

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

**Profit & Loss YTD Comparison**

October 2019

	<u>Oct 19</u>	<u>Jan - Oct 19</u>	<u>% YTD</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4010 · Shopify Revenue</b>			
4011 · Textbook Revenue	32,949.33	270,196.11	12.2%
4012 · Workbook Revenue	14,232.00	117,910.04	12.07%
4013 · Tri-Fold Revenue	1,367.02	12,524.89	10.91%
4014 · Audio Royalty Revenue	201.00	3,426.00	5.87%
4015 · Medallions & Chip Revenue	2,928.00	26,831.31	10.91%
4017 · 7th Tradition Contributions	5,755.00	51,584.00	11.16%
4018 · Shipping And Handling	8,218.87	73,790.53	11.14%
4019 · Complimentary Copy	271.15	1,445.36	18.76%
4025 · Intergroup Discount	-4,980.19	-13,522.22	36.83%
4028 · Sales Discounts	-133.34	-1,301.19	10.25%
4029 · Returns and Allowances	-533.85	-2,493.05	21.41%
4010 · Shopify Revenue - Other	0.00	0.00	0.0%
<b>Total 4010 · Shopify Revenue</b>	<u>60,274.99</u>	<u>540,391.78</u>	<u>11.15%</u>
<b>4030 · Amazon Revenue</b>			
4031 · Textbook Revenue	21,135.45	195,969.25	10.79%
4032 · Workbook Revenue	17,853.63	157,598.72	11.33%
4034 · E-Book Royalty Revenue	265.35	18,959.98	1.4%
4036 · Shipping Revenue	1,256.91	13,976.85	8.99%
4037 · Gift Wrap Revenue	0.00	58.34	0.0%
4038 · Discounts	-507.71	-6,424.07	7.9%
4039 · Returns and Allowances	0.00	7.80	0.0%
<b>Total 4030 · Amazon Revenue</b>	<u>40,003.63</u>	<u>380,146.87</u>	<u>10.52%</u>
<b>4050 · Barnes &amp; Noble Revenue</b>			
4056 · E-Book Royalty Revenue	45.43	694.43	6.54%
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>45.43</u>	<u>694.43</u>	<u>6.54%</u>
<b>4060 · Audible Revenue</b>			
4064 · Audio Royalty Revenue	3,243.89	18,641.72	17.4%
<b>Total 4060 · Audible Revenue</b>	<u>3,243.89</u>	<u>18,641.72</u>	<u>17.4%</u>
<b>4070 · Royalty Contract Revenue</b>			
4072 · Audio Revenue	0.00	24.00	0.0%
<b>Total 4070 · Royalty Contract Revenue</b>	<u>0.00</u>	<u>24.00</u>	<u>0.0%</u>
4080 · 7th Traditions Contributions	7,201.25	56,876.86	12.66%
4100 · Consignment	0.00	789.00	0.0%
4150 · European Sales	0.00	24,855.88	0.0%
<b>4200 · Other Revenue</b>			
4201 · Bank Interest	117.28	1,195.80	9.81%
4299 · Miscellaneous Revenue	0.00	2,032.76	0.0%
4200 · Other Revenue - Other	0.00	19.56	0.0%
<b>Total 4200 · Other Revenue</b>	<u>117.28</u>	<u>3,248.12</u>	<u>3.61%</u>
<b>Total Income</b>	<u>110,886.47</u>	<u>1,025,668.66</u>	<u>10.81%</u>
<b>Cost of Goods Sold</b>			
<b>Cost</b>	0.00	0.00	0.0%
<b>5000 · Shopify-Cost of Goods Sold</b>			
<b>5010 · Shopify COGS</b>			
5011 · Textbooks	8,867.66	79,805.59	11.11%
5012 · Workbooks	3,744.53	35,239.65	10.63%
5013 · Tri-Folds	593.08	4,933.09	12.02%
5015 · Medallions/Chips	934.27	9,450.27	9.89%

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5010 · Shopify COGS - Other	0.00	0.00	0.0%
<b>Total 5010 · Shopify COGS</b>	<b>14,139.54</b>	<b>129,428.60</b>	<b>10.93%</b>
<b>5020 · Shopify-Fulfillment Costs</b>			
5021 · Shipping Supplies	0.00	4,121.94	0.0%
5022 · Freight Out (order Fulfillment)	6,780.57	63,259.62	10.72%
5024 · Fulfillment, BANG	2,559.84	6,346.75	40.33%
5026 · Bang Storage	0.00	45.00	0.0%
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<b>9,340.41</b>	<b>73,773.31</b>	<b>12.66%</b>
<b>5030 · Direct Labor</b>			
5031 · Direct Salary & Wages	8,613.27	77,537.54	11.11%
5032 · Workers Compensation	489.15	3,482.96	14.04%
5033 · Paid Sick Leave-Direct Labor	0.00	844.80	0.0%
<b>Total 5030 · Direct Labor</b>	<b>9,102.42</b>	<b>81,865.30</b>	<b>11.12%</b>
<b>5040 · Employer Taxes-Direct Labor</b>			
5042 · FICA Taxes-Direct Labor	0.00	1,901.62	0.0%
5043 · FUTA-Direct Labor	0.00	84.00	0.0%
5044 · SUI-Direct Labor	0.00	906.34	0.0%
<b>Total 5040 · Employer Taxes-Direct Labor</b>	<b>0.00</b>	<b>2,891.96</b>	<b>0.0%</b>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<b>32,582.37</b>	<b>287,959.17</b>	<b>11.32%</b>
<b>5050 · Amazon COGS</b>			
5051 · Textbooks	4,302.68	40,463.25	10.63%
5052 · Workbooks	1,490.92	24,927.45	5.98%
5053 · Fulfillment, Amazon UK	1,063.09	10,839.22	9.81%
5054 · Fulfillment, Amazon US	20,536.41	183,167.97	11.21%
5058 · Freight-Out(Order Fulfillment)	0.00	1,715.59	0.0%
5059 · Freight-In(Transfers)	0.00	2,173.98	0.0%
5050 · Amazon COGS - Other	0.00	0.00	0.0%
<b>Total 5050 · Amazon COGS</b>	<b>27,393.10</b>	<b>263,287.46</b>	<b>10.4%</b>
5100 · Consignment COGS	0.00	880.91	0.0%
5560 · European Sales-COGS	0.00	9,479.22	0.0%
<b>Total COGS</b>	<b>59,975.47</b>	<b>561,606.76</b>	<b>10.68%</b>
<b>Gross Profit</b>	<b>50,911.00</b>	<b>464,061.90</b>	<b>10.97%</b>
<b>Expense</b>			
<b>6010 · Payroll Expense</b>			
6011 · Exempt Salary & Wages	2,653.84	23,658.53	11.22%
6012 · Non-Exempt Salary & Wages	6,262.44	66,494.54	9.42%
6013 · Workers' Compensation	314.99	6,126.25	5.14%
6014 · Paid Sick Leave	0.00	1,633.91	0.0%
6015 · Vacation Expense	0.00	1,357.09	0.0%
6016 · Payroll Service Fees	251.90	1,925.15	13.09%
<b>Total 6010 · Payroll Expense</b>	<b>9,483.17</b>	<b>101,195.47</b>	<b>9.37%</b>
<b>6030 · Payroll Taxes</b>			
6031 · Non-Exempt Employer Taxes	843.20	7,890.54	10.69%
6032 · Exempt Employer Taxes	627.10	3,558.29	17.62%
<b>Total 6030 · Payroll Taxes</b>	<b>1,470.30</b>	<b>11,448.83</b>	<b>12.84%</b>
<b>6042 · European Committee</b>			
Annual European Meet	0.00	1,334.69	0.0%
<b>Total 6042 · European Committee</b>	<b>0.00</b>	<b>1,334.69</b>	<b>0.0%</b>
6052 · Finance Committee	0.00	6,883.42	0.0%
6060 · Conference & Conventions Conferences/Meetings			

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<b>2020ABC/AWC</b>			
<b>STP - Board Travel</b>	1,689.78	1,689.78	100.0%
<b>AWC - Venue Expense</b>	0.00	3,991.89	0.0%
<b>Board STP Meals</b>	1,273.96	1,273.96	100.0%
<b>Board STP Lodging</b>	1,157.84	1,157.84	100.0%
<b>Total 2020ABC/AWC</b>	<u>4,121.58</u>	<u>8,113.47</u>	<u>50.8%</u>
<b>Total Conferences/Meetings</b>	4,121.58	8,113.47	50.8%
<b>6061 · Conference-Travel &amp; Lodging</b>	0.00	37,002.16	0.0%
<b>6062 · Facility Fees</b>	0.00	8,776.44	0.0%
<b>6063 · Event Meals</b>	0.00	1,828.16	0.0%
<b>6064 · Gifts &amp; Awards</b>	0.00	860.42	0.0%
<b>Total 6060 · Conference &amp; Conventions</b>	<u>4,121.58</u>	<u>56,580.65</u>	<u>7.28%</u>
<b>6070 · Program Initiatives</b>			
<b>6071 · Materials</b>	1,001.72	10,488.86	9.55%
<b>6072 · Other Program Costs</b>	0.00	753.15	0.0%
<b>Total 6070 · Program Initiatives</b>	<u>1,001.72</u>	<u>11,242.01</u>	<u>8.91%</u>
<b>6080 · Professional Fees</b>			
<b>6081 · Accounting Expense</b>	5,500.00	64,675.70	8.5%
<b>6082 · Legal Fees</b>	0.00	1,030.00	0.0%
<b>6084 · Translation Expense</b>	0.00	4,961.83	0.0%
<b>Total 6080 · Professional Fees</b>	<u>5,500.00</u>	<u>70,667.53</u>	<u>7.78%</u>
<b>6090 · Technology IT Support</b>			
<b>6091 · Website Expenses</b>	861.44	11,027.92	7.81%
<b>6092 · Software Support Expense</b>	0.00	74.95	0.0%
<b>6093 · Storage &amp; Anti-virus Protection</b>	0.00	973.96	0.0%
<b>6095 · Accounting IT</b>	644.96	7,709.84	8.37%
<b>6090 · Technology IT Support - Other</b>	0.00	310.74	0.0%
<b>Total 6090 · Technology IT Support</b>	<u>1,506.40</u>	<u>20,097.41</u>	<u>7.5%</u>
<b>6100 · License &amp; Permits</b>	0.00	205.00	0.0%
<b>6110 · Insurance Expense</b>			
<b>6111 · Board Insurance (EO) Expense</b>	118.08	1,166.07	10.13%
<b>6112 · Business &amp; Property Liability</b>	322.41	2,222.13	14.51%
<b>Total 6110 · Insurance Expense</b>	<u>440.49</u>	<u>3,388.20</u>	<u>13.0%</u>
<b>6120 · Rent Expense</b>	3,116.50	29,096.92	10.71%
<b>6130 · Utilities Expense</b>			
<b>6131 · Electric Expense</b>	172.81	1,896.51	9.11%
<b>6132 · Telephone Expense</b>	271.02	2,290.51	11.83%
<b>Total 6130 · Utilities Expense</b>	<u>443.83</u>	<u>4,187.02</u>	<u>10.6%</u>
<b>6140 · Office Supplies Expense</b>			
<b>6141 · Postage Expense</b>	1,200.00	6,700.03	17.91%
<b>6142 · Printing Expense</b>	0.00	1,043.12	0.0%
<b>6143 · Office equipment/machines</b>	0.00	4,118.06	0.0%
<b>6144 · Misc. Expense</b>	782.72	7,726.50	10.13%
<b>6145 · PO Box Fee</b>	0.00	92.00	0.0%
<b>6140 · Office Supplies Expense - Other</b>	110.45	418.42	26.4%
<b>Total 6140 · Office Supplies Expense</b>	<u>2,093.17</u>	<u>20,098.13</u>	<u>10.42%</u>
<b>6150 · Dues and Subscriptions</b>	254.43	1,818.27	13.99%
<b>6160 · Repairs &amp; Maintenance</b>	0.00	942.13	0.0%
<b>6170 · Books &amp; Publication Expense</b>	0.00	4,374.40	0.0%
<b>6180 · Warehouse Supplies</b>	627.48	3,241.32	19.36%
<b>6190 · Tax Expense</b>			

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6192 · StateTax Expense-PHANTOM	0.00	2.50	0.0%
6193 · Sales Tax Expense	0.00	4,959.74	0.0%
<b>Total 6190 · Tax Expense</b>	<b>0.00</b>	<b>4,962.24</b>	<b>0.0%</b>
<b>6200 · Bank &amp; Merchant Fees</b>			
6201 · Bank of America Fees	0.00	30.07	0.0%
6203 · Interest(Finance Charges) fees	0.00	1.83	0.0%
6205 · Shopify Fees	1,365.89	10,449.90	13.07%
6207 · PayPal Fee	434.90	5,436.36	8.0%
6209 · Foreign Exchange (Gain)Loss	-243.83	-2,383.00	10.23%
6200 · Bank & Merchant Fees - Other	7.18	7.18	100.0%
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<b>1,564.14</b>	<b>13,542.34</b>	<b>11.55%</b>
<b>6210 · Depreciation &amp; Amortization</b>			
6211 · Depreciation Expense	352.82	3,528.20	10.0%
6212 · Amortization Expense	940.17	9,401.70	10.0%
<b>Total 6210 · Depreciation &amp; Amortization</b>	<b>1,292.99</b>	<b>12,929.90</b>	<b>10.0%</b>
6500 · Bad Debt Expense	39.18	144.18	27.17%
9999 · Suspense	0.00	0.00	0.0%
<b>Total Expense</b>	<b>32,955.38</b>	<b>378,380.06</b>	<b>8.71%</b>
<b>Net Ordinary Income</b>	<b>17,955.62</b>	<b>85,681.84</b>	<b>20.96%</b>
<b>Other Income/Expense</b>			
Other Expense			
Intergroup Discount Sales	0.00	0.00	0.0%
<b>Total Other Expense</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Net Income</b>	<b>17,955.62</b>	<b>85,681.84</b>	<b>20.96%</b>