

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss

September 2019

	<u>Sep 19</u>	<u>Aug 19</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
4010 · Shopify Revenue			
4011 · Textbook Revenue	32,175.43	30,659.21	1,516.22
4012 · Workbook Revenue	11,738.92	13,712.00	-1,973.08
4013 · Tri-Fold Revenue	1,414.85	1,572.30	-157.45
4014 · Audio Royalty Revenue	318.00	237.00	81.00
4015 · Medallions & Chip Revenue	1,905.00	2,830.00	-925.00
4017 · 7th Tradition Contributions	4,419.00	5,180.00	-761.00
4018 · Shipping And Handling	7,586.40	7,438.22	148.18
4019 · Complimentary Copy	149.44	154.40	-4.96
4025 · Intergroup Discount	-4,162.65	-4,379.38	216.73
4028 · Sales Discounts	0.00	-278.87	278.87
4029 · Returns and Allowances	-903.63	-788.70	-114.93
Total 4010 · Shopify Revenue	<u>54,640.76</u>	<u>56,336.18</u>	<u>-1,695.42</u>
4030 · Amazon Revenue			
4031 · Textbook Revenue	18,834.71	21,085.57	-2,250.86
4032 · Workbook Revenue	14,800.25	17,087.46	-2,287.21
4034 · E-Book Royalty Revenue	2,024.73	1,883.37	141.36
4036 · Shipping Revenue	1,107.43	1,216.57	-109.14
4037 · Gift Wrap Revenue	11.47	2.99	8.48
4038 · Discounts	-417.42	-502.59	85.17
Total 4030 · Amazon Revenue	<u>36,361.17</u>	<u>40,773.37</u>	<u>-4,412.20</u>
4050 · Barnes & Noble Revenue			
4056 · E-Book Royalty Revenue	77.88	64.90	12.98
Total 4050 · Barnes & Noble Revenue	<u>77.88</u>	<u>64.90</u>	<u>12.98</u>
4060 · Audible Revenue			
4064 · Audio Royalty Revenue	1,327.81	1,442.66	-114.85
Total 4060 · Audible Revenue	<u>1,327.81</u>	<u>1,442.66</u>	<u>-114.85</u>
4080 · 7th Traditions Contributions	2,093.08	5,888.89	-3,795.81
4200 · Other Revenue			
4201 · Bank Interest	120.75	120.61	0.14
Total 4200 · Other Revenue	<u>120.75</u>	<u>120.61</u>	<u>0.14</u>
Total Income	<u>94,621.45</u>	<u>104,626.61</u>	<u>-10,005.16</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold			
5010 · Shopify COGS			
5011 · Textbooks	8,668.76	8,258.52	410.24
5012 · Workbooks	3,204.66	3,760.08	-555.42
5013 · Tri-Folds	550.44	594.36	-43.92
5015 · Medallions/Chips	589.68	840.07	-250.39
Total 5010 · Shopify COGS	<u>13,013.54</u>	<u>13,453.03</u>	<u>-439.49</u>
5020 · Shopify-Fulfillment Costs			
5021 · Shipping Supplies	280.08	0.00	280.08
5022 · Freight Out (order Fulfillment)	7,051.17	5,912.71	1,138.46
5024 · Fulfillment, BANG	3,551.99	234.92	3,317.07
Total 5020 · Shopify-Fulfillment Costs	<u>10,883.24</u>	<u>6,147.63</u>	<u>4,735.61</u>

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5030 · Direct Labor			
5031 · Direct Salary & Wages	9,238.91	9,453.97	-215.06
5032 · Workers Compensation	618.93	532.03	86.90
Total 5030 · Direct Labor	<u>9,857.84</u>	<u>9,986.00</u>	<u>-128.16</u>
Total 5000 · Shopify-Cost of Goods Sold	33,754.62	29,586.66	4,167.96
5050 · Amazon COGS			
5051 · Textbooks	3,748.19	4,136.58	-388.39
5052 · Workbooks	2,417.72	2,773.14	-355.42
5053 · Fulfillment, Amazon UK	1,256.66	1,162.10	94.56
5054 · Fulfillment, Amazon US	21,485.94	17,755.08	3,730.86
Total 5050 · Amazon COGS	<u>28,908.51</u>	<u>25,826.90</u>	<u>3,081.61</u>
Total COGS	<u>62,663.13</u>	<u>55,413.56</u>	<u>7,249.57</u>
Gross Profit	31,958.32	49,213.05	-17,254.73
Expense			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	2,441.38	2,884.61	-443.23
6012 · Non-Exempt Salary & Wages	4,914.94	7,323.38	-2,408.44
6013 · Workers' Compensation	401.51	343.57	57.94
6016 · Payroll Service Fees	330.90	384.35	-53.45
Total 6010 · Payroll Expense	<u>8,088.73</u>	<u>10,935.91</u>	<u>-2,847.18</u>
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	714.76	1,058.35	-343.59
6032 · Exempt Employer Taxes	459.00	441.35	17.65
Total 6030 · Payroll Taxes	<u>1,173.76</u>	<u>1,499.70</u>	<u>-325.94</u>
6042 · European Committee			
Annual European Meet	0.00	1,334.69	-1,334.69
Total 6042 · European Committee	<u>0.00</u>	<u>1,334.69</u>	<u>-1,334.69</u>
6060 · Conference & Conventions			
6064 · Gifts & Awards	181.59	0.00	181.59
Total 6060 · Conference & Conventions	<u>181.59</u>	<u>0.00</u>	<u>181.59</u>
6070 · Program Initiatives			
6071 · Materials	566.03	467.87	98.16
Total 6070 · Program Initiatives	<u>566.03</u>	<u>467.87</u>	<u>98.16</u>
6080 · Professional Fees			
6081 · Accounting Expense	5,500.00	5,500.00	0.00
6082 · Legal Fees	1,000.00	0.00	1,000.00
6084 · Translation Expense	19.91	0.00	19.91
Total 6080 · Professional Fees	<u>6,519.91</u>	<u>5,500.00</u>	<u>1,019.91</u>
6090 · Technology IT Support			
6091 · Website Expenses	767.64	1,180.79	-413.15
6092 · Software Support Expense	14.99	14.99	0.00
6095 · Accounting IT	1,308.38	644.96	663.42
Total 6090 · Technology IT Support	<u>2,091.01</u>	<u>1,840.74</u>	<u>250.27</u>
6100 · License & Permits	205.00	0.00	205.00
6110 · Insurance Expense			
6111 · Board Insurance (EO) Expense	103.35	118.08	-14.73
6112 · Business & Property Liability	211.08	211.08	0.00

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Total 6110 · Insurance Expense	314.43	329.16	-14.73
6120 · Rent Expense	1,411.50	3,116.50	-1,705.00
6130 · Utilities Expense			
6131 · Electric Expense	243.02	273.35	-30.33
6132 · Telephone Expense	225.96	226.19	-0.23
Total 6130 · Utilities Expense	468.98	499.54	-30.56
6140 · Office Supplies Expense			
6144 · Misc. Expense	970.93	766.53	204.40
6145 · PO Box Fee	92.00	0.00	92.00
6140 · Office Supplies Expense - Other	36.31	0.00	36.31
Total 6140 · Office Supplies Expense	1,099.24	766.53	332.71
6150 · Dues and Subscriptions	141.53	122.82	18.71
6160 · Repairs & Maintenance	485.00	0.00	485.00
6180 · Warehouse Supplies	725.44	344.15	381.29
6200 · Bank & Merchant Fees			
6201 · Bank of America Fees	2.74	4.55	-1.81
6207 · PayPal Fee	479.73	1,235.46	-755.73
6209 · Foreign Exchange (Gain)Loss	-163.46	-307.40	143.94
Total 6200 · Bank & Merchant Fees	319.01	932.61	-613.60
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	352.82	352.82	0.00
6212 · Amortization Expense	940.17	940.17	0.00
Total 6210 · Depreciation & Amortization	1,292.99	1,292.99	0.00
Total Expense	25,084.15	28,983.21	-3,899.06
Net Ordinary Income	6,874.17	20,229.84	-13,355.67
Net Income	6,874.17	20,229.84	-13,355.67