

Adult Children of Alcoholics World Service Organization Inc
Profit & Loss Budget vs. Actual

March 2020

	<u>Mar 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4010 · Shopify Revenue			
4011 · Textbook Revenue	19,899.10	27,612.73	-7,713.63
4012 · Workbook Revenue	9,373.04	12,927.18	-3,554.14
4013 · Tri-Fold Revenue	1,019.26	1,229.45	-210.19
4014 · Audio Royalty Revenue	252.00	381.10	-129.10
4015 · Medallions & Chip Revenue	1,729.00	2,580.49	-851.49
4017 · 7th Tradition Contributions	4,948.00	5,736.42	-788.42
4018 · Shipping And Handling	6,579.21	8,266.95	-1,687.74
4019 · Complimentary Copy	301.04	105.99	195.05
4025 · Intergroup Discount	-2,138.55	-3,996.57	1,858.02
4026 · Volume Discount	0.00	-136.25	136.25
4027 · Misc. Discount	0.00	-228.57	228.57
4028 · Sales Discounts	-359.09		
4029 · Returns and Allowances	-422.96		
Total 4010 · Shopify Revenue	<u>41,180.05</u>	<u>54,478.92</u>	<u>-13,298.87</u>
4030 · Amazon Revenue			
4031 · Textbook Revenue	9,504.34	17,670.31	-8,165.97
4032 · Workbook Revenue	12,265.07	16,300.33	-4,035.26
4034 · E-Book Royalty Revenue	4,473.49	2,310.92	2,162.57
4036 · Shipping Revenue	108.26	1,471.27	-1,363.01
4037 · Gift Wrap Revenue	7.98	6.17	1.81
4038 · Discounts	-358.98	-690.24	331.26
Total 4030 · Amazon Revenue	<u>26,000.16</u>	<u>37,068.76</u>	<u>-11,068.60</u>
4050 · Barnes & Noble Revenue			
4056 · E-Book Royalty Revenue	64.90	85.47	-20.57
Total 4050 · Barnes & Noble Revenue	<u>64.90</u>	<u>85.47</u>	<u>-20.57</u>
4060 · Audible Revenue			
4064 · Audio Royalty Revenue	1,883.00	1,928.95	-45.95
Total 4060 · Audible Revenue	<u>1,883.00</u>	<u>1,928.95</u>	<u>-45.95</u>
4080 · 7th Traditions Contributions	3,344.47	5,795.49	-2,451.02
4100 · Consignment	0.00	162.86	-162.86
4150 · European Sales	0.00	2,899.85	-2,899.85
4200 · Other Revenue			
4201 · Bank Interest	86.88		
4250 · ABC/AWC Revenue			
4251 · Registrations	0.00	0.00	0.00
4252 · Meal Tickets	0.00	0.00	0.00
Total 4250 · ABC/AWC Revenue	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
4200 · Other Revenue - Other	128.34		
Total 4200 · Other Revenue	<u>215.22</u>	<u>0.00</u>	<u>215.22</u>
Total Income	<u>72,687.80</u>	<u>102,420.30</u>	<u>-29,732.50</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold			
5010 · Shopify COGS			
5011 · Textbooks	5,341.25	8,896.69	-3,555.44
5012 · Workbooks	2,456.02	3,950.19	-1,494.17
5013 · Tri-Folds	339.42	544.34	-204.92
5015 · Medallions/Chips	574.42	1,068.10	-493.68

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Total 5010 - Shopify COGS	8,711.11	14,459.32	-5,748.21
5020 - Shopify-Fulfillment Costs			
5021 - Shipping Supplies	0.00	469.98	-469.98
5022 - Freight Out (order Fulfillment)	10,438.64	6,439.75	3,998.89
5024 - Fulfillment, BANG	0.00	431.78	-431.78
5026 - Bang Storage	0.00	5.13	-5.13
Total 5020 - Shopify-Fulfillment Costs	10,438.64	7,346.64	3,092.00
5030 - Direct Labor			
5031 - Direct Salary & Wages	8,490.11	8,078.54	411.57
5032 - Workers Compensation	401.98	350.90	51.08
5033 - Paid Sick Leave-Direct Labor	0.00	99.02	-99.02
5035 - Employer Taxes-Direct Labor			
5042 - FICA Taxes-Direct Labor	0.00	222.89	-222.89
5043 - FUTA-Direct Labor	0.00	9.85	-9.85
5044 - SUI-Direct Labor	0.00	106.23	-106.23
5035 - Employer Taxes-Direct Labor	893.16		
Total 5035 - Employer Taxes-Direct Labor	893.16	338.97	554.19
Total 5030 - Direct Labor	9,785.25	8,867.43	917.82
Total 5000 - Shopify-Cost of Goods Sold	28,935.00	30,673.39	-1,738.39
5050 - Amazon COGS			
5051 - Textbooks	1,553.80	4,125.54	-2,571.74
5052 - Workbooks	1,574.89	2,671.66	-1,096.77
5053 - Fulfillment, Amazon UK	327.27	1,114.68	-787.41
5054 - Fulfillment, Amazon US	10,905.65	18,543.26	-7,637.61
5058 - Freight-Out(Order Fulfillment)	0.00	195.61	-195.61
5059 - Freight-In(Transfers)	0.00	247.88	-247.88
Total 5050 - Amazon COGS	14,361.61	26,898.63	-12,537.02
5100 - Consignment COGS	0.00	100.44	-100.44
5560 - European Sales-COGS	0.00	1,080.82	-1,080.82
Total COGS	43,296.61	58,753.28	-15,456.67
Gross Profit	29,391.19	43,667.02	-14,275.83
Expense			
6010 - Payroll Expense			
6011 - Exempt Salary & Wages	2,582.32	2,653.00	-70.68
6012 - Non-Exempt Salary & Wages	6,334.35	6,701.18	-366.83
6013 - Workers' Compensation	463.53	535.22	-71.69
6014 - Paid Sick Leave	0.00	206.37	-206.37
6015 - Vacation Expense	0.00	171.41	-171.41
6016 - Payroll Service Fees	258.90	350.73	-91.83
Total 6010 - Payroll Expense	9,639.10	10,617.91	-978.81
6030 - Payroll Taxes			
6031 - Non-Exempt Employer Taxes	671.39	521.54	149.85
6032 - Exempt Employer Taxes	194.20	370.22	-176.02
Total 6030 - Payroll Taxes	865.59	891.76	-26.17
6042 - European Committee			
Annual European Meet	0.00	0.00	0.00
Total 6042 - European Committee	0.00	0.00	0.00
6050 - Travel & Mileage Expense			
6052 - Airfare & Vehicle Rentals	446.30	1,604.17	-1,157.87
6053 - Lodging	0.00	2,633.34	-2,633.34

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6050 - Travel & Mileage Expense - Other	125.37		
Total 6050 - Travel & Mileage Expense	571.67	4,237.51	-3,665.84
6054 - Contractors	2,019.66		
6057 - Events			
6058 - Event Meals	131.05	2,878.67	-2,747.62
6059 - Facility	0.00	1,533.33	-1,533.33
6057 - Events - Other	0.00	250.00	-250.00
Total 6057 - Events	131.05	4,662.00	-4,530.95
6053d - Finance Committee	0.00	0.00	0.00
6060 - Conference & Conventions			
6064 - Gifts & Awards	0.00	195.66	-195.66
Total 6060 - Conference & Conventions	0.00	195.66	-195.66
6060a - Conferences/Meetings			
6060.1 - Strategic Planning Meeting			
STP- Lodging	0.00	0.00	0.00
STP- Meals	0.00	0.00	0.00
STP- Venue	0.00	0.00	0.00
STP - Board Travel	0.00	0.00	0.00
Total 6060.1 - Strategic Planning Meeting	0.00	0.00	0.00
6060.2 - 2020ABC/AWC			
ABC - Board Travel	0.00	0.00	0.00
ABC - Materials/Print	0.00	0.00	0.00
ABC - Venue Expense	0.00	0.00	0.00
ABC - Supplies	0.00	0.00	0.00
ABC - Food Expense	0.00	0.00	0.00
Total 6060.2 - 2020ABC/AWC	0.00	0.00	0.00
Total 6060a - Conferences/Meetings	0.00	0.00	0.00
6070 - Program Initiatives			
6071 - Materials	530.71	784.07	-253.36
6072 - Other Program Costs	0.00	833.33	-833.33
Total 6070 - Program Initiatives	530.71	1,617.40	-1,086.69
6080 - Professional Fees			
6081 - Accounting Expense	7,650.00	5,500.00	2,150.00
6082 - Legal Fees	0.00	234.23	-234.23
6083 - Staffing Services	791.42		
6084 - Translation Expense	0.00	1,128.34	-1,128.34
Total 6080 - Professional Fees	8,441.42	6,862.57	1,578.85
6090 - Technology IT Support			
6091 - Website Expenses	1,211.08	1,311.89	-100.81
6092 - Software Support Expense	118.98	17.04	101.94
6093 - Storage & Anti-virus Protection	0.00	221.48	-221.48
6095 - Accounting IT	717.02	806.58	-89.56
6090 - Technology IT Support - Other	273.96	70.66	203.30
Total 6090 - Technology IT Support	2,321.04	2,427.65	-106.61
6100 - License & Permits	19.00	46.62	-27.62
6110 - Insurance Expense			
6111 - Board Insurance (EO) Expense	111.33	238.32	-126.99
6112 - Business & Property Liability	108.17	432.00	-323.83
Total 6110 - Insurance Expense	219.50	670.32	-450.82
6120 - Rent Expense	3,116.50	3,116.50	0.00

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6130 · Utilities Expense			
6131 · Electric Expense	0.00	391.98	-391.98
6132 · Telephone Expense	272.33	459.24	-186.91
6130 · Utilities Expense - Other	140.94		
Total 6130 · Utilities Expense	<u>413.27</u>	<u>851.22</u>	<u>-437.95</u>
6140 · Office Supplies Expense			
6141 · Postage Expense	0.00	1,250.73	-1,250.73
6142 · Printing Expense	0.00	333.33	-333.33
6143 · Office equipment/machines	0.00	696.20	-696.20
6144 · Misc. Expense	0.00	1,579.04	-1,579.04
6145 · PO Box Fee	0.00	20.92	-20.92
6146 · Supplies	286.48		
6140 · Office Supplies Expense - Other	0.00	10.77	-10.77
Total 6140 · Office Supplies Expense	<u>286.48</u>	<u>3,890.99</u>	<u>-3,604.51</u>
6150 · Dues and Subscriptions	224.45	355.62	-131.17
6160 · Repairs & Maintenance	0.00	214.24	-214.24
6180 · Warehouse Supplies	566.75	594.40	-27.65
6190 · Tax Expense	1,500.76		
6200 · Bank & Merchant Fees			
6204 · Amazon Fees	0.00		
6205 · Shopify Fees	992.60	1,092.78	-100.18
6207 · PayPal Fee	299.10	1,137.35	-838.25
6208 · Credit Card Fees (Finance charg	2.40	83.33	-80.93
6209 · Foreign Exchange (Gain)Loss	174.91		
Total 6200 · Bank & Merchant Fees	<u>1,469.01</u>	<u>2,313.46</u>	<u>-844.45</u>
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	518.00	352.82	165.18
6212 · Amortization Expense	933.00	940.17	-7.17
Total 6210 · Depreciation & Amortization	<u>1,451.00</u>	<u>1,292.99</u>	<u>158.01</u>
9999 · Suspense	0.00		
Total Expense	<u>33,786.96</u>	<u>44,858.82</u>	<u>-11,071.86</u>
Net Ordinary Income	<u>-4,395.77</u>	<u>-1,191.80</u>	<u>-3,203.97</u>
Net Income	<u><u>-4,395.77</u></u>	<u><u>-1,191.80</u></u>	<u><u>-3,203.97</u></u>