

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss

November 2019

	<u>Nov 19</u>	<u>Oct 19</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
4010 - Shopify Revenue			
4011 - Textbook Revenue	24,500.26	32,893.33	-8,393.07
4012 - Workbook Revenue	11,005.47	14,058.86	-3,053.39
4013 - Tri-Fold Revenue	1,095.94	1,367.02	-271.08
4014 - Audio Royalty Revenue	306.00	201.00	105.00
4015 - Medallions & Chip Revenue	2,025.00	2,928.00	-903.00
4017 - 7th Tradition Contributions	4,423.00	5,755.00	-1,332.00
4018 - Shipping And Handling	6,687.26	7,789.21	-1,101.95
4019 - Complimentary Copy	69.84	271.15	-201.31
4025 - Intergroup Discount	-3,095.74	-4,980.19	1,884.45
4028 - Sales Discounts	-294.50	-133.34	-161.16
4029 - Returns and Allowances	-196.67	-533.85	337.18
Total 4010 - Shopify Revenue	<u>46,525.86</u>	<u>59,616.19</u>	<u>-13,090.33</u>
4030 - Amazon Revenue			
4031 - Textbook Revenue	17,985.70	21,693.58	-3,707.88
4032 - Workbook Revenue	14,820.38	18,354.53	-3,534.15
4034 - E-Book Royalty Revenue	1,832.47	265.35	1,567.12
4036 - Shipping Revenue	1,181.38	1,287.19	-105.81
4037 - Gift Wrap Revenue	15.96	0.00	15.96
4038 - Discounts	-435.38	-521.79	86.41
Total 4030 - Amazon Revenue	<u>35,400.51</u>	<u>41,078.86</u>	<u>-5,678.35</u>
4050 - Barnes & Noble Revenue			
4056 - E-Book Royalty Revenue	97.35	45.43	51.92
Total 4050 - Barnes & Noble Revenue	<u>97.35</u>	<u>45.43</u>	<u>51.92</u>
4060 - Audible Revenue			
4064 - Audio Royalty Revenue	1,456.53	3,243.89	-1,787.36
Total 4060 - Audible Revenue	<u>1,456.53</u>	<u>3,243.89</u>	<u>-1,787.36</u>
4080 - 7th Traditions Contributions	4,384.27	7,201.25	-2,816.98
4200 - Other Revenue			
4201 - Bank Interest	120.86	117.28	3.58
Total 4200 - Other Revenue	<u>120.86</u>	<u>117.28</u>	<u>3.58</u>
Total Income	<u>87,985.38</u>	<u>111,302.90</u>	<u>-23,317.52</u>
Cost of Goods Sold			
Cost	0.00	0.00	0.00
5000 - Shopify-Cost of Goods Sold			
5010 - Shopify COGS			
5011 - Textbooks	6,748.98	8,859.07	-2,110.09
5012 - Workbooks	2,674.66	3,777.16	-1,102.50
5013 - Tri-Folds	549.98	593.08	-43.10
5015 - Medallions/Chips	621.68	934.27	-312.59
Total 5010 - Shopify COGS	<u>10,595.30</u>	<u>14,163.58</u>	<u>-3,568.28</u>
5020 - Shopify-Fulfillment Costs			
5022 - Freight Out (order Fulfillment)	6,714.73	7,480.57	-765.84
Total 5020 - Shopify-Fulfillment Costs	<u>6,714.73</u>	<u>7,480.57</u>	<u>-765.84</u>

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5030 - Direct Labor			
5031 - Direct Salary & Wages	7,462.09	8,613.27	-1,151.18
5032 - Workers Compensation	775.10	489.15	285.95
5035 - Employer Taxes-Direct Labor	88.76	0.00	88.76
Total 5030 - Direct Labor	<u>8,325.95</u>	<u>9,102.42</u>	<u>-776.47</u>
Total 5000 - Shopify-Cost of Goods Sold	<u>25,635.98</u>	<u>30,746.57</u>	<u>-5,110.59</u>
5050 - Amazon COGS			
5051 - Textbooks	3,526.68	4,409.32	-882.64
5052 - Workbooks	1,912.96	1,602.65	310.31
5053 - Fulfillment, Amazon UK	551.08	1,063.09	-512.01
5054 - Fulfillment, Amazon US	18,020.92	20,536.41	-2,515.49
Total 5050 - Amazon COGS	<u>24,011.64</u>	<u>27,611.47</u>	<u>-3,599.83</u>
Total COGS	<u>49,647.62</u>	<u>58,358.04</u>	<u>-8,710.42</u>
Gross Profit	<u>38,337.76</u>	<u>52,944.86</u>	<u>-14,607.10</u>
Expense			
6010 - Payroll Expense			
6011 - Exempt Salary & Wages	3,845.79	2,653.84	1,191.95
6012 - Non-Exempt Salary & Wages	4,686.20	6,262.44	-1,576.24
6013 - Workers' Compensation	500.91	312.89	188.02
6016 - Payroll Service Fees	251.90	251.90	0.00
Total 6010 - Payroll Expense	<u>9,284.80</u>	<u>9,481.07</u>	<u>-196.27</u>
6030 - Payroll Taxes			
6031 - Non-Exempt Employer Taxes	1,137.48	843.20	294.28
6032 - Exempt Employer Taxes	271.23	627.10	-355.87
Total 6030 - Payroll Taxes	<u>1,408.71</u>	<u>1,470.30</u>	<u>-61.59</u>
6050 - Travel & Mileage Expense			
6052 - Airfare & Vehicle Rentals	0.00	3,478.78	-3,478.78
6053 - Lodging	0.00	7,089.11	-7,089.11
Total 6050 - Travel & Mileage Expense	<u>0.00</u>	<u>10,567.89</u>	<u>-10,567.89</u>
6057 - Events			
6058 - Event Meals	0.00	0.00	0.00
Total 6057 - Events	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
6060 - Conference & Conventions			
6061 - Conference-Travel & Lodging	0.00	1,157.84	-1,157.84
6063 - Event Meals	0.00	1,273.96	-1,273.96
Total 6060 - Conference & Conventions	<u>0.00</u>	<u>2,431.80</u>	<u>-2,431.80</u>
6070 - Program Initiatives			
6071 - Materials	862.85	572.06	290.79
6072 - Other Program Costs	417.58	0.00	417.58
Total 6070 - Program Initiatives	<u>1,280.43</u>	<u>572.06</u>	<u>708.37</u>
6080 - Professional Fees			
6081 - Accounting Expense	5,500.00	5,500.00	0.00
Total 6080 - Professional Fees	<u>5,500.00</u>	<u>5,500.00</u>	<u>0.00</u>
6090 - Technology IT Support			
6091 - Website Expenses	2,996.72	986.42	2,010.30
6093 - Storage & Anti-virus Protection	29.99	0.00	29.99

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6095 · Accounting IT	4,699.99	644.96	4,055.03
Total 6090 · Technology IT Support	7,726.70	1,631.38	6,095.32
6110 · Insurance Expense			
6111 · Board Insurance (EO) Expense	111.33	118.08	-6.75
6112 · Business & Property Liability	211.07	322.41	-111.34
Total 6110 · Insurance Expense	322.40	440.49	-118.09
6120 · Rent Expense	3,116.50	3,116.50	0.00
6130 · Utilities Expense			
6131 · Electric Expense	147.89	172.81	-24.92
6132 · Telephone Expense	226.67	271.02	-44.35
Total 6130 · Utilities Expense	374.56	443.83	-69.27
6140 · Office Supplies Expense			
6141 · Postage Expense	300.00	1,200.00	-900.00
6144 · Misc. Expense	447.95	782.72	-334.77
6146 · Supplies	41.52	0.00	41.52
6140 · Office Supplies Expense - Other	2.13	110.45	-108.32
Total 6140 · Office Supplies Expense	791.60	2,093.17	-1,301.57
6150 · Dues and Subscriptions	287.50	254.43	33.07
6180 · Warehouse Supplies	1,073.58	627.48	446.10
6200 · Bank & Merchant Fees			
6205 · Shopify Fees	989.19	1,365.89	-376.70
6207 · PayPal Fee	469.06	434.90	34.16
6209 · Foreign Exchange (Gain)Loss	-103.59	-243.83	140.24
6200 · Bank & Merchant Fees - Other	0.00	7.18	-7.18
Total 6200 · Bank & Merchant Fees	1,354.66	1,564.14	-209.48
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
6500 · Bad Debt Expense	0.00	39.18	-39.18
9999 · Suspense	6.73	0.00	6.73
Total Expense	33,821.16	41,526.71	-7,705.55
Net Ordinary Income	4,516.60	11,418.15	-6,901.55
Other Income/Expense			
Other Expense			
Intergroup Discount Sales	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	4,516.60	11,418.15	-6,901.55