

Adult Children of Alcoholics World Service Organization Inc
Profit & Loss Budget vs. Actual
June 2020

	<u>Jun 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4010 · Shopify Revenue			
4011 · Textbook Revenue	16,004.00	27,612.73	-11,608.73
4012 · Workbook Revenue	12,974.98	12,927.18	47.80
4013 · Tri-Fold Revenue	307.45	1,229.45	-922.00
4014 · Audio Royalty Revenue	372.00	381.10	-9.10
4015 · Medallions & Chip Revenue	562.00	2,580.49	-2,018.49
4017 · 7th Tradition Contributions	4,737.00	5,736.42	-999.42
4018 · Shipping And Handling	9,123.50	8,266.95	856.55
4019 · Complimentary Copy	124.15	105.99	18.16
4025 · Intergroup Discount	-602.07	-3,996.57	3,394.50
4026 · Volume Discount	0.00	-136.25	136.25
4027 · Misc. Discount	0.00	-228.57	228.57
4028 · Sales Discounts	-332.69		
4029 · Returns and Allowances	-195.50		
Total 4010 · Shopify Revenue	<u>43,074.82</u>	<u>54,478.92</u>	<u>-11,404.10</u>
4030 · Amazon Revenue			
4031 · Textbook Revenue	27,164.26	17,670.31	9,493.95
4032 · Workbook Revenue	22,777.08	16,300.33	6,476.75
4034 · E-Book Royalty Revenue	4,797.76	2,310.92	2,486.84
4036 · Shipping Revenue	1,719.54	1,471.27	248.27
4037 · Gift Wrap Revenue	23.94	6.17	17.77
4038 · Discounts	-655.47	-690.24	34.77
Total 4030 · Amazon Revenue	<u>55,827.11</u>	<u>37,068.76</u>	<u>18,758.35</u>
4050 · Barnes & Noble Revenue			
4056 · E-Book Royalty Revenue	136.29	85.47	50.82
Total 4050 · Barnes & Noble Revenue	<u>136.29</u>	<u>85.47</u>	<u>50.82</u>
4060 · Audible Revenue			
4064 · Audio Royalty Revenue	2,266.87	1,928.95	337.92
Total 4060 · Audible Revenue	<u>2,266.87</u>	<u>1,928.95</u>	<u>337.92</u>
4080 · 7th Traditions Contributions	2,639.95	5,795.49	-3,155.54
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	93.55		
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>
4280 · In-kind Donations	3,852.65		
Total 4200 · Other Revenue	<u>3,946.20</u>	<u>0.00</u>	<u>3,946.20</u>
Total Income	<u>107,891.24</u>	<u>102,420.30</u>	<u>5,470.94</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold			
5010 · Shopify COGS			
5011 · Textbooks	4,380.15	8,896.69	-4,516.54
5012 · Workbooks	3,160.23	3,950.19	-789.96
5013 · Tri-Folds	111.20	544.34	-433.14
5015 · Medallions/Chips	185.31	1,068.10	-882.79
Total 5010 · Shopify COGS	<u>7,836.89</u>	<u>14,459.32</u>	<u>-6,622.43</u>
5020 · Shopify-Fulfillment Costs			
5021 · Shipping Supplies	0.00	469.98	-469.98
5022 · Freight Out (order Fulfillment)	7,591.53	6,439.75	1,151.78
5024 · Fulfillment, BANG	0.00	431.78	-431.78
5026 · Bang Storage	86.50	5.13	81.37

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Total 5020 · Shopify-Fulfillment Costs	7,678.03	7,346.64	331.39
5030 · Direct Labor			
5031 · Direct Salary & Wages	8,614.35	8,078.54	535.81
5032 · Workers Compensation	439.96	350.90	89.06
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 - Other	659.00		
Total 5035 · Employer Taxes-Direct Labor	<u>659.00</u>	<u>338.97</u>	<u>320.03</u>
Total 5030 · Direct Labor	<u>9,713.31</u>	<u>8,867.43</u>	<u>845.88</u>
Total 5000 · Shopify-Cost of Goods Sold	25,228.23	30,673.39	-5,445.16
5050 · Amazon COGS			
5051 · Textbooks	5,950.85	4,125.54	1,825.31
5052 · Workbooks	3,143.99	2,671.66	472.33
5053 · Fulfillment, Amazon UK	1,912.51	1,114.68	797.83
5054 · Fulfillment, Amazon US	25,579.69	18,543.26	7,036.43
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>36,587.04</u>	<u>26,898.63</u>	<u>9,688.41</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>61,815.27</u>	<u>58,753.28</u>	<u>3,061.99</u>
Gross Profit	46,075.97	43,667.02	2,408.95
Expense			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	2,538.49	2,653.00	-114.51
6012 · Non-Exempt Salary & Wages	6,019.58	6,701.18	-681.60
6013 · Workers' Compensation	452.04	535.22	-83.18
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>9,269.01</u>	<u>10,617.91</u>	<u>-1,348.90</u>
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	493.30	521.54	-28.24
6032 · Exempt Employer Taxes	194.19	370.22	-176.03
Total 6030 · Payroll Taxes	<u>687.49</u>	<u>891.76</u>	<u>-204.27</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	78.00	1,604.17	-1,526.17
6053 · Lodging	0.00	2,633.34	-2,633.34
Total 6050 · Travel & Mileage Expense	<u>78.00</u>	<u>4,237.51</u>	<u>-4,159.51</u>
6054 · Contractors	195.00		
6057 · Events			
6058 · Event Meals	375.31	2,878.67	-2,503.36
6059 · Facility	0.00	1,533.33	-1,533.33
6057 · Events - Other	0.00	250.00	-250.00
Total 6057 · Events	<u>375.31</u>	<u>4,662.00</u>	<u>-4,286.69</u>
6053d · Finance Committee	0.00	0.00	0.00
6060 · Conference & Conventions			
6061 · Conference-Travel & Lodging	-258.00		
6064 · Gifts & Awards	0.00	195.66	-195.66
Total 6060 · Conference & Conventions	<u>-258.00</u>	<u>195.66</u>	<u>-453.66</u>

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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	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
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	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total 6060a - Conferences/Meetings	0.00	0.00	0.00
6070 - Program Initiatives			
6071 - Materials	39.40	784.07	-744.67
6072 - Other Program Costs	0.00	833.33	-833.33
Total 6070 - Program Initiatives	<u>39.40</u>	<u>1,617.40</u>	<u>-1,578.00</u>
6080 - Professional Fees			
6081 - Accounting Expense	14,353.76	5,500.00	8,853.76
6082 - Legal Fees	0.00	234.23	-234.23
6083 - Staffing Services	516.82		
6084 - Translation Expense	0.00	1,128.34	-1,128.34
Total 6080 - Professional Fees	<u>14,870.58</u>	<u>6,862.57</u>	<u>8,008.01</u>
6090 - Technology IT Support			
6091 - Website Expenses	1,548.41	1,311.89	236.52
6092 - Software Support Expense	29.98	17.04	12.94
6093 - Storage & Anti-virus Protection	0.00	221.48	-221.48
6095 - Accounting IT	852.35	806.58	45.77
6090 - Technology IT Support - Other	666.86	70.66	596.20
Total 6090 - Technology IT Support	<u>3,097.60</u>	<u>2,427.65</u>	<u>669.95</u>
6100 - License & Permits	82.19	46.62	35.57
6110 - Insurance Expense			
6111 - Board Insurance (EO) Expense	111.34	238.32	-126.98
6112 - Business & Property Liability	108.17	432.00	-323.83
Total 6110 - Insurance Expense	<u>219.51</u>	<u>670.32</u>	<u>-450.81</u>
6120 - Rent Expense	3,852.65	3,300.00	552.65
6130 - Utilities Expense			
6131 - Electric Expense	144.32	391.98	-247.66
6132 - Telephone Expense	371.78	459.24	-87.46
Total 6130 - Utilities Expense	<u>516.10</u>	<u>851.22</u>	<u>-335.12</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	13.98		
6140 - Office Supplies Expense - Other	0.00	10.77	-10.77
Total 6140 - Office Supplies Expense	<u>13.98</u>	<u>3,890.99</u>	<u>-3,877.01</u>
6150 - Dues and Subscriptions	293.45	355.62	-62.17
6160 - Repairs & Maintenance	0.00	214.24	-214.24
6180 - Warehouse Supplies	405.98	594.40	-188.42
6200 - Bank & Merchant Fees			
6205 - Shopify Fees	1,113.09	1,092.78	20.31

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6207 - PayPal Fee	521.52	1,137.35	-615.83
6208 - Credit Card Fees (Finance charg	7.67	83.33	-75.66
6209 - Foreign Exchange (Gain)Loss	-237.30		
6200 - Bank & Merchant Fees - Other	1.43		
Total 6200 - Bank & Merchant Fees	<u>1,406.41</u>	<u>2,313.46</u>	<u>-907.05</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>
Total Expense	<u>36,595.66</u>	<u>45,042.32</u>	<u>-8,446.66</u>
Net Ordinary Income	<u>9,480.31</u>	<u>-1,375.30</u>	<u>10,855.61</u>
Net Income	<u>9,480.31</u>	<u>-1,375.30</u>	<u>10,855.61</u>