.90</u>	<u>0.00</u>
<b>4060 · Audible Revenue</b>			
4064 · Audio Royalty Revenue	1,442.66	1,515.46	-72.80
<b>Total 4060 · Audible Revenue</b>	<u>1,442.66</u>	<u>1,515.46</u>	<u>-72.80</u>
<b>4080 · 7th Traditions Contributions</b>	5,888.89	5,157.43	731.46
<b>4200 · Other Revenue</b>			
4201 · Bank Interest	120.61	117.11	3.50
<b>Total 4200 · Other Revenue</b>	<u>120.61</u>	<u>117.11</u>	<u>3.50</u>
<b>Total Income</b>	<u>104,626.61</u>	<u>110,568.78</u>	<u>-5,942.17</u>
<b>Cost of Goods Sold</b>			
<b>5000 · Shopify-Cost of Goods Sold</b>			
<b>5010 · Shopify COGS</b>			
5011 · Textbooks	8,305.42	9,590.61	-1,285.19
5012 · Workbooks	3,760.08	4,352.45	-592.37
5013 · Tri-Folds	594.58	546.69	47.89
5015 · Medallions/Chips	840.07	933.89	-93.82
<b>Total 5010 · Shopify COGS</b>	<u>13,500.15</u>	<u>15,423.64</u>	<u>-1,923.49</u>
<b>5020 · Shopify-Fulfillment Costs</b>			
5022 · Freight Out (order Fulfillment)	5,912.71	4,606.66	1,306.05
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<u>5,912.71</u>	<u>4,606.66</u>	<u>1,306.05</u>
<b>5030 · Direct Labor</b>			
5031 · Direct Salary & Wages	9,453.97	7,943.48	1,510.49

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

**Profit & Loss**

August 2019

	<b>Aug 19</b>	<b>Jul 19</b>	<b>\$ Change</b>
5032 · Workers Compensation	532.03	425.14	106.89
Total 5030 · Direct Labor	9,986.00	8,368.62	1,617.38
Total 5000 · Shopify-Cost of Goods Sold	29,398.86	28,398.92	999.94
5050 · Amazon COGS			
5051 · Textbooks	4,136.58	3,951.53	185.05
5052 · Workbooks	2,773.14	2,847.16	-74.02
5053 · Fulfillment, Amazon UK	1,162.10	1,223.67	-61.57
5054 · Fulfillment, Amazon US	17,755.08	16,283.71	1,471.37
Total 5050 · Amazon COGS	25,826.90	24,306.07	1,520.83
Total COGS	55,225.76	52,704.99	2,520.77
Gross Profit	49,400.85	57,863.79	-8,462.94
Expense			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	2,884.61	1,384.61	1,500.00
6012 · Non-Exempt Salary & Wages	7,323.38	6,265.07	1,058.31
6013 · Workers' Compensation	343.57	272.31	71.26
6016 · Payroll Service Fees	384.35	108.50	275.85
Total 6010 · Payroll Expense	10,935.91	8,030.49	2,905.42
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	1,058.35	803.47	254.88
6032 · Exempt Employer Taxes	441.35	176.54	264.81
Total 6030 · Payroll Taxes	1,499.70	980.01	519.69
6042 · European Committee			
Annual European Meet	1,334.69	0.00	1,334.69
Total 6042 · European Committee	1,334.69	0.00	1,334.69
6060 · Conference & Conventions			
6061 · Conference-Travel & Lodging	0.00	49.33	-49.33
6063 · Event Meals	0.00	39.14	-39.14
Total 6060 · Conference & Conventions	0.00	88.47	-88.47
6070 · Program Initiatives			
6071 · Materials	467.87	466.54	1.33
Total 6070 · Program Initiatives	467.87	466.54	1.33
6080 · Professional Fees			
6081 · Accounting Expense	5,500.00	6,925.00	-1,425.00
Total 6080 · Professional Fees	5,500.00	6,925.00	-1,425.00
6090 · Technology IT Support			
6091 · Website Expenses	1,180.79	1,958.17	-777.38
6092 · Software Support Expense	14.99	14.99	0.00
6093 · Storage & Anti-virus Protection	0.00	11.99	-11.99
6095 · Accounting IT	644.96	644.96	0.00
Total 6090 · Technology IT Support	1,840.74	2,630.11	-789.37
6110 · Insurance Expense			
6111 · Board Insurance (EO) Expense	118.08	118.08	0.00
6112 · Business & Property Liability	211.08	211.08	0.00
Total 6110 · Insurance Expense	329.16	329.16	0.00
6120 · Rent Expense	3,116.50	0.00	3,116.50
6130 · Utilities Expense			

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

**Profit & Loss**

August 2019

	<b>Aug 19</b>	<b>Jul 19</b>	<b>\$ Change</b>
6131 · Electric Expense	273.35	222.60	50.75
6132 · Telephone Expense	226.19	227.38	-1.19
<b>Total 6130 · Utilities Expense</b>	<b>499.54</b>	<b>449.98</b>	<b>49.56</b>
<b>6140 · Office Supplies Expense</b>			
6141 · Postage Expense	0.00	2,661.40	-2,661.40
6142 · Printing Expense	0.00	522.13	-522.13
6143 · Office equipment/machines	0.00	353.32	-353.32
6144 · Misc. Expense	766.53	369.36	397.17
6140 · Office Supplies Expense - Other	0.00	11.03	-11.03
<b>Total 6140 · Office Supplies Expense</b>	<b>766.53</b>	<b>3,917.24</b>	<b>-3,150.71</b>
6150 · Dues and Subscriptions	122.82	185.82	-63.00
6180 · Warehouse Supplies	344.15	1,107.92	-763.77
<b>6200 · Bank &amp; Merchant Fees</b>			
6201 · Bank of America Fees	4.55	1.12	3.43
6207 · PayPal Fee	1,235.46	518.42	717.04
6209 · Foreign Exchange (Gain)Loss	-307.40	-384.88	77.48
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<b>932.61</b>	<b>134.66</b>	<b>797.95</b>
<b>6210 · Depreciation &amp; Amortization</b>			
6211 · Depreciation Expense	352.82	352.82	0.00
6212 · Amortization Expense	940.17	940.17	0.00
<b>Total 6210 · Depreciation &amp; Amortization</b>	<b>1,292.99</b>	<b>1,292.99</b>	<b>0.00</b>
6500 · Bad Debt Expense	0.00	105.00	-105.00
<b>Total Expense</b>	<b>28,983.21</b>	<b>26,643.39</b>	<b>2,339.82</b>
<b>Net Ordinary Income</b>	<b>20,417.64</b>	<b>31,220.40</b>	<b>-10,802.76</b>
<b>Net Income</b>	<b>20,417.64</b>	<b>31,220.40</b>	<b>-10,802.76</b>