

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss

February 2020

	<u>Feb 20</u>	<u>Jan 20</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
4010 · Shopify Revenue			
4011 · Textbook Revenue	36,732.30	35,838.79	893.51
4012 · Workbook Revenue	18,065.35	19,737.27	-1,671.92
4013 · Tri-Fold Revenue	1,656.81	1,826.46	-169.65
4014 · Audio Royalty Revenue	186.00	225.00	-39.00
4015 · Medallions & Chip Revenue	3,638.00	3,533.00	105.00
4017 · 7th Tradition Contributions	5,452.00	7,118.00	-1,666.00
4018 · Shipping And Handling	11,574.52	10,662.18	912.34
4019 · Complimentary Copy	99.58	123.69	-24.11
4025 · Intergroup Discount	-5,386.05	-4,462.35	-923.70
4028 · Sales Discounts	-229.13	-165.60	-63.53
4029 · Returns and Allowances	-1,046.25	-1,209.00	162.75
Total 4010 · Shopify Revenue	<u>70,743.13</u>	<u>73,227.44</u>	<u>-2,484.31</u>
4030 · Amazon Revenue			
4031 · Textbook Revenue	19,612.55	21,690.93	-2,078.38
4032 · Workbook Revenue	16,723.62	15,872.93	850.69
4034 · E-Book Royalty Revenue	18.13	171.38	-153.25
4036 · Shipping Revenue	974.05	1,335.64	-361.59
4037 · Gift Wrap Revenue	3.99	0.00	3.99
4038 · Discounts	-445.07	-563.99	118.92
Total 4030 · Amazon Revenue	<u>36,887.27</u>	<u>38,506.89</u>	<u>-1,619.62</u>
4050 · Barnes & Noble Revenue			
4056 · E-Book Royalty Revenue	103.84	71.39	32.45
Total 4050 · Barnes & Noble Revenue	<u>103.84</u>	<u>71.39</u>	<u>32.45</u>
4060 · Audible Revenue			
4064 · Audio Royalty Revenue	2,049.01	3,610.12	-1,561.11
Total 4060 · Audible Revenue	<u>2,049.01</u>	<u>3,610.12</u>	<u>-1,561.11</u>
4080 · 7th Traditions Contributions	4,714.07	9,333.11	-4,619.04
4200 · Other Revenue			
4201 · Bank Interest	94.94	95.33	-0.39
4202 · Credit Card Rewards	0.00	2,152.20	-2,152.20
4299 · Miscellaneous Revenue	0.00	77.51	-77.51
Total 4200 · Other Revenue	<u>94.94</u>	<u>2,325.04</u>	<u>-2,230.10</u>
Total Income	<u>114,592.26</u>	<u>127,073.99</u>	<u>-12,481.73</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold			
5010 · Shopify COGS			
5011 · Textbooks	9,594.17	9,498.55	95.62
5012 · Workbooks	4,464.19	1,549.54	2,914.65
5013 · Tri-Folds	541.52	576.98	-35.46
5015 · Medallions/Chips	1,115.86	1,099.03	16.83
Total 5010 · Shopify COGS	<u>15,715.74</u>	<u>12,724.10</u>	<u>2,991.64</u>
5020 · Shopify-Fulfillment Costs			
5022 · Freight Out (order Fulfillment)	8,674.95	8,837.84	-162.89
5024 · Fulfillment, BANG	62.50	45.00	17.50
Total 5020 · Shopify-Fulfillment Costs	<u>8,737.45</u>	<u>8,882.84</u>	<u>-145.39</u>
5030 · Direct Labor			
5031 · Direct Salary & Wages	8,302.58	5,632.45	2,670.13
5032 · Workers Compensation	367.32	253.07	114.25
5035 · Employer Taxes-Direct Labor	990.79	767.80	222.99
Total 5030 · Direct Labor	<u>9,660.69</u>	<u>6,653.32</u>	<u>3,007.37</u>
Total 5000 · Shopify-Cost of Goods Sold	<u>34,113.88</u>	<u>28,260.26</u>	<u>5,853.62</u>

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5050 · Amazon COGS			
5051 · Textbooks	3,881.17	4,132.60	-251.43
5052 · Workbooks	2,206.71	1,988.41	218.30
5053 · Fulfillment, Amazon UK	1,041.27	1,343.25	-301.98
5054 · Fulfillment, Amazon US	19,066.31	18,528.40	537.91
Total 5050 · Amazon COGS	<u>26,195.46</u>	<u>25,992.66</u>	<u>202.80</u>
Total COGS	<u>60,309.34</u>	<u>54,252.92</u>	<u>6,056.42</u>
Gross Profit	54,282.92	72,821.07	-18,538.15
Expense			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	2,440.99	2,742.69	-301.70
6012 · Non-Exempt Salary & Wages	5,836.59	5,438.32	398.27
6013 · Workers' Compensation	266.45	380.58	-114.13
6016 · Payroll Service Fees	258.90	456.50	-197.60
Total 6010 · Payroll Expense	<u>8,802.93</u>	<u>9,018.09</u>	<u>-215.16</u>
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	615.60	644.56	-28.96
6032 · Exempt Employer Taxes	338.73	319.62	19.11
Total 6030 · Payroll Taxes	<u>954.33</u>	<u>964.18</u>	<u>-9.85</u>
6050 · Travel & Mileage Expense			
6052 · Airfare & Vehicle Rentals	1,263.94	0.00	1,263.94
6053 · Lodging	1,272.28	0.00	1,272.28
Total 6050 · Travel & Mileage Expense	<u>2,536.22</u>	<u>0.00</u>	<u>2,536.22</u>
6054 · Contractors	2,699.78	3,099.39	-399.61
6057 · Events			
6058 · Event Meals	246.91	19.18	227.73
6057 · Events - Other	0.00	13.19	-13.19
Total 6057 · Events	<u>246.91</u>	<u>32.37</u>	<u>214.54</u>
6070 · Program Initiatives			
6071 · Materials	539.36	822.89	-283.53
6072 · Other Program Costs	429.78	0.00	429.78
Total 6070 · Program Initiatives	<u>969.14</u>	<u>822.89</u>	<u>146.25</u>
6080 · Professional Fees			
6081 · Accounting Expense	8,508.96	13,500.00	-4,991.04
6082 · Legal Fees	620.00	0.00	620.00
6083 · Staffing Services	1,296.17	0.00	1,296.17
Total 6080 · Professional Fees	<u>10,425.13</u>	<u>13,500.00</u>	<u>-3,074.87</u>
6090 · Technology IT Support			
6091 · Website Expenses	587.68	871.08	-283.40
6092 · Software Support Expense	615.97	209.86	406.11
6093 · Storage & Anti-virus Protection	0.00	227.34	-227.34
6095 · Accounting IT	642.51	664.28	-21.77
6090 · Technology IT Support - Other	233.96	218.96	15.00
Total 6090 · Technology IT Support	<u>2,080.12</u>	<u>2,191.52</u>	<u>-111.40</u>
6110 · Insurance Expense			
6111 · Board Insurance (EO) Expense	111.33	111.33	0.00
6112 · Business & Property Liability	108.17	108.17	0.00
Total 6110 · Insurance Expense	<u>219.50</u>	<u>219.50</u>	<u>0.00</u>
6120 · Rent Expense	3,116.50	3,116.50	0.00
6130 · Utilities Expense			
6131 · Electric Expense	143.97	150.69	-6.72
6132 · Telephone Expense	270.42	314.65	-44.23
Total 6130 · Utilities Expense	<u>414.39</u>	<u>465.34</u>	<u>-50.95</u>
6140 · Office Supplies Expense			

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6142 · Printing Expense	0.00	138.98	-138.98
6146 · Supplies	1,180.30	23.27	1,157.03
Total 6140 · Office Supplies Expense	1,180.30	162.25	1,018.05
6150 · Dues and Subscriptions	224.45	324.45	-100.00
6180 · Warehouse Supplies	450.99	1,027.94	-576.95
6190 · Tax Expense			
6191 · Federal Tax Expense	84.00	0.00	84.00
6190 · Tax Expense - Other	0.00	9,834.92	-9,834.92
Total 6190 · Tax Expense	84.00	9,834.92	-9,750.92
6200 · Bank & Merchant Fees			
6204 · Amazon Fees	104.60	0.00	104.60
6205 · Shopify Fees	1,768.39	1,388.28	380.11
6207 · PayPal Fee	717.53	825.16	-107.63
6208 · Credit Card Fees (Finance charg	498.65	19.40	479.25
6209 · Foreign Exchange (Gain)Loss	30.35	-103.04	133.39
6200 · Bank & Merchant Fees - Other	59.29	0.00	59.29
Total 6200 · Bank & Merchant Fees	3,178.81	2,129.80	1,049.01
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	518.00	518.00	0.00
6212 · Amortization Expense	933.00	933.00	0.00
Total 6210 · Depreciation & Amortization	1,451.00	1,451.00	0.00
Total Expense	39,034.50	48,360.14	-9,325.64
Net Ordinary Income	15,248.42	24,460.93	-9,212.51
Net Income	15,248.42	24,460.93	-9,212.51