

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

**Profit & Loss**

June 2020

	<u>Jun 20</u>	<u>May 20</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4010 - Shopify Revenue</b>			
4011 - Textbook Revenue	16,004.00	17,949.50	-1,945.50
4012 - Workbook Revenue	12,974.98	13,982.00	-1,007.02
4013 - Tri-Fold Revenue	307.45	669.50	-362.05
4014 - Audio Royalty Revenue	372.00	651.00	-279.00
4015 - Medallions & Chip Revenue	562.00	422.00	140.00
4017 - 7th Tradition Contributions	4,737.00	9,068.00	-4,331.00
4018 - Shipping And Handling	9,123.50	8,848.23	275.27
4019 - Complimentary Copy	124.15	173.02	-48.87
4025 - Intergroup Discount	-602.07	-564.30	-37.77
4028 - Sales Discounts	-332.69	-610.44	277.75
4029 - Returns and Allowances	-195.50	-172.29	-23.21
<b>Total 4010 - Shopify Revenue</b>	<u>43,074.82</u>	<u>50,416.22</u>	<u>-7,341.40</u>
<b>4030 - Amazon Revenue</b>			
4031 - Textbook Revenue	27,164.26	28,982.06	-1,817.80
4032 - Workbook Revenue	22,777.08	21,413.76	1,363.32
4034 - E-Book Royalty Revenue	4,797.76	3,464.53	1,333.23
4036 - Shipping Revenue	1,719.54	1,984.15	-264.61
4037 - Gift Wrap Revenue	23.94	2.99	20.95
4038 - Discounts	-655.47	-986.39	330.92
<b>Total 4030 - Amazon Revenue</b>	<u>55,827.11</u>	<u>54,861.10</u>	<u>966.01</u>
<b>4050 - Barnes &amp; Noble Revenue</b>			
4056 - E-Book Royalty Revenue	136.29	97.35	38.94
<b>Total 4050 - Barnes &amp; Noble Revenue</b>	<u>136.29</u>	<u>97.35</u>	<u>38.94</u>
<b>4060 - Audible Revenue</b>			
4064 - Audio Royalty Revenue	2,266.87	2,263.51	3.36
<b>Total 4060 - Audible Revenue</b>	<u>2,266.87</u>	<u>2,263.51</u>	<u>3.36</u>
<b>4070 - Royalty Contract Revenue</b>			
4071 - Textbook Printing Revenue	0.00	1,089.75	-1,089.75
<b>Total 4070 - Royalty Contract Revenue</b>	<u>0.00</u>	<u>1,089.75</u>	<u>-1,089.75</u>
<b>4080 - 7th Traditions Contributions</b>	2,639.95	9,099.53	-6,459.58
<b>4200 - Other Revenue</b>			
4201 - Bank Interest	93.55	90.61	2.94
4280 - In-kind Donations	3,852.65	3,852.65	0.00
<b>Total 4200 - Other Revenue</b>	<u>3,946.20</u>	<u>3,943.26</u>	<u>2.94</u>
<b>Total Income</b>	<u>107,891.24</u>	<u>121,770.72</u>	<u>-13,879.48</u>
<b>Cost of Goods Sold</b>			
<b>5000 - Shopify-Cost of Goods Sold</b>			
<b>5010 - Shopify COGS</b>			
5011 - Textbooks	4,380.15	4,982.41	-602.26
5012 - Workbooks	3,160.23	3,412.10	-251.87
5013 - Tri-Folds	111.20	169.79	-58.59
5015 - Medallions/Chips	185.31	156.29	29.02
<b>Total 5010 - Shopify COGS</b>	<u>7,836.89</u>	<u>8,720.59</u>	<u>-883.70</u>
<b>5020 - Shopify-Fulfillment Costs</b>			
5022 - Freight Out (order Fulfillment)	7,591.53	8,878.14	-1,286.61
5024 - Fulfillment, BANG	0.00	96.00	-96.00
5026 - Bang Storage	86.50	0.00	86.50
<b>Total 5020 - Shopify-Fulfillment Costs</b>	<u>7,678.03</u>	<u>8,974.14</u>	<u>-1,296.11</u>
<b>5030 - Direct Labor</b>			
5031 - Direct Salary & Wages	8,614.35	8,241.02	373.33

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5032 · Workers Compensation	439.96	671.35	-231.39
5035 · Employer Taxes-Direct Labor	659.00	630.44	28.56
<b>Total 5030 · Direct Labor</b>	<u>9,713.31</u>	<u>9,542.81</u>	<u>170.50</u>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<u>25,228.23</u>	<u>27,237.54</u>	<u>-2,009.31</u>
<b>5050 · Amazon COGS</b>			
5051 · Textbooks	5,950.85	6,159.49	-208.64
5052 · Workbooks	3,143.99	2,944.17	199.82
5053 · Fulfillment, Amazon UK	1,912.51	1,975.67	-63.16
5054 · Fulfillment, Amazon US	25,579.69	25,875.82	-296.13
<b>Total 5050 · Amazon COGS</b>	<u>36,587.04</u>	<u>36,955.15</u>	<u>-368.11</u>
<b>Total COGS</b>	<u>61,815.27</u>	<u>64,192.69</u>	<u>-2,377.42</u>
<b>Gross Profit</b>	<u>46,075.97</u>	<u>57,578.03</u>	<u>-11,502.06</u>
<b>Expense</b>			
<b>6010 · Payroll Expense</b>			
6011 · Exempt Salary & Wages	2,538.49	2,423.07	115.42
6012 · Non-Exempt Salary & Wages	6,019.58	5,847.37	172.21
6013 · Workers' Compensation	452.04	666.75	-214.71
6016 · Payroll Service Fees	258.90	258.90	0.00
<b>Total 6010 · Payroll Expense</b>	<u>9,269.01</u>	<u>9,196.09</u>	<u>72.92</u>
<b>6030 · Payroll Taxes</b>			
6031 · Non-Exempt Employer Taxes	493.30	485.04	8.26
6032 · Exempt Employer Taxes	194.19	185.38	8.81
<b>Total 6030 · Payroll Taxes</b>	<u>687.49</u>	<u>670.42</u>	<u>17.07</u>
<b>6050 · Travel &amp; Mileage Expense</b>			
6052 · Airfare & Vehicle Rentals	78.00	309.46	-231.46
6053 · Lodging	0.00	424.20	-424.20
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<u>78.00</u>	<u>733.66</u>	<u>-655.66</u>
6054 · Contractors	195.00	407.97	-212.97
6057 · Events			
6058 · Event Meals	375.31	271.94	103.37
<b>Total 6057 · Events</b>	<u>375.31</u>	<u>271.94</u>	<u>103.37</u>
<b>6060 · Conference &amp; Conventions</b>			
6061 · Conference-Travel & Lodging	-258.00	0.00	-258.00
<b>Total 6060 · Conference &amp; Conventions</b>	<u>-258.00</u>	<u>0.00</u>	<u>-258.00</u>
<b>6070 · Program Initiatives</b>			
6071 · Materials	39.40	32.58	6.82
<b>Total 6070 · Program Initiatives</b>	<u>39.40</u>	<u>32.58</u>	<u>6.82</u>
<b>6080 · Professional Fees</b>			
6081 · Accounting Expense	14,353.76	10,675.23	3,678.53
6083 · Staffing Services	516.82	-69.10	585.92
<b>Total 6080 · Professional Fees</b>	<u>14,870.58</u>	<u>10,606.13</u>	<u>4,264.45</u>
<b>6090 · Technology IT Support</b>			
6091 · Website Expenses	1,548.41	587.68	960.73
6092 · Software Support Expense	29.98	29.98	0.00
6093 · Storage & Anti-virus Protection	0.00	0.00	0.00
6095 · Accounting IT	852.35	789.46	62.89
6090 · Technology IT Support - Other	666.86	505.51	161.35
<b>Total 6090 · Technology IT Support</b>	<u>3,097.60</u>	<u>1,912.63</u>	<u>1,184.97</u>
6100 · License & Permits	82.19	0.00	82.19
<b>6110 · Insurance Expense</b>			
6111 · Board Insurance (EO) Expense	111.34	111.33	0.01
6112 · Business & Property Liability	108.17	108.17	0.00
<b>Total 6110 · Insurance Expense</b>	<u>219.51</u>	<u>219.50</u>	<u>0.01</u>

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6120 · Rent Expense	3,852.65	3,852.65	0.00
6130 · Utilities Expense			
6131 · Electric Expense	144.32	127.09	17.23
6132 · Telephone Expense	371.78	271.43	100.35
<b>Total 6130 · Utilities Expense</b>	<u>516.10</u>	<u>398.52</u>	<u>117.58</u>
6140 · Office Supplies Expense			
6143 · Office equipment/machines	0.00	455.50	-455.50
6146 · Supplies	13.98	13.98	0.00
<b>Total 6140 · Office Supplies Expense</b>	<u>13.98</u>	<u>469.48</u>	<u>-455.50</u>
6150 · Dues and Subscriptions	293.45	323.45	-30.00
6180 · Warehouse Supplies	405.98	1,776.19	-1,370.21
6200 · Bank & Merchant Fees			
6205 · Shopify Fees	1,113.09	1,204.15	-91.06
6207 · PayPal Fee	521.52	729.87	-208.35
6208 · Credit Card Fees (Finance charg	7.67	1.40	6.27
6209 · Foreign Exchange (Gain)Loss	-237.30	-818.69	581.39
6200 · Bank & Merchant Fees - Other	1.43	0.00	1.43
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<u>1,406.41</u>	<u>1,116.73</u>	<u>289.68</u>
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>	<u>1,451.00</u>	<u>1,451.00</u>	<u>0.00</u>
<b>Total Expense</b>	<u>36,595.66</u>	<u>33,438.94</u>	<u>3,156.72</u>
<b>Net Ordinary Income</b>	<u>9,480.31</u>	<u>24,139.09</u>	<u>-14,658.78</u>
<b>Net Income</b>	<u><u>9,480.31</u></u>	<u><u>24,139.09</u></u>	<u><u>-14,658.78</u></u>