

Adult Children of Alcoholics World Service Organization Inc
Profit & Loss Budget Overview
 January through December 2020

	TOTAL
	Jan - Dec 20
Ordinary Income/Expense	
Income	
4010 - Shopify Revenue	
4011 - Textbook Revenue	364,488.00
4012 - Workbook Revenue	170,638.80
4013 - Tri-Fold Revenue	16,228.80
4014 - Audio Royalty Revenue	5,030.52
4015 - Medallions & Chip Revenue	34,062.48
4017 - 7th Tradition Contributions	68,837.04
4018 - Shipping And Handling	109,123.80
4019 - Complimentary Copy	1,399.08
4025 - Intergroup Discount	-52,754.76
4026 - Volume Discount	-1,798.56
4027 - Misc. Discount	-3,017.16
Total 4010 - Shopify Revenue	712,238.04
4030 - Amazon Revenue	
4031 - Textbook Revenue	233,248.08
4032 - Workbook Revenue	215,164.32
4034 - E-Book Royalty Revenue	30,504.12
4036 - Shipping Revenue	19,420.80
4037 - Gift Wrap Revenue	81.48
4038 - Discounts	-9,111.12
Total 4030 - Amazon Revenue	489,307.68
4050 - Barnes & Noble Revenue	
4056 - E-Book Royalty Revenue	1,128.24
Total 4050 - Barnes & Noble Revenue	1,128.24
4060 - Audible Revenue	
4064 - Audio Royalty Revenue	25,462.20
Total 4060 - Audible Revenue	25,462.20
4080 - 7th Traditions Contributions	69,545.88
4100 - Consignment	2,149.80
4150 - European Sales	38,278.08
4200 - Other Revenue	
4250 - ABC/AWC Revenue	
4251 - Registrations	19,250.00
4252 - Meal Tickets	35,000.00
Total 4250 - ABC/AWC Revenue	54,250.00
Total 4200 - Other Revenue	54,250.00
Total Income	1,392,359.92
Cost of Goods Sold	
5000 - Shopify-Cost of Goods Sold	
5010 - Shopify COGS	
5011 - Textbooks	106,760.32
5012 - Workbooks	47,402.24
5013 - Tri-Folds	6,532.00
5015 - Medallions/Chips	12,817.12
Total 5010 - Shopify COGS	173,511.68
5020 - Shopify-Fulfillment Costs	
5021 - Shipping Supplies	6,203.76
5022 - Freight Out (order Fulfillment)	85,004.76
5024 - Fulfillment, BANG	5,699.52
5026 - Bang Storage	67.68
Total 5020 - Shopify-Fulfillment Costs	96,975.72
5030 - Direct Labor	
5031 - Direct Salary & Wages	96,644.76
5032 - Workers Compensation	5,798.64
5035 - Employer Taxes-Direct Labor	7,731.60
Total 5030 - Direct Labor	110,175.00
Total 5000 - Shopify-Cost of Goods Sold	380,662.40
5050 - Amazon COGS	
5051 - Textbooks	54,457.08
5052 - Workbooks	35,265.96
5053 - Fulfillment, Amazon UK	14,713.80
5054 - Fulfillment, Amazon US	244,771.08
5058 - Freight-Out(Order Fulfillment)	2,582.04
5059 - Freight-In(Transfers)	3,272.04
Total 5050 - Amazon COGS	355,062.00
5100 - Consignment COGS	1,325.76
5560 - European Sales-COGS	14,266.80
Total COGS	751,316.96
Gross Profit	641,042.96
Expense	
6010 - Payroll Expense	
6011 - Exempt Salary & Wages	30,000.00
6012 - Non-Exempt Salary & Wages	80,414.16
6013 - Workers' Compensation	6,422.64
6016 - Payroll Service Fees	4,208.80
Total 6010 - Payroll Expense	121,045.60
6030 - Payroll Taxes	
6031 - Non-Exempt Employer Taxes	6,258.48
6032 - Exempt Employer Taxes	2,400.00
Total 6030 - Payroll Taxes	8,658.48
6050 - Travel & Mileage Expense	
6052 - Airfare & Vehicle Rentals	19,250.00
6053 - Lodging	31,600.00
Total 6050 - Travel & Mileage Expense	50,850.00
6054 - Contractors	25,880.00
6055 - Literature	10,000.00
6057 - Events	

Adult Children of Alcoholics World Service Organization Inc
Profit & Loss Budget Overview
January through December 2020

	<u>TOTAL</u>
	<u>Jan - Dec 20</u>
6058 - Event Meals	34,544.00
6059 - Facility	18,400.00
6057 - Events - Other	3,000.00
Total 6057 - Events	55,944.00
6070 - Program Initiatives	
6071 - Materials	9,408.88
6072 - Other Program Costs	10,000.00
Total 6070 - Program Initiatives	19,408.88
6080 - Professional Fees	
6081 - Accounting Expense	83,500.00
6082 - Legal Fees	10,000.00
6084 - Translation Expense	1,500.00
Total 6080 - Professional Fees	95,000.00
6090 - Technology IT Support	
6091 - Website Expenses	15,742.72
6092 - Software Support Expense	2,800.04
6093 - Storage & Anti-virus Protection	2,657.77
6095 - Accounting IT	21,166.02
6090 - Technology IT Support - Other	8,500.01
Total 6090 - Technology IT Support	50,866.56
6100 - License & Permits	559.44
6110 - Insurance Expense	
6111 - Board Insurance (EO) Expense	2,859.84
6112 - Business & Property Liability	5,184.00
Total 6110 - Insurance Expense	8,043.84
6120 - Rent Expense	38,866.00
6130 - Utilities Expense	
6131 - Electric Expense	4,703.76
6132 - Telephone Expense	5,510.88
Total 6130 - Utilities Expense	10,214.64
6140 - Office Supplies Expense	
6141 - Postage Expense	15,008.80
6142 - Printing Expense	4,000.00
6143 - Office equipment/machines	8,354.40
6145 - PO Box Fee	251.04
6146 - Supplies	2,000.00
6140 - Office Supplies Expense - Other	129.24
Total 6140 - Office Supplies Expense	29,743.48
6150 - Dues and Subscriptions	4,267.44
6160 - Repairs & Maintenance	2,570.88
6180 - Warehouse Supplies	7,132.80
6200 - Bank & Merchant Fees	
6205 - Shopify Fees	13,113.36
6207 - PayPal Fee	13,648.20
6208 - Credit Card Fees (Finance charg	1,000.00
Total 6200 - Bank & Merchant Fees	27,761.56
6210 - Depreciation & Amortization	
6211 - Depreciation Expense	4,233.84
6212 - Amortization Expense	11,282.04
Total 6210 - Depreciation & Amortization	15,515.88
Total Expense	582,329.48
Net Ordinary Income	58,713.48
Net Income	58,713.48