

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss

March 2020

	<u>Mar 20</u>	<u>Feb 20</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
4010 · Shopify Revenue			
4011 · Textbook Revenue	19,899.10	36,732.30	-16,833.20
4012 · Workbook Revenue	9,373.04	18,065.35	-8,692.31
4013 · Tri-Fold Revenue	1,019.26	1,656.81	-637.55
4014 · Audio Royalty Revenue	252.00	186.00	66.00
4015 · Medallions & Chip Revenue	1,729.00	3,638.00	-1,909.00
4017 · 7th Tradition Contributions	4,948.00	5,452.00	-504.00
4018 · Shipping And Handling	6,579.21	11,574.52	-4,995.31
4019 · Complimentary Copy	301.04	99.58	201.46
4025 · Intergroup Discount	-2,138.55	-5,386.05	3,247.50
4028 · Sales Discounts	-359.09	-229.13	-129.96
4029 · Returns and Allowances	-422.96	-1,046.25	623.29
Total 4010 · Shopify Revenue	<u>41,180.05</u>	<u>70,743.13</u>	<u>-29,563.08</u>
4030 · Amazon Revenue			
4031 · Textbook Revenue	9,504.34	19,404.13	-9,899.79
4032 · Workbook Revenue	12,265.07	16,707.62	-4,442.55
4034 · E-Book Royalty Revenue	4,473.49	18.13	4,455.36
4036 · Shipping Revenue	108.26	974.05	-865.79
4037 · Gift Wrap Revenue	7.98	3.99	3.99
4038 · Discounts	-358.98	-451.22	92.24
Total 4030 · Amazon Revenue	<u>26,000.16</u>	<u>36,656.70</u>	<u>-10,656.54</u>
4050 · Barnes & Noble Revenue			
4056 · E-Book Royalty Revenue	64.90	103.84	-38.94
Total 4050 · Barnes & Noble Revenue	<u>64.90</u>	<u>103.84</u>	<u>-38.94</u>
4060 · Audible Revenue			
4064 · Audio Royalty Revenue	1,883.00	2,049.01	-166.01
Total 4060 · Audible Revenue	<u>1,883.00</u>	<u>2,049.01</u>	<u>-166.01</u>
4080 · 7th Traditions Contributions	3,344.47	4,714.07	-1,369.60
4200 · Other Revenue			
4201 · Bank Interest	86.88	94.94	-8.06
4200 · Other Revenue - Other	128.34	0.00	128.34
Total 4200 · Other Revenue	<u>215.22</u>	<u>94.94</u>	<u>120.28</u>
Total Income	<u>72,687.80</u>	<u>114,361.69</u>	<u>-41,673.89</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold			
5010 · Shopify COGS			
5011 · Textbooks	5,341.25	9,594.17	-4,252.92
5012 · Workbooks	2,456.02	4,464.19	-2,008.17
5013 · Tri-Folds	339.42	541.52	-202.10
5015 · Medallions/Chips	574.42	1,115.86	-541.44
Total 5010 · Shopify COGS	<u>8,711.11</u>	<u>15,715.74</u>	<u>-7,004.63</u>
5020 · Shopify-Fulfillment Costs			
5022 · Freight Out (order Fulfillment)	10,438.64	8,974.95	1,463.69
5024 · Fulfillment, BANG	0.00	62.50	-62.50
Total 5020 · Shopify-Fulfillment Costs	<u>10,438.64</u>	<u>9,037.45</u>	<u>1,401.19</u>
5030 · Direct Labor			
5031 · Direct Salary & Wages	8,490.11	8,302.58	187.53
5032 · Workers Compensation	401.98	367.32	34.66

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5035 · Employer Taxes-Direct Labor	893.16	990.79	-97.63
Total 5030 · Direct Labor	9,785.25	9,660.69	124.56
Total 5000 · Shopify-Cost of Goods Sold	28,935.00	34,413.88	-5,478.88
5050 · Amazon COGS			
5051 · Textbooks	1,553.80	3,884.14	-2,330.34
5052 · Workbooks	1,574.89	2,197.07	-622.18
5053 · Fulfillment, Amazon UK	327.27	1,035.12	-707.85
5054 · Fulfillment, Amazon US	10,905.65	19,066.31	-8,160.66
Total 5050 · Amazon COGS	14,361.61	26,182.64	-11,821.03
Total COGS	43,296.61	60,596.52	-17,299.91
Gross Profit	29,391.19	53,765.17	-24,373.98
Expense			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	2,582.32	2,440.99	141.33
6012 · Non-Exempt Salary & Wages	6,334.35	5,836.59	497.76
6013 · Workers' Compensation	463.53	419.05	44.48
6016 · Payroll Service Fees	258.90	258.90	0.00
Total 6010 · Payroll Expense	9,639.10	8,955.53	683.57
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	671.39	463.00	208.39
6032 · Exempt Employer Taxes	194.20	338.73	-144.53
Total 6030 · Payroll Taxes	865.59	801.73	63.86
6050 · Travel & Mileage Expense			
6052 · Airfare & Vehicle Rentals	446.30	1,263.94	-817.64
6053 · Lodging	0.00	1,272.28	-1,272.28
6050 · Travel & Mileage Expense - Other	125.37	0.00	125.37
Total 6050 · Travel & Mileage Expense	571.67	2,536.22	-1,964.55
6054 · Contractors	2,019.66	2,699.78	-680.12
6057 · Events			
6058 · Event Meals	131.05	246.91	-115.86
Total 6057 · Events	131.05	246.91	-115.86
6070 · Program Initiatives			
6071 · Materials	530.71	539.36	-8.65
6072 · Other Program Costs	0.00	429.78	-429.78
Total 6070 · Program Initiatives	530.71	969.14	-438.43
6080 · Professional Fees			
6081 · Accounting Expense	7,650.00	8,508.96	-858.96
6082 · Legal Fees	0.00	620.00	-620.00
6083 · Staffing Services	791.42	1,296.17	-504.75
Total 6080 · Professional Fees	8,441.42	10,425.13	-1,983.71
6090 · Technology IT Support			
6091 · Website Expenses	1,211.08	587.68	623.40
6092 · Software Support Expense	118.98	615.97	-496.99
6095 · Accounting IT	717.02	642.51	74.51
6090 · Technology IT Support - Other	273.96	233.96	40.00
Total 6090 · Technology IT Support	2,321.04	2,080.12	240.92
6100 · License & Permits	19.00	0.00	19.00
6110 · Insurance Expense			
6111 · Board Insurance (EO) Expense	111.33	111.33	0.00
6112 · Business & Property Liability	108.17	108.17	0.00

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Total 6110 · Insurance Expense	219.50	219.50	0.00
6120 · Rent Expense	3,116.50	3,116.50	0.00
6130 · Utilities Expense			
6131 · Electric Expense	0.00	143.97	-143.97
6132 · Telephone Expense	272.33	270.42	1.91
6130 · Utilities Expense - Other	140.94	0.00	140.94
Total 6130 · Utilities Expense	413.27	414.39	-1.12
6140 · Office Supplies Expense			
6141 · Postage Expense	0.00	0.00	0.00
6146 · Supplies	286.48	1,180.30	-893.82
Total 6140 · Office Supplies Expense	286.48	1,180.30	-893.82
6150 · Dues and Subscriptions	224.45	224.45	0.00
6180 · Warehouse Supplies	566.75	450.99	115.76
6190 · Tax Expense			
6191 · Federal Tax Expense	0.00	84.00	-84.00
6190 · Tax Expense - Other	1,500.76	0.00	1,500.76
Total 6190 · Tax Expense	1,500.76	84.00	1,416.76
6200 · Bank & Merchant Fees			
6204 · Amazon Fees	0.00	104.60	-104.60
6205 · Shopify Fees	992.60	1,768.39	-775.79
6207 · PayPal Fee	299.10	717.53	-418.43
6208 · Credit Card Fees (Finance charg	2.40	498.65	-496.25
6209 · Foreign Exchange (Gain)Loss	174.91	-197.57	372.48
6200 · Bank & Merchant Fees - Other	0.00	59.29	-59.29
Total 6200 · Bank & Merchant Fees	1,469.01	2,950.89	-1,481.88
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
9999 · Suspense	0.00	0.00	0.00
Total Expense	33,786.96	38,806.58	-5,019.62
Net Ordinary Income	-4,395.77	14,958.59	-19,354.36
Net Income	-4,395.77	14,958.59	-19,354.36