

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss Budget vs. Actual

April 2020

	<u>Apr 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4010 · Shopify Revenue			
4011 · Textbook Revenue	15,515.70	27,612.73	-12,097.03
4012 · Workbook Revenue	11,569.03	12,927.18	-1,358.15
4013 · Tri-Fold Revenue	556.98	1,229.45	-672.47
4014 · Audio Royalty Revenue	795.00	381.10	413.90
4015 · Medallions & Chip Revenue	901.00	2,580.49	-1,679.49
4017 · 7th Tradition Contributions	9,614.00	5,736.42	3,877.58
4018 · Shipping And Handling	8,060.09	8,266.95	-206.86
4019 · Complimentary Copy	200.08	105.99	94.09
4025 · Intergroup Discount	-623.70	-3,996.57	3,372.87
4026 · Volume Discount	0.00	-136.25	136.25
4027 · Misc. Discount	0.00	-228.57	228.57
4028 · Sales Discounts	-287.54		
4029 · Returns and Allowances	-43.60		
4010 · Shopify Revenue - Other	0.00		
Total 4010 · Shopify Revenue	<u>46,257.04</u>	<u>54,478.92</u>	<u>-8,221.88</u>
4030 · Amazon Revenue			
4031 · Textbook Revenue	20,124.34	17,670.31	2,454.03
4032 · Workbook Revenue	19,811.61	16,300.33	3,511.28
4034 · E-Book Royalty Revenue	2,083.77	2,310.92	-227.15
4036 · Shipping Revenue	1,098.12	1,471.27	-373.15
4037 · Gift Wrap Revenue	0.00	6.17	-6.17
4038 · Discounts	-448.35	-690.24	241.89
Total 4030 · Amazon Revenue	<u>42,669.49</u>	<u>37,068.76</u>	<u>5,600.73</u>
4050 · Barnes & Noble Revenue			
4056 · E-Book Royalty Revenue	63.59	85.47	-21.88
Total 4050 · Barnes & Noble Revenue	<u>63.59</u>	<u>85.47</u>	<u>-21.88</u>
4060 · Audible Revenue			
4064 · Audio Royalty Revenue	1,752.42	1,928.95	-176.53
Total 4060 · Audible Revenue	<u>1,752.42</u>	<u>1,928.95</u>	<u>-176.53</u>
4070 · Royalty Contract Revenue			
4071 · Textbook Printing Revenue	5,974.58		
Total 4070 · Royalty Contract Revenue	<u>5,974.58</u>		
4080 · 7th Traditions Contributions	3,190.38	5,795.49	-2,605.11
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	93.34		
4250 · ABC/AWC Revenue			
4251 · Registrations	0.00	19,250.00	-19,250.00
4252 · Meal Tickets	0.00	35,000.00	-35,000.00
Total 4250 · ABC/AWC Revenue	<u>0.00</u>	<u>54,250.00</u>	<u>-54,250.00</u>
Total 4200 · Other Revenue	<u>93.34</u>	<u>54,250.00</u>	<u>-54,156.66</u>
Total Income	<u>100,000.84</u>	<u>156,670.30</u>	<u>-56,669.46</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold			
5010 · Shopify COGS			
5011 · Textbooks	7,399.20	8,896.69	-1,497.49
5012 · Workbooks	5,909.39	3,950.19	1,959.20
5013 · Tri-Folds	207.09	544.34	-337.25
5015 · Medallions/Chips	297.65	1,068.10	-770.45
5010 · Shopify COGS - Other	0.00		

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Total 5010 · Shopify COGS	13,813.33	14,459.32	-645.99
5020 · Shopify-Fulfillment Costs			
5021 · Shipping Supplies	0.00	469.98	-469.98
5022 · Freight Out (order Fulfillment)	5,893.85	6,439.75	-545.90
5024 · Fulfillment, BANG	95.06	431.78	-336.72
5026 · Bang Storage	0.00	5.13	-5.13
Total 5020 · Shopify-Fulfillment Costs	<u>5,988.91</u>	<u>7,346.64</u>	<u>-1,357.73</u>
5030 · Direct Labor			
5031 · Direct Salary & Wages	8,822.21	8,078.54	743.67
5032 · Workers Compensation	441.80	350.90	90.90
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 - O	462.93		
Total 5035 · Employer Taxes-Direct Labor	<u>462.93</u>	<u>338.97</u>	<u>123.96</u>
Total 5030 · Direct Labor	<u>9,726.94</u>	<u>8,867.43</u>	<u>859.51</u>
Total 5000 · Shopify-Cost of Goods Sold	<u>29,529.18</u>	<u>30,673.39</u>	<u>-1,144.21</u>
5050 · Amazon COGS			
5051 · Textbooks	4,269.87	4,125.54	144.33
5052 · Workbooks	2,569.05	2,671.66	-102.61
5053 · Fulfillment, Amazon UK	937.41	1,114.68	-177.27
5054 · Fulfillment, Amazon US	23,797.41	18,543.26	5,254.15
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	<u>31,573.74</u>	<u>26,898.63</u>	<u>4,675.11</u>
5100 · Consignment COGS	0.00	100.44	-100.44
5560 · European Sales-COGS	0.00	1,080.82	-1,080.82
Total COGS	<u>61,102.92</u>	<u>58,753.28</u>	<u>2,349.64</u>
Gross Profit	38,897.92	97,917.02	-59,019.10
Expense			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	2,648.68	2,653.00	-4.32
6012 · Non-Exempt Salary & Wages	5,763.85	6,701.18	-937.33
6013 · Workers' Compensation	435.72	535.22	-99.50
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	<u>9,107.15</u>	<u>10,617.91</u>	<u>-1,510.76</u>
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	461.77	521.54	-59.77
6032 · Exempt Employer Taxes	203.61	370.22	-166.61
Total 6030 · Payroll Taxes	<u>665.38</u>	<u>891.76</u>	<u>-226.38</u>
6042 · European Committee			
Annual European Meet	0.00	0.00	0.00
Total 6042 · European Committee	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
6050 · Travel & Mileage Expense			
6052 · Airfare & Vehicle Rentals	726.06	1,604.17	-878.11
6053 · Lodging	0.00	2,633.34	-2,633.34
Total 6050 · Travel & Mileage Expense	<u>726.06</u>	<u>4,237.51</u>	<u>-3,511.45</u>
6054 · Contractors	5,525.95		
6057 · Events			
6058 · Event Meals	415.46	2,878.67	-2,463.21

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6059 · Facility	0.00	1,533.33	-1,533.33
6057 · Events - Other	0.00	250.00	-250.00
Total 6057 · Events	415.46	4,662.00	-4,246.54
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	39,348.27	-39,348.27
ABC - Materials/Print	0.00	240.90	-240.90
ABC - Venue Expense	0.00	9,654.08	-9,654.08
ABC - Supplies	0.00	4,194.89	-4,194.89
ABC - Food Expense	0.00	1,967.92	-1,967.92
Total 6060.2 · 2020ABC/AWC	0.00	55,406.06	-55,406.06
Total 6060a · Conferences/Meetings	0.00	55,406.06	-55,406.06
6070 · Program Initiatives			
6071 · Materials	493.97	784.07	-290.10
6072 · Other Program Costs	0.00	833.33	-833.33
Total 6070 · Program Initiatives	493.97	1,617.40	-1,123.43
6080 · Professional Fees			
6081 · Accounting Expense	6,317.50	22,825.00	-16,507.50
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
6080 · Professional Fees - Other	75.00		
Total 6080 · Professional Fees	7,183.92	24,187.57	-17,003.65
6090 · Technology IT Support			
6091 · Website Expenses	674.61	1,311.89	-637.28
6092 · Software Support Expense	29.98	17.04	12.94
6093 · Storage & Anti-virus Protection	0.00	221.48	-221.48
6095 · Accounting IT	946.00	806.58	139.42
6090 · Technology IT Support - Other	1,359.34	70.66	1,288.68
Total 6090 · Technology IT Support	3,009.93	2,427.65	582.28
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
Total 6110 · Insurance Expense	219.50	670.32	-450.82
6120 · Rent Expense	3,116.50	3,116.50	0.00
6130 · Utilities Expense			
6131 · Electric Expense	116.76	391.98	-275.22
6132 · Telephone Expense	352.09	459.24	-107.15
6130 · Utilities Expense - Other	150.00		
Total 6130 · Utilities Expense	618.85	851.22	-232.37
6140 · Office Supplies Expense			
6141 · Postage Expense	0.00	1,250.73	-1,250.73
6142 · Printing Expense	0.00	333.33	-333.33

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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	731.76		
6140 · Office Supplies Expense - Other	0.00	10.77	-10.77
Total 6140 · Office Supplies Expense	<u>731.76</u>	<u>3,890.99</u>	<u>-3,159.23</u>
6150 · Dues and Subscriptions	224.45	355.62	-131.17
6160 · Repairs & Maintenance	0.00	214.24	-214.24
6180 · Warehouse Supplies	1,308.26	594.40	713.86
6190 · Tax Expense			
6192 · StateTax Expense-PHANTOM	0.00		
6190 · Tax Expense - Other	3,220.56		
Total 6190 · Tax Expense	<u>3,220.56</u>		
6200 · Bank & Merchant Fees			
6205 · Shopify Fees	964.05	1,092.78	-128.73
6207 · PayPal Fee	725.93	1,137.35	-411.42
6208 · Credit Card Fees (Finance charg	23.40	83.33	-59.93
6209 · Foreign Exchange (Gain)Loss	-183.92		
6200 · Bank & Merchant Fees - Other	3.18		
Total 6200 · Bank & Merchant Fees	<u>1,532.64</u>	<u>2,313.46</u>	<u>-780.82</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>
6400 · Other Expense	323.67		
Total Expense	<u>39,875.01</u>	<u>117,589.88</u>	<u>-77,714.87</u>
Net Ordinary Income	<u>-977.09</u>	<u>-19,672.86</u>	<u>18,695.77</u>
Net Income	<u><u>-977.09</u></u>	<u><u>-19,672.86</u></u>	<u><u>18,695.77</u></u>