

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

**Profit & Loss**

April 2020

	<u>Apr 20</u>	<u>Mar 20</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4010 · Shopify Revenue</b>			
4011 · Textbook Revenue	15,515.70	19,899.10	-4,383.40
4012 · Workbook Revenue	11,569.03	9,373.04	2,195.99
4013 · Tri-Fold Revenue	556.98	1,019.26	-462.28
4014 · Audio Royalty Revenue	795.00	252.00	543.00
4015 · Medallions & Chip Revenue	901.00	1,729.00	-828.00
4017 · 7th Tradition Contributions	9,614.00	4,948.00	4,666.00
4018 · Shipping And Handling	8,060.09	6,579.21	1,480.88
4019 · Complimentary Copy	200.08	301.04	-100.96
4025 · Intergroup Discount	-623.70	-2,138.55	1,514.85
4028 · Sales Discounts	-287.54	-359.09	71.55
4029 · Returns and Allowances	-43.60	-422.96	379.36
4010 · Shopify Revenue - Other	0.00	0.00	0.00
<b>Total 4010 · Shopify Revenue</b>	<u>46,257.04</u>	<u>41,180.05</u>	<u>5,076.99</u>
<b>4030 · Amazon Revenue</b>			
4031 · Textbook Revenue	20,124.34	9,491.09	10,633.25
4032 · Workbook Revenue	19,811.61	12,265.07	7,546.54
4034 · E-Book Royalty Revenue	2,083.77	4,473.49	-2,389.72
4036 · Shipping Revenue	1,098.12	780.99	317.13
4037 · Gift Wrap Revenue	0.00	3.99	-3.99
4038 · Discounts	-448.35	-358.98	-89.37
<b>Total 4030 · Amazon Revenue</b>	<u>42,669.49</u>	<u>26,655.65</u>	<u>16,013.84</u>
<b>4050 · Barnes &amp; Noble Revenue</b>			
4056 · E-Book Royalty Revenue	63.59	64.90	-1.31
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>63.59</u>	<u>64.90</u>	<u>-1.31</u>
<b>4060 · Audible Revenue</b>			
4064 · Audio Royalty Revenue	1,752.42	1,883.00	-130.58
<b>Total 4060 · Audible Revenue</b>	<u>1,752.42</u>	<u>1,883.00</u>	<u>-130.58</u>
<b>4070 · Royalty Contract Revenue</b>			
4071 · Textbook Printing Revenue	5,974.58	0.00	5,974.58
<b>Total 4070 · Royalty Contract Revenue</b>	<u>5,974.58</u>	<u>0.00</u>	<u>5,974.58</u>
<b>4080 · 7th Traditions Contributions</b>	3,190.38	3,344.47	-154.09
<b>4200 · Other Revenue</b>			
4201 · Bank Interest	93.34	86.88	6.46
4200 · Other Revenue - Other	0.00	128.34	-128.34
<b>Total 4200 · Other Revenue</b>	<u>93.34</u>	<u>215.22</u>	<u>-121.88</u>
<b>Total Income</b>	<u>100,000.84</u>	<u>73,343.29</u>	<u>26,657.55</u>
<b>Cost of Goods Sold</b>			
<b>5000 · Shopify-Cost of Goods Sold</b>			
<b>5010 · Shopify COGS</b>			
5011 · Textbooks	7,399.20	5,341.25	2,057.95
5012 · Workbooks	5,909.39	2,456.02	3,453.37
5013 · Tri-Folds	207.09	339.42	-132.33
5015 · Medallions/Chips	297.65	574.42	-276.77
5010 · Shopify COGS - Other	0.00	0.00	0.00
<b>Total 5010 · Shopify COGS</b>	<u>13,813.33</u>	<u>8,711.11</u>	<u>5,102.22</u>
<b>5020 · Shopify-Fulfillment Costs</b>			
5022 · Freight Out (order Fulfillment)	5,893.85	11,038.64	-5,144.79
5024 · Fulfillment, BANG	95.06	0.00	95.06
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<u>5,988.91</u>	<u>11,038.64</u>	<u>-5,049.73</u>
<b>5030 · Direct Labor</b>			
5031 · Direct Salary & Wages	8,822.21	8,490.11	332.10

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5032 · Workers Compensation	441.80	401.98	39.82
5035 · Employer Taxes-Direct Labor	462.93	893.16	-430.23
<b>Total 5030 · Direct Labor</b>	<b>9,726.94</b>	<b>9,785.25</b>	<b>-58.31</b>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<b>29,529.18</b>	<b>29,535.00</b>	<b>-5.82</b>
<b>5050 · Amazon COGS</b>			
5051 · Textbooks	4,269.87	1,552.11	2,717.76
5052 · Workbooks	2,569.05	1,574.89	994.16
5053 · Fulfillment, Amazon UK	937.41	1,000.00	-62.59
5054 · Fulfillment, Amazon US	23,797.41	19,506.95	4,290.46
<b>Total 5050 · Amazon COGS</b>	<b>31,573.74</b>	<b>23,633.95</b>	<b>7,939.79</b>
<b>Total COGS</b>	<b>61,102.92</b>	<b>53,168.95</b>	<b>7,933.97</b>
<b>Gross Profit</b>	<b>38,897.92</b>	<b>20,174.34</b>	<b>18,723.58</b>
<b>Expense</b>			
<b>6010 · Payroll Expense</b>			
6011 · Exempt Salary & Wages	2,648.68	2,582.32	66.36
6012 · Non-Exempt Salary & Wages	5,763.85	6,334.35	-570.50
6013 · Workers' Compensation	435.72	463.53	-27.81
6016 · Payroll Service Fees	258.90	258.90	0.00
<b>Total 6010 · Payroll Expense</b>	<b>9,107.15</b>	<b>9,639.10</b>	<b>-531.95</b>
<b>6030 · Payroll Taxes</b>			
6031 · Non-Exempt Employer Taxes	461.77	671.39	-209.62
6032 · Exempt Employer Taxes	203.61	194.20	9.41
<b>Total 6030 · Payroll Taxes</b>	<b>665.38</b>	<b>865.59</b>	<b>-200.21</b>
<b>6050 · Travel &amp; Mileage Expense</b>			
6052 · Airfare & Vehicle Rentals	726.06	446.30	279.76
6050 · Travel & Mileage Expense - Other	0.00	125.37	-125.37
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<b>726.06</b>	<b>571.67</b>	<b>154.39</b>
<b>6054 · Contractors</b>	<b>5,525.95</b>	<b>2,019.66</b>	<b>3,506.29</b>
<b>6057 · Events</b>			
6058 · Event Meals	415.46	131.05	284.41
<b>Total 6057 · Events</b>	<b>415.46</b>	<b>131.05</b>	<b>284.41</b>
<b>6070 · Program Initiatives</b>			
6071 · Materials	493.97	530.71	-36.74
<b>Total 6070 · Program Initiatives</b>	<b>493.97</b>	<b>530.71</b>	<b>-36.74</b>
<b>6080 · Professional Fees</b>			
6081 · Accounting Expense	6,317.50	7,650.00	-1,332.50
6083 · Staffing Services	791.42	791.42	0.00
6080 · Professional Fees - Other	75.00	0.00	75.00
<b>Total 6080 · Professional Fees</b>	<b>7,183.92</b>	<b>8,441.42</b>	<b>-1,257.50</b>
<b>6090 · Technology IT Support</b>			
6091 · Website Expenses	674.61	1,211.08	-536.47
6092 · Software Support Expense	29.98	118.98	-89.00
6095 · Accounting IT	946.00	717.02	228.98
6090 · Technology IT Support - Other	1,359.34	273.96	1,085.38
<b>Total 6090 · Technology IT Support</b>	<b>3,009.93</b>	<b>2,321.04</b>	<b>688.89</b>
<b>6100 · License &amp; Permits</b>	<b>0.00</b>	<b>19.00</b>	<b>-19.00</b>
<b>6110 · Insurance Expense</b>			
6111 · Board Insurance (EO) Expense	111.33	111.33	0.00
6112 · Business & Property Liability	108.17	108.17	0.00
<b>Total 6110 · Insurance Expense</b>	<b>219.50</b>	<b>219.50</b>	<b>0.00</b>
<b>6120 · Rent Expense</b>	<b>3,116.50</b>	<b>3,116.50</b>	<b>0.00</b>
<b>6130 · Utilities Expense</b>			
6131 · Electric Expense	116.76	0.00	116.76
6132 · Telephone Expense	352.09	272.33	79.76

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6130 · Utilities Expense - Other	150.00	140.94	9.06
<b>Total 6130 · Utilities Expense</b>	<b>618.85</b>	<b>413.27</b>	<b>205.58</b>
6140 · Office Supplies Expense			
6146 · Supplies	731.76	286.48	445.28
<b>Total 6140 · Office Supplies Expense</b>	<b>731.76</b>	<b>286.48</b>	<b>445.28</b>
6150 · Dues and Subscriptions	224.45	224.45	0.00
6180 · Warehouse Supplies	1,308.26	566.75	741.51
6190 · Tax Expense			
6192 · StateTax Expense-PHANTOM	0.00	0.00	0.00
6190 · Tax Expense - Other	3,220.56	1,500.76	1,719.80
<b>Total 6190 · Tax Expense</b>	<b>3,220.56</b>	<b>1,500.76</b>	<b>1,719.80</b>
6200 · Bank & Merchant Fees			
6204 · Amazon Fees	0.00	0.00	0.00
6205 · Shopify Fees	964.05	992.60	-28.55
6207 · PayPal Fee	725.93	299.10	426.83
6208 · Credit Card Fees (Finance charg	23.40	2.40	21.00
6209 · Foreign Exchange (Gain)Loss	-183.92	174.91	-358.83
6200 · Bank & Merchant Fees - Other	3.18	0.00	3.18
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<b>1,532.64</b>	<b>1,469.01</b>	<b>63.63</b>
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	518.00	518.00	0.00
6212 · Amortization Expense	933.00	933.00	0.00
<b>Total 6210 · Depreciation &amp; Amortization</b>	<b>1,451.00</b>	<b>1,451.00</b>	<b>0.00</b>
6400 · Other Expense	323.67	0.00	323.67
9999 · Suspense	0.00	0.00	0.00
<b>Total Expense</b>	<b>39,875.01</b>	<b>33,786.96</b>	<b>6,088.05</b>
<b>Net Ordinary Income</b>	<b>-977.09</b>	<b>-13,612.62</b>	<b>12,635.53</b>
<b>Net Income</b>	<b>-977.09</b>	<b>-13,612.62</b>	<b>12,635.53</b>