

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

**Profit & Loss**

December 2019

	<u>Dec 19</u>	<u>Jan - Dec 19</u>	<u>% YTD</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4010 · Shopify Revenue</b>			
4011 · Textbook Revenue	26,576.34	321,216.71	8.27%
4012 · Workbook Revenue	9,875.39	138,617.76	7.12%
4013 · Tri-Fold Revenue	737.19	14,358.02	5.13%
4014 · Audio Royalty Revenue	330.00	4,062.00	8.12%
4015 · Medallions & Chip Revenue	2,393.00	31,249.31	7.66%
4017 · 7th Tradition Contributions	6,359.00	62,366.00	10.2%
4018 · Shipping And Handling	5,813.32	83,808.46	6.94%
4019 · Complimentary Copy	121.56	1,636.76	7.43%
4025 · Intergroup Discount	-2,563.80	-19,181.76	13.37%
4028 · Sales Discounts	-146.00	-1,741.69	8.38%
4029 · Returns and Allowances	-548.15	-3,237.87	16.93%
4010 · Shopify Revenue - Other	0.00	0.00	0.0%
<b>Total 4010 · Shopify Revenue</b>	<u>48,947.85</u>	<u>633,153.70</u>	<u>7.73%</u>
<b>4030 · Amazon Revenue</b>			
4031 · Textbook Revenue	17,100.05	231,613.13	7.38%
4032 · Workbook Revenue	13,562.81	186,482.81	7.27%
4034 · E-Book Royalty Revenue	472.97	21,265.42	2.22%
4036 · Shipping Revenue	898.23	16,086.74	5.58%
4037 · Gift Wrap Revenue	55.86	130.16	42.92%
4038 · Discounts	-417.23	-7,290.76	5.72%
4039 · Returns and Allowances	0.00	7.80	0.0%
<b>Total 4030 · Amazon Revenue</b>	<u>31,672.69</u>	<u>448,295.30</u>	<u>7.07%</u>
<b>4050 · Barnes &amp; Noble Revenue</b>			
4056 · E-Book Royalty Revenue	155.76	947.54	16.44%
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>155.76</u>	<u>947.54</u>	<u>16.44%</u>
<b>4060 · Audible Revenue</b>			
4064 · Audio Royalty Revenue	3,054.75	23,177.00	13.18%
<b>Total 4060 · Audible Revenue</b>	<u>3,054.75</u>	<u>23,177.00</u>	<u>13.18%</u>
<b>4070 · Royalty Contract Revenue</b>			
4072 · Audio Revenue	0.00	0.00	0.0%
<b>Total 4070 · Royalty Contract Revenue</b>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>4080 · 7th Traditions Contributions</b>	5,976.00	67,237.13	8.89%
<b>4100 · Consignment</b>	0.00	789.00	0.0%
<b>4150 · European Sales</b>	1,797.00	26,652.88	6.74%
<b>4200 · Other Revenue</b>			
4201 · Bank Interest	117.66	1,441.32	8.16%
4299 · Miscellaneous Revenue	0.00	2,052.32	0.0%
4200 · Other Revenue - Other	0.00	0.00	0.0%
<b>Total 4200 · Other Revenue</b>	<u>117.66</u>	<u>3,493.64</u>	<u>3.37%</u>
<b>Total Income</b>	<u>91,721.71</u>	<u>1,203,746.19</u>	<u>7.62%</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	6,930.10	93,476.08	7.41%
5012 · Workbooks	2,339.78	40,286.72	5.81%
5013 · Tri-Folds	242.07	5,725.14	4.23%
5015 · Medallions/Chips	738.54	10,810.49	6.83%
5010 · Shopify COGS - Other	0.00	0.00	0.0%

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

**Profit & Loss**

December 2019

	<u>Dec 19</u>	<u>Jan - Dec 19</u>	<u>% YTD</u>
<b>Total 5010 · Shopify COGS</b>	10,250.49	150,298.43	6.82%
<b>5020 · Shopify-Fulfillment Costs</b>			
5021 · Shipping Supplies	0.00	4,121.94	0.0%
5022 · Freight Out (order Fulfillment)	6,125.85	76,800.20	7.98%
5023 · Freight-In (Transfers>Returns)	3,116.05	0.00	100.0%
5024 · Fulfillment, BANG	45.00	3,831.91	1.17%
5026 · Bang Storage	0.00	45.00	0.0%
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<u>9,286.90</u>	<u>84,799.05</u>	<u>10.95%</u>
<b>5030 · Direct Labor</b>			
5031 · Direct Salary & Wages	6,965.40	93,261.28	7.47%
5032 · Workers Compensation	502.86	4,760.92	10.56%
5033 · Paid Sick Leave-Direct Labor	0.00	0.00	0.0%
5035 · Employer Taxes-Direct Labor			
5042 · FICA Taxes-Direct Labor	0.00	0.00	0.0%
5043 · FUTA-Direct Labor	0.00	0.00	0.0%
5044 · SUI-Direct Labor	0.00	0.00	0.0%
5035 · Employer Taxes-Direct Labor - Other	552.44	2,260.07	24.44%
<b>Total 5035 · Employer Taxes-Direct Labor</b>	<u>552.44</u>	<u>2,260.07</u>	<u>24.44%</u>
5030 · Direct Labor - Other	0.00	1,273.09	0.0%
<b>Total 5030 · Direct Labor</b>	<u>8,020.70</u>	<u>101,555.36</u>	<u>7.9%</u>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<u>27,558.09</u>	<u>336,652.84</u>	<u>8.19%</u>
<b>5050 · Amazon COGS</b>			
5051 · Textbooks	3,336.87	47,433.44	7.04%
5052 · Workbooks	1,808.28	28,760.42	6.29%
5053 · Fulfillment, Amazon UK	466.19	11,856.49	3.93%
5054 · Fulfillment, Amazon US	16,355.82	217,544.71	7.52%
5058 · Freight-Out(Order Fulfillment)	0.00	1,715.59	0.0%
5059 · Freight-In(Transfers)	0.00	5,290.03	0.0%
5050 · Amazon COGS - Other	0.00	0.00	0.0%
<b>Total 5050 · Amazon COGS</b>	<u>21,967.16</u>	<u>312,600.68</u>	<u>7.03%</u>
<b>5100 · Consignment COGS</b>	0.00	880.91	0.0%
<b>5560 · European Sales-COGS</b>	566.46	10,045.68	5.64%
<b>Total COGS</b>	<u>50,091.71</u>	<u>660,180.11</u>	<u>7.59%</u>
<b>Gross Profit</b>	41,630.00	543,566.08	7.66%
<b>Expense</b>			
<b>6010 · Payroll Expense</b>			
6011 · Exempt Salary & Wages	2,050.40	29,199.88	7.02%
6012 · Non-Exempt Salary & Wages	5,056.90	79,132.03	6.39%
6013 · Workers' Compensation	332.98	6,909.67	4.82%
6014 · Paid Sick Leave	0.00	0.00	0.0%
6015 · Vacation Expense	0.00	0.00	0.0%
6016 · Payroll Service Fees	251.90	2,430.70	10.36%
<b>Total 6010 · Payroll Expense</b>	<u>7,692.18</u>	<u>117,672.28</u>	<u>6.54%</u>
<b>6030 · Payroll Taxes</b>			
6031 · Non-Exempt Employer Taxes	430.73	9,458.75	4.55%
6032 · Exempt Employer Taxes	176.54	4,006.06	4.41%
<b>Total 6030 · Payroll Taxes</b>	<u>607.27</u>	<u>13,464.81</u>	<u>4.51%</u>
<b>6050 · Travel &amp; Mileage Expense</b>			
6052 · Airfare & Vehicle Rentals	0.00	27,869.21	0.0%
6053 · Lodging	0.00	31,376.56	0.0%
6051 · LOM - Office Oversight	0.00	0.00	0.0%
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<u>0.00</u>	<u>59,245.77</u>	<u>0.0%</u>

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

**Profit & Loss**

December 2019

	<u>Dec 19</u>	<u>Jan - Dec 19</u>	<u>% YTD</u>
<b>6054 · Contractors</b>	195.00	195.00	100.0%
<b>6057 · Events</b>			
<b>6058 · Event Meals</b>	35.04	3,137.16	1.12%
<b>6059 · Facility</b>	0.00	8,776.44	0.0%
<b>6057 · Events - Other</b>	0.00	6,187.00	0.0%
<b>Total 6057 · Events</b>	<u>35.04</u>	<u>18,100.60</u>	<u>0.19%</u>
<b>6060 · Conference &amp; Conventions</b>			
<b>6061 · Conference-Travel &amp; Lodging</b>	0.00	0.00	0.0%
<b>6063 · Event Meals</b>	0.00	0.00	0.0%
<b>6064 · Gifts &amp; Awards</b>	0.00	0.00	0.0%
<b>Total 6060 · Conference &amp; Conventions</b>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>6070 · Program Initiatives</b>			
<b>6071 · Materials</b>	472.41	8,600.26	5.49%
<b>6072 · Other Program Costs</b>	0.00	1,170.73	0.0%
<b>Total 6070 · Program Initiatives</b>	<u>472.41</u>	<u>9,770.99</u>	<u>4.84%</u>
<b>6080 · Professional Fees</b>			
<b>6081 · Accounting Expense</b>	8,655.00	78,830.70	10.98%
<b>6082 · Legal Fees</b>	990.00	1,990.00	49.75%
<b>6083 · Staffing Services</b>	270.00	270.00	100.0%
<b>6084 · Translation Expense</b>	4,867.39	14,203.62	34.27%
<b>Total 6080 · Professional Fees</b>	<u>14,782.39</u>	<u>95,294.32</u>	<u>15.51%</u>
<b>6090 · Technology IT Support</b>			
<b>6091 · Website Expenses</b>	580.49	14,730.11	3.94%
<b>6092 · Software Support Expense</b>	29.98	104.93	28.57%
<b>6093 · Storage &amp; Anti-virus Protection</b>	11.99	1,015.94	1.18%
<b>6095 · Accounting IT</b>	592.76	13,002.59	4.56%
<b>6090 · Technology IT Support - Other</b>	314.36	625.10	50.29%
<b>Total 6090 · Technology IT Support</b>	<u>1,529.58</u>	<u>29,478.67</u>	<u>5.19%</u>
<b>6100 · License &amp; Permits</b>	0.00	235.00	0.0%
<b>6110 · Insurance Expense</b>			
<b>6111 · Board Insurance (EO) Expense</b>	111.33	1,388.73	8.02%
<b>6112 · Business &amp; Property Liability</b>	107.82	2,541.02	4.24%
<b>Total 6110 · Insurance Expense</b>	<u>219.15</u>	<u>3,929.75</u>	<u>5.58%</u>
<b>6120 · Rent Expense</b>	3,116.50	35,329.92	8.82%
<b>6130 · Utilities Expense</b>			
<b>6131 · Electric Expense</b>	133.41	2,177.81	6.13%
<b>6132 · Telephone Expense</b>	272.79	2,789.97	9.78%
<b>Total 6130 · Utilities Expense</b>	<u>406.20</u>	<u>4,967.78</u>	<u>8.18%</u>
<b>6140 · Office Supplies Expense</b>			
<b>6141 · Postage Expense</b>	1,311.80	8,311.83	15.78%
<b>6142 · Printing Expense</b>	0.00	1,078.15	0.0%
<b>6143 · Office equipment/machines</b>	1,412.73	5,530.79	25.54%
<b>6144 · Misc. Expense</b>	0.00	0.00	0.0%
<b>6145 · PO Box Fee</b>	0.00	92.00	0.0%
<b>6146 · Supplies</b>	169.01	8,427.18	2.01%
<b>6140 · Office Supplies Expense - Other</b>	0.00	420.55	0.0%
<b>Total 6140 · Office Supplies Expense</b>	<u>2,893.54</u>	<u>23,860.50</u>	<u>12.13%</u>
<b>6150 · Dues and Subscriptions</b>	224.45	2,330.22	9.63%
<b>6160 · Repairs &amp; Maintenance</b>	0.00	942.13	0.0%
<b>6170 · Books &amp; Publication Expense</b>	0.00	0.00	0.0%
<b>6180 · Warehouse Supplies</b>	257.12	4,915.65	5.23%
<b>6190 · Tax Expense</b>			

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

**Profit & Loss**

December 2019

	<u>Dec 19</u>	<u>Jan - Dec 19</u>	<u>% YTD</u>
6192 · StateTax Expense-PHANTOM	0.00	0.00	0.0%
6193 · Sales Tax Expense	0.00	4,959.74	0.0%
<b>Total 6190 · Tax Expense</b>	<u>0.00</u>	<u>4,959.74</u>	<u>0.0%</u>
<b>6200 · Bank &amp; Merchant Fees</b>			
6201 · Bank of America Fees	0.00	0.00	0.0%
6203 · Interest(Finance Charges) fees	0.00	0.00	0.0%
6205 · Shopify Fees	1,071.68	12,510.77	8.57%
6207 · PayPal Fee	478.73	6,384.15	7.5%
6208 · Credit Card Fees (Finance charg	67.99	107.07	63.5%
6209 · Foreign Exchange (Gain)Loss	-32.44	-2,515.03	1.29%
6200 · Bank & Merchant Fees - Other	0.00	0.00	0.0%
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<u>1,585.96</u>	<u>16,486.96</u>	<u>9.62%</u>
<b>6210 · Depreciation &amp; Amortization</b>			
6211 · Depreciation Expense	2,569.98	6,451.00	39.84%
6212 · Amortization Expense	848.13	11,190.00	7.58%
<b>Total 6210 · Depreciation &amp; Amortization</b>	<u>3,418.11</u>	<u>17,641.00</u>	<u>19.38%</u>
6500 · Bad Debt Expense	0.00	144.18	0.0%
9999 · Suspense	0.00	0.00	0.0%
<b>Total Expense</b>	<u>37,434.90</u>	<u>458,965.27</u>	<u>8.16%</u>
<b>Net Ordinary Income</b>	<u>4,195.10</u>	<u>84,600.81</u>	<u>4.96%</u>
<b>Other Income/Expense</b>			
Other Expense			
Intergroup Discount Sales	0.00	0.00	0.0%
<b>Total Other Expense</b>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>Net Other Income</b>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>Net Income</b>	<u><u>4,195.10</u></u>	<u><u>84,600.81</u></u>	<u><u>4.96%</u></u>