

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

**Profit & Loss**

December 2019

	<u>Dec 19</u>	<u>Nov 19</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>4010 · Shopify Revenue</b>		
4011 · Textbook Revenue	26,576.34	24,500.26
4012 · Workbook Revenue	9,875.39	11,005.47
4013 · Tri-Fold Revenue	737.19	1,095.94
4014 · Audio Royalty Revenue	330.00	306.00
4015 · Medallions & Chip Revenue	2,393.00	2,025.00
4017 · 7th Tradition Contributions	6,359.00	4,423.00
4018 · Shipping And Handling	5,813.32	6,687.26
4019 · Complimentary Copy	121.56	69.84
4025 · Intergroup Discount	-2,563.80	-3,095.74
4028 · Sales Discounts	-146.00	-294.50
4029 · Returns and Allowances	-548.15	-196.67
<b>Total 4010 · Shopify Revenue</b>	<u>48,947.85</u>	<u>46,525.86</u>
<b>4030 · Amazon Revenue</b>		
4031 · Textbook Revenue	17,100.05	17,985.70
4032 · Workbook Revenue	13,562.81	14,820.38
4034 · E-Book Royalty Revenue	472.97	1,832.47
4036 · Shipping Revenue	898.23	1,181.38
4037 · Gift Wrap Revenue	55.86	15.96
4038 · Discounts	-417.23	-435.38
<b>Total 4030 · Amazon Revenue</b>	<u>31,672.69</u>	<u>35,400.51</u>
<b>4050 · Barnes &amp; Noble Revenue</b>		
4056 · E-Book Royalty Revenue	155.76	97.35
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>155.76</u>	<u>97.35</u>
<b>4060 · Audible Revenue</b>		
4064 · Audio Royalty Revenue	3,054.75	1,456.53
<b>Total 4060 · Audible Revenue</b>	<u>3,054.75</u>	<u>1,456.53</u>
<b>4080 · 7th Traditions Contributions</b>	5,976.00	4,384.27
<b>4150 · European Sales</b>	1,797.00	0.00
<b>4200 · Other Revenue</b>		
4201 · Bank Interest	117.66	127.86
<b>Total 4200 · Other Revenue</b>	<u>117.66</u>	<u>127.86</u>
<b>Total Income</b>	<u>91,721.71</u>	<u>87,992.38</u>
<b>Cost of Goods Sold</b>		
<b>5000 · Shopify-Cost of Goods Sold</b>		
<b>5010 · Shopify COGS</b>		
5011 · Textbooks	6,930.10	6,748.98
5012 · Workbooks	2,339.78	2,674.66
5013 · Tri-Folds	242.07	549.98
5015 · Medallions/Chips	738.54	621.68
<b>Total 5010 · Shopify COGS</b>	<u>10,250.49</u>	<u>10,595.30</u>
<b>5020 · Shopify-Fulfillment Costs</b>		

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5022 · Freight Out (order Fulfillment)	6,125.85	6,714.73
5023 · Freight-In (Transfers>Returns)	3,116.05	0.00
5024 · Fulfillment, BANG	45.00	0.00
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<u>9,286.90</u>	<u>6,714.73</u>
<b>5030 · Direct Labor</b>		
5031 · Direct Salary & Wages	6,965.40	7,462.09
5032 · Workers Compensation	502.86	775.10
5035 · Employer Taxes-Direct Labor	552.44	88.76
<b>Total 5030 · Direct Labor</b>	<u>8,020.70</u>	<u>8,325.95</u>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<u>27,558.09</u>	<u>25,635.98</u>
<b>5050 · Amazon COGS</b>		
5051 · Textbooks	3,336.87	3,526.68
5052 · Workbooks	1,808.28	1,912.96
5053 · Fulfillment, Amazon UK	466.19	551.08
5054 · Fulfillment, Amazon US	16,355.82	18,020.92
<b>Total 5050 · Amazon COGS</b>	<u>21,967.16</u>	<u>24,011.64</u>
<b>5560 · European Sales-COGS</b>	566.46	0.00
<b>Total COGS</b>	<u>50,091.71</u>	<u>49,647.62</u>
<b>Gross Profit</b>	<u>41,630.00</u>	<u>38,344.76</u>
<b>Expense</b>		
<b>6010 · Payroll Expense</b>		
6011 · Exempt Salary & Wages	2,050.40	2,600.79
6012 · Non-Exempt Salary & Wages	5,056.90	5,931.20
6013 · Workers' Compensation	332.98	500.91
6016 · Payroll Service Fees	251.90	251.90
<b>Total 6010 · Payroll Expense</b>	<u>7,692.18</u>	<u>9,284.80</u>
<b>6030 · Payroll Taxes</b>		
6031 · Non-Exempt Employer Taxes	430.73	1,137.48
6032 · Exempt Employer Taxes	176.54	271.23
<b>Total 6030 · Payroll Taxes</b>	<u>607.27</u>	<u>1,408.71</u>
<b>6050 · Travel &amp; Mileage Expense</b>		
6052 · Airfare & Vehicle Rentals	0.00	0.00
6053 · Lodging	0.00	0.00
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<u>0.00</u>	<u>0.00</u>
<b>6054 · Contractors</b>	195.00	0.00
<b>6057 · Events</b>		
6058 · Event Meals	35.04	0.00
<b>Total 6057 · Events</b>	<u>35.04</u>	<u>0.00</u>
<b>6060 · Conference &amp; Conventions</b>		
6061 · Conference-Travel & Lodging	0.00	0.00
6063 · Event Meals	0.00	0.00
<b>Total 6060 · Conference &amp; Conventions</b>	<u>0.00</u>	<u>0.00</u>
<b>6070 · Program Initiatives</b>		
6071 · Materials	472.41	862.85

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	<b>Dec 19</b>	<b>Nov 19</b>
6072 · Other Program Costs	0.00	417.58
<b>Total 6070 · Program Initiatives</b>	<b>472.41</b>	<b>1,280.43</b>
<b>6080 · Professional Fees</b>		
6081 · Accounting Expense	8,655.00	5,500.00
6082 · Legal Fees	990.00	0.00
6083 · Staffing Services	270.00	0.00
6084 · Translation Expense	4,867.39	0.00
<b>Total 6080 · Professional Fees</b>	<b>14,782.39</b>	<b>5,500.00</b>
<b>6090 · Technology IT Support</b>		
6091 · Website Expenses	580.49	2,996.72
6092 · Software Support Expense	29.98	0.00
6093 · Storage & Anti-virus Protection	11.99	29.99
6095 · Accounting IT	592.76	4,699.99
6090 · Technology IT Support - Other	314.36	0.00
<b>Total 6090 · Technology IT Support</b>	<b>1,529.58</b>	<b>7,726.70</b>
<b>6110 · Insurance Expense</b>		
6111 · Board Insurance (EO) Expense	111.33	111.33
6112 · Business & Property Liability	107.82	211.07
<b>Total 6110 · Insurance Expense</b>	<b>219.15</b>	<b>322.40</b>
<b>6120 · Rent Expense</b>	<b>3,116.50</b>	<b>3,116.50</b>
<b>6130 · Utilities Expense</b>		
6131 · Electric Expense	133.41	147.89
6132 · Telephone Expense	272.79	226.67
<b>Total 6130 · Utilities Expense</b>	<b>406.20</b>	<b>374.56</b>
<b>6140 · Office Supplies Expense</b>		
6141 · Postage Expense	1,311.80	300.00
6143 · Office equipment/machines	1,412.73	0.00
6144 · Misc. Expense	0.00	447.95
6146 · Supplies	169.01	55.25
6140 · Office Supplies Expense - Other	0.00	2.13
<b>Total 6140 · Office Supplies Expense</b>	<b>2,893.54</b>	<b>805.33</b>
<b>6150 · Dues and Subscriptions</b>	<b>224.45</b>	<b>287.50</b>
<b>6180 · Warehouse Supplies</b>	<b>257.12</b>	<b>1,073.58</b>
<b>6200 · Bank &amp; Merchant Fees</b>		
6205 · Shopify Fees	1,071.68	989.19
6207 · PayPal Fee	478.73	469.06
6208 · Credit Card Fees (Finance charg	67.99	0.00
6209 · Foreign Exchange (Gain)Loss	-32.44	-99.59
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<b>1,585.96</b>	<b>1,358.66</b>
<b>6210 · Depreciation &amp; Amortization</b>		
6211 · Depreciation Expense	2,569.98	352.82
6212 · Amortization Expense	848.13	940.17
<b>Total 6210 · Depreciation &amp; Amortization</b>	<b>3,418.11</b>	<b>1,292.99</b>
<b>Total Expense</b>	<b>37,434.90</b>	<b>33,832.16</b>

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December 2019

	<u>Dec 19</u>	<u>Nov 19</u>
<b>Net Ordinary Income</b>	<u>4,195.10</u>	<u>4,512.60</u>
<b>Net Income</b>	<u><u>4,195.10</u></u>	<u><u>4,512.60</u></u>

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**Profit & Loss**

December 2019

	<u><u>\$ Change</u></u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>4010 · Shopify Revenue</b>	
4011 · Textbook Revenue	2,076.08
4012 · Workbook Revenue	-1,130.08
4013 · Tri-Fold Revenue	-358.75
4014 · Audio Royalty Revenue	24.00
4015 · Medallions & Chip Revenue	368.00
4017 · 7th Tradition Contributions	1,936.00
4018 · Shipping And Handling	-873.94
4019 · Complimentary Copy	51.72
4025 · Intergroup Discount	531.94
4028 · Sales Discounts	148.50
4029 · Returns and Allowances	-351.48
<b>Total 4010 · Shopify Revenue</b>	<u>2,421.99</u>
<b>4030 · Amazon Revenue</b>	
4031 · Textbook Revenue	-885.65
4032 · Workbook Revenue	-1,257.57
4034 · E-Book Royalty Revenue	-1,359.50
4036 · Shipping Revenue	-283.15
4037 · Gift Wrap Revenue	39.90
4038 · Discounts	18.15
<b>Total 4030 · Amazon Revenue</b>	<u>-3,727.82</u>
<b>4050 · Barnes &amp; Noble Revenue</b>	
4056 · E-Book Royalty Revenue	58.41
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>58.41</u>
<b>4060 · Audible Revenue</b>	
4064 · Audio Royalty Revenue	1,598.22
<b>Total 4060 · Audible Revenue</b>	<u>1,598.22</u>
<b>4080 · 7th Traditions Contributions</b>	1,591.73
<b>4150 · European Sales</b>	1,797.00
<b>4200 · Other Revenue</b>	
4201 · Bank Interest	-10.20
<b>Total 4200 · Other Revenue</b>	<u>-10.20</u>
<b>Total Income</b>	<u>3,729.33</u>
<b>Cost of Goods Sold</b>	
<b>5000 · Shopify-Cost of Goods Sold</b>	
<b>5010 · Shopify COGS</b>	
5011 · Textbooks	181.12
5012 · Workbooks	-334.88
5013 · Tri-Folds	-307.91
5015 · Medallions/Chips	116.86
<b>Total 5010 · Shopify COGS</b>	<u>-344.81</u>
<b>5020 · Shopify-Fulfillment Costs</b>	

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December 2019

	<u><b>\$ Change</b></u>
5022 · Freight Out (order Fulfillment)	-588.88
5023 · Freight-In (Transfers>Returns)	3,116.05
5024 · Fulfillment, BANG	45.00
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<u>2,572.17</u>
<b>5030 · Direct Labor</b>	
5031 · Direct Salary & Wages	-496.69
5032 · Workers Compensation	-272.24
5035 · Employer Taxes-Direct Labor	463.68
<b>Total 5030 · Direct Labor</b>	<u>-305.25</u>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	1,922.11
<b>5050 · Amazon COGS</b>	
5051 · Textbooks	-189.81
5052 · Workbooks	-104.68
5053 · Fulfillment, Amazon UK	-84.89
5054 · Fulfillment, Amazon US	-1,665.10
<b>Total 5050 · Amazon COGS</b>	<u>-2,044.48</u>
<b>5560 · European Sales-COGS</b>	566.46
<b>Total COGS</b>	<u>444.09</u>
<b>Gross Profit</b>	<u>3,285.24</u>
<b>Expense</b>	
<b>6010 · Payroll Expense</b>	
6011 · Exempt Salary & Wages	-550.39
6012 · Non-Exempt Salary & Wages	-874.30
6013 · Workers' Compensation	-167.93
6016 · Payroll Service Fees	0.00
<b>Total 6010 · Payroll Expense</b>	<u>-1,592.62</u>
<b>6030 · Payroll Taxes</b>	
6031 · Non-Exempt Employer Taxes	-706.75
6032 · Exempt Employer Taxes	-94.69
<b>Total 6030 · Payroll Taxes</b>	<u>-801.44</u>
<b>6050 · Travel &amp; Mileage Expense</b>	
6052 · Airfare & Vehicle Rentals	0.00
6053 · Lodging	0.00
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<u>0.00</u>
<b>6054 · Contractors</b>	195.00
<b>6057 · Events</b>	
6058 · Event Meals	35.04
<b>Total 6057 · Events</b>	<u>35.04</u>
<b>6060 · Conference &amp; Conventions</b>	
6061 · Conference-Travel & Lodging	0.00
6063 · Event Meals	0.00
<b>Total 6060 · Conference &amp; Conventions</b>	<u>0.00</u>
<b>6070 · Program Initiatives</b>	
6071 · Materials	-390.44

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December 2019

	<u><b>\$ Change</b></u>
6072 · Other Program Costs	-417.58
<b>Total 6070 · Program Initiatives</b>	<u>-808.02</u>
<b>6080 · Professional Fees</b>	
6081 · Accounting Expense	3,155.00
6082 · Legal Fees	990.00
6083 · Staffing Services	270.00
6084 · Translation Expense	4,867.39
<b>Total 6080 · Professional Fees</b>	<u>9,282.39</u>
<b>6090 · Technology IT Support</b>	
6091 · Website Expenses	-2,416.23
6092 · Software Support Expense	29.98
6093 · Storage & Anti-virus Protection	-18.00
6095 · Accounting IT	-4,107.23
6090 · Technology IT Support - Other	314.36
<b>Total 6090 · Technology IT Support</b>	<u>-6,197.12</u>
<b>6110 · Insurance Expense</b>	
6111 · Board Insurance (EO) Expense	0.00
6112 · Business & Property Liability	-103.25
<b>Total 6110 · Insurance Expense</b>	<u>-103.25</u>
<b>6120 · Rent Expense</b>	0.00
<b>6130 · Utilities Expense</b>	
6131 · Electric Expense	-14.48
6132 · Telephone Expense	46.12
<b>Total 6130 · Utilities Expense</b>	<u>31.64</u>
<b>6140 · Office Supplies Expense</b>	
6141 · Postage Expense	1,011.80
6143 · Office equipment/machines	1,412.73
6144 · Misc. Expense	-447.95
6146 · Supplies	113.76
6140 · Office Supplies Expense - Other	-2.13
<b>Total 6140 · Office Supplies Expense</b>	<u>2,088.21</u>
<b>6150 · Dues and Subscriptions</b>	-63.05
<b>6180 · Warehouse Supplies</b>	-816.46
<b>6200 · Bank &amp; Merchant Fees</b>	
6205 · Shopify Fees	82.49
6207 · PayPal Fee	9.67
6208 · Credit Card Fees (Finance charg	67.99
6209 · Foreign Exchange (Gain)Loss	67.15
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<u>227.30</u>
<b>6210 · Depreciation &amp; Amortization</b>	
6211 · Depreciation Expense	2,217.16
6212 · Amortization Expense	-92.04
<b>Total 6210 · Depreciation &amp; Amortization</b>	<u>2,125.12</u>
<b>Total Expense</b>	<u><u>3,602.74</u></u>

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	<u><b>\$ Change</b></u>
<b>Net Ordinary Income</b>	<u>-317.50</u>
<b>Net Income</b>	<u><b>-317.50</b></u>