

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

**Profit & Loss Budget vs. Actual**

February 2020

	<u>Feb 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4010 · Shopify Revenue</b>			
4011 · Textbook Revenue	36,732.30	30,374.00	6,358.30
4012 · Workbook Revenue	18,065.35	14,219.90	3,845.45
4013 · Tri-Fold Revenue	1,656.81	1,352.40	304.41
4014 · Audio Royalty Revenue	186.00	419.21	-233.21
4015 · Medallions & Chip Revenue	3,638.00	2,838.54	799.46
4017 · 7th Tradition Contributions	5,452.00	5,736.42	-284.42
4018 · Shipping And Handling	11,574.52	9,093.65	2,480.87
4019 · Complimentary Copy	99.58	116.59	-17.01
4025 · Intergroup Discount	-5,386.05	-4,396.23	-989.82
4026 · Volume Discount	0.00	-149.88	149.88
4027 · Misc. Discount	0.00	-251.43	251.43
4028 · Sales Discounts	-229.13		
4029 · Returns and Allowances	-1,046.25		
<b>Total 4010 · Shopify Revenue</b>	<u>70,743.13</u>	<u>59,353.17</u>	<u>11,389.96</u>
<b>4030 · Amazon Revenue</b>			
4031 · Textbook Revenue	19,612.55	19,437.34	175.21
4032 · Workbook Revenue	16,723.62	17,930.36	-1,206.74
4034 · E-Book Royalty Revenue	18.13	2,542.01	-2,523.88
4036 · Shipping Revenue	974.05	1,618.40	-644.35
4037 · Gift Wrap Revenue	3.99	6.79	-2.80
4038 · Discounts	-445.07	-759.26	314.19
<b>Total 4030 · Amazon Revenue</b>	<u>36,887.27</u>	<u>40,775.64</u>	<u>-3,888.37</u>
<b>4050 · Barnes &amp; Noble Revenue</b>			
4056 · E-Book Royalty Revenue	103.84	94.02	9.82
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>103.84</u>	<u>94.02</u>	<u>9.82</u>
<b>4060 · Audible Revenue</b>			
4064 · Audio Royalty Revenue	2,049.01	2,121.85	-72.84
<b>Total 4060 · Audible Revenue</b>	<u>2,049.01</u>	<u>2,121.85</u>	<u>-72.84</u>
<b>4080 · 7th Traditions Contributions</b>	4,714.07	5,770.49	-1,056.42
<b>4100 · Consignment</b>	0.00	179.15	-179.15
<b>4150 · European Sales</b>	0.00	3,189.84	-3,189.84
<b>4200 · Other Revenue</b>			
4201 · Bank Interest	94.94		
<b>4250 · ABC/AWC Revenue</b>			
4251 · Registrations	0.00	0.00	0.00
4252 · Meal Tickets	0.00	0.00	0.00
<b>Total 4250 · ABC/AWC Revenue</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Total 4200 · Other Revenue</b>	<u>94.94</u>	<u>0.00</u>	<u>94.94</u>
<b>Total Income</b>	<u>114,592.26</u>	<u>111,484.16</u>	<u>3,108.10</u>
<b>Cost of Goods Sold</b>			
<b>5000 · Shopify-Cost of Goods Sold</b>			
<b>5010 · Shopify COGS</b>			
5011 · Textbooks	9,594.17	8,896.70	697.47
5012 · Workbooks	4,464.19	3,950.18	514.01
5013 · Tri-Folds	541.52	544.34	-2.82
5015 · Medallions/Chips	1,115.86	984.76	131.10
<b>Total 5010 · Shopify COGS</b>	<u>15,715.74</u>	<u>14,375.98</u>	<u>1,339.76</u>
<b>5020 · Shopify-Fulfillment Costs</b>			
5021 · Shipping Supplies	0.00	516.98	-516.98
5022 · Freight Out (order Fulfillment)	8,674.95	7,083.73	1,591.22
5024 · Fulfillment, BANG	62.50	474.96	-412.46

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5026 · Bang Storage	0.00	5.64	-5.64
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<b>8,737.45</b>	<b>8,081.31</b>	<b>656.14</b>
5030 · Direct Labor			
5031 · Direct Salary & Wages	8,302.58	8,053.73	248.85
5032 · Workers Compensation	367.32	483.22	-115.90
5035 · Employer Taxes-Direct Labor	990.79	644.30	346.49
<b>Total 5030 · Direct Labor</b>	<b>9,660.69</b>	<b>9,181.25</b>	<b>479.44</b>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<b>34,113.88</b>	<b>31,638.54</b>	<b>2,475.34</b>
5050 · Amazon COGS			
5051 · Textbooks	3,881.17	4,538.09	-656.92
5052 · Workbooks	2,206.71	2,938.83	-732.12
5053 · Fulfillment, Amazon UK	1,041.27	1,226.15	-184.88
5054 · Fulfillment, Amazon US	19,066.31	20,397.59	-1,331.28
5058 · Freight-Out(Order Fulfillment)	0.00	215.17	-215.17
5059 · Freight-In(Transfers)	0.00	272.67	-272.67
<b>Total 5050 · Amazon COGS</b>	<b>26,195.46</b>	<b>29,588.50</b>	<b>-3,393.04</b>
5100 · Consignment COGS	0.00	110.48	-110.48
5560 · European Sales-COGS	0.00	1,188.90	-1,188.90
<b>Total COGS</b>	<b>60,309.34</b>	<b>62,526.42</b>	<b>-2,217.08</b>
<b>Gross Profit</b>	<b>54,282.92</b>	<b>48,957.74</b>	<b>5,325.18</b>
<b>Expense</b>			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	2,440.99	2,500.00	-59.01
6012 · Non-Exempt Salary & Wages	5,836.59	6,701.17	-864.58
6013 · Workers' Compensation	266.45	535.22	-268.77
6016 · Payroll Service Fees	258.90	350.74	-91.84
<b>Total 6010 · Payroll Expense</b>	<b>8,802.93</b>	<b>10,087.13</b>	<b>-1,284.20</b>
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	615.60	521.54	94.06
6032 · Exempt Employer Taxes	338.73	200.00	138.73
<b>Total 6030 · Payroll Taxes</b>	<b>954.33</b>	<b>721.54</b>	<b>232.79</b>
6050 · Travel & Mileage Expense			
6052 · Airfare & Vehicle Rentals	1,263.94	770.82	493.12
6053 · Lodging	1,272.28	1,799.99	-527.71
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<b>2,536.22</b>	<b>2,570.81</b>	<b>-34.59</b>
6054 · Contractors	2,699.78	2,156.66	543.12
6055 · Literature	0.00	833.33	-833.33
6057 · Events			
6058 · Event Meals	246.91	0.00	246.91
6059 · Facility	0.00	741.67	-741.67
6057 · Events - Other	0.00	250.00	-250.00
<b>Total 6057 · Events</b>	<b>246.91</b>	<b>991.67</b>	<b>-744.76</b>
6070 · Program Initiatives			
6071 · Materials	539.36	784.07	-244.71
6072 · Other Program Costs	429.78	833.33	-403.55
<b>Total 6070 · Program Initiatives</b>	<b>969.14</b>	<b>1,617.40</b>	<b>-648.26</b>
6080 · Professional Fees			
6081 · Accounting Expense	8,508.96	5,500.00	3,008.96
6082 · Legal Fees	620.00	833.34	-213.34
6083 · Staffing Services	1,296.17		
6084 · Translation Expense	0.00	125.00	-125.00
<b>Total 6080 · Professional Fees</b>	<b>10,425.13</b>	<b>6,458.34</b>	<b>3,966.79</b>
6090 · Technology IT Support			
6091 · Website Expenses	587.68	1,311.88	-724.20

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6092 · Software Support Expense	615.97	233.34	382.63
6093 · Storage & Anti-virus Protection	0.00	221.48	-221.48
6095 · Accounting IT	642.51	708.50	-65.99
6090 · Technology IT Support - Other	233.96	708.33	-474.37
<b>Total 6090 · Technology IT Support</b>	<b>2,080.12</b>	<b>3,183.53</b>	<b>-1,103.41</b>
6100 · License & Permits	0.00	46.62	-46.62
6110 · Insurance Expense			
6111 · Board Insurance (EO) Expense	111.33	238.32	-126.99
6112 · Business & Property Liability	108.17	432.00	-323.83
<b>Total 6110 · Insurance Expense</b>	<b>219.50</b>	<b>670.32</b>	<b>-450.82</b>
6120 · Rent Expense	3,116.50	3,116.50	0.00
6130 · Utilities Expense			
6131 · Electric Expense	143.97	391.98	-248.01
6132 · Telephone Expense	270.42	459.24	-188.82
<b>Total 6130 · Utilities Expense</b>	<b>414.39</b>	<b>851.22</b>	<b>-436.83</b>
6140 · Office Supplies Expense			
6141 · Postage Expense	0.00	1,250.73	-1,250.73
6142 · Printing Expense	0.00	37.50	-37.50
6143 · Office equipment/machines	0.00	696.20	-696.20
6145 · PO Box Fee	0.00	20.92	-20.92
6146 · Supplies	1,180.30	166.67	1,013.63
6140 · Office Supplies Expense - Other	0.00	10.77	-10.77
<b>Total 6140 · Office Supplies Expense</b>	<b>1,180.30</b>	<b>2,182.79</b>	<b>-1,002.49</b>
6150 · Dues and Subscriptions	224.45	355.62	-131.17
6160 · Repairs & Maintenance	0.00	214.24	-214.24
6180 · Warehouse Supplies	450.99	594.40	-143.41
6190 · Tax Expense			
6191 · Federal Tax Expense	84.00		
<b>Total 6190 · Tax Expense</b>	<b>84.00</b>		
6200 · Bank & Merchant Fees			
6204 · Amazon Fees	104.60		
6205 · Shopify Fees	1,768.39	1,092.78	675.61
6207 · PayPal Fee	717.53	1,137.35	-419.82
6208 · Credit Card Fees (Finance charg	498.65	45.83	452.82
6209 · Foreign Exchange (Gain)Loss	30.35		
6200 · Bank & Merchant Fees - Other	59.29		
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<b>3,178.81</b>	<b>2,275.96</b>	<b>902.85</b>
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	518.00	352.82	165.18
6212 · Amortization Expense	933.00	940.17	-7.17
<b>Total 6210 · Depreciation &amp; Amortization</b>	<b>1,451.00</b>	<b>1,292.99</b>	<b>158.01</b>
9999 · Suspense	0.00		
<b>Total Expense</b>	<b>39,034.50</b>	<b>40,221.07</b>	<b>-1,186.57</b>
<b>Net Ordinary Income</b>	<b>15,248.42</b>	<b>8,736.67</b>	<b>6,511.75</b>
<b>Net Income</b>	<b>15,248.42</b>	<b>8,736.67</b>	<b>6,511.75</b>