

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss Budget vs. Actual

August 2020

	<u>Aug 20</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
4010 · Shopify Revenue		
4011 · Textbook Revenue	17,793.50	30,374.00
4012 · Workbook Revenue	13,014.00	14,219.90
4013 · Tri-Fold Revenue	636.00	1,352.40
4014 · Audio Royalty Revenue	285.00	419.21
4015 · Medallions & Chip Revenue	664.00	2,838.54
4017 · 7th Tradition Contributions	12,009.00	5,736.42
4018 · Shipping And Handling	9,942.53	9,093.65
4019 · Complimentary Copy	139.93	116.59
4025 · Intergroup Discount	-1,972.98	-4,396.23
4026 · Volume Discount	0.00	-149.88
4027 · Misc. Discount	0.00	-251.43
4028 · Sales Discounts	-262.62	
4029 · Returns and Allowances	-181.58	
4010 · Shopify Revenue - Other	0.00	
Total 4010 · Shopify Revenue	<u>52,066.78</u>	<u>59,353.17</u>
4030 · Amazon Revenue		
4031 · Textbook Revenue	25,196.18	19,437.34
4032 · Workbook Revenue	22,113.54	17,930.36
4034 · E-Book Royalty Revenue	2,849.61	2,542.01
4036 · Shipping Revenue	1,523.32	1,618.40
4037 · Gift Wrap Revenue	11.97	6.79
4038 · Discounts	-504.05	-759.26
Total 4030 · Amazon Revenue	<u>51,190.57</u>	<u>40,775.64</u>
4050 · Barnes & Noble Revenue		
4056 · E-Book Royalty Revenue	123.31	94.02
Total 4050 · Barnes & Noble Revenue	<u>123.31</u>	<u>94.02</u>
4060 · Audible Revenue		
4064 · Audio Royalty Revenue	1,661.59	2,121.85
Total 4060 · Audible Revenue	<u>1,661.59</u>	<u>2,121.85</u>
4070 · Royalty Contract Revenue		
4071 · Textbook Printing Revenue	0.00	
Total 4070 · Royalty Contract Revenue	<u>0.00</u>	
4080 · 7th Traditions Contributions	1,533.86	5,770.49
4100 · Consignment	0.00	179.15
4150 · European Sales	0.00	3,189.84
4200 · Other Revenue		
4201 · Bank Interest	92.02	
4250 · ABC/AWC Revenue		
4251 · Registrations	0.00	0.00
4252 · Meal Tickets	0.00	0.00
Total 4250 · ABC/AWC Revenue	<u>0.00</u>	<u>0.00</u>

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Total 4200 · Other Revenue	92.02	0.00
Total Income	106,668.13	111,484.16
Cost of Goods Sold		
5000 · Shopify-Cost of Goods Sold		
5010 · Shopify COGS		
5011 · Textbooks	4,868.17	8,896.70
5012 · Workbooks	3,135.42	3,950.18
5013 · Tri-Folds	214.66	544.34
5015 · Medallions/Chips	240.64	984.76
5010 · Shopify COGS - Other	0.00	
Total 5010 · Shopify COGS	8,458.89	14,375.98
5020 · Shopify-Fulfillment Costs		
5021 · Shipping Supplies	0.00	516.98
5022 · Freight Out (order Fulfillment	6,977.71	7,083.73
5024 · Fulfillment, BANG	0.00	474.96
5026 · Bang Storage	0.00	5.64
Total 5020 · Shopify-Fulfillment Costs	6,977.71	8,081.31
5030 · Direct Labor		
5031 · Direct Salary & Wages	8,185.47	8,053.73
5032 · Workers Compensation	360.97	483.22
5035 · Employer Taxes-Direct Labor	626.19	644.30
5030 · Direct Labor - Other	684.00	
Total 5030 · Direct Labor	9,856.63	9,181.25
Total 5000 · Shopify-Cost of Goods Sold	25,293.23	31,638.54
5050 · Amazon COGS		
5051 · Textbooks	5,196.69	4,538.09
5052 · Workbooks	2,974.62	2,938.83
5053 · Fulfillment, Amazon UK	1,447.55	1,226.15
5054 · Fulfillment, Amazon US	26,097.73	20,397.59
5058 · Freight-Out(Order Fulfillment)	0.00	215.17
5059 · Freight-In(Transfers)	0.00	272.67
Total 5050 · Amazon COGS	35,716.59	29,588.50
5100 · Consignment COGS	0.00	110.48
5560 · European Sales-COGS	0.00	1,188.90
Total COGS	61,009.82	62,526.42
Gross Profit	45,658.31	48,957.74
Expense		
6010 · Payroll Expense		
6011 · Exempt Salary & Wages	2,423.08	2,500.00
6012 · Non-Exempt Salary & Wages	3,330.19	6,701.17
6013 · Workers' Compensation	219.55	535.22
6016 · Payroll Service Fees	262.34	350.74
Total 6010 · Payroll Expense	6,235.16	10,087.13
6030 · Payroll Taxes		

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	Aug 20	Budget
6031 · Non-Exempt Employer Taxes	254.76	521.54
6032 · Exempt Employer Taxes	185.38	200.00
Total 6030 · Payroll Taxes	440.14	721.54
6050 · Travel & Mileage Expense		
6052 · Airfare & Vehicle Rentals	0.00	154.17
6053 · Lodging	0.00	360.00
Total 6050 · Travel & Mileage Expense	0.00	514.17
6054 · Contractors	0.00	2,156.66
6055 · Literature	0.00	833.33
6057 · Events		
6058 · Event Meals	102.04	50.00
6059 · Facility	0.00	741.67
6057 · Events - Other	0.00	250.00
Total 6057 · Events	102.04	1,041.67
6070 · Program Initiatives		
6071 · Materials	0.00	784.07
6072 · Other Program Costs	0.00	833.33
Total 6070 · Program Initiatives	0.00	1,617.40
6080 · Professional Fees		
6081 · Accounting Expense	10,767.86	5,500.00
6082 · Legal Fees	0.00	833.34
6083 · Staffing Services	498.46	
6084 · Translation Expense	709.76	125.00
Total 6080 · Professional Fees	11,976.08	6,458.34
6090 · Technology IT Support		
6091 · Website Expenses	41.58	1,311.89
6092 · Software Support Expense	129.97	233.34
6093 · Storage & Anti-virus Protection	112.00	221.48
6094 · Sales Support	455.00	
6095 · Accounting IT	1,338.39	708.49
6090 · Technology IT Support - Other	398.92	708.33
Total 6090 · Technology IT Support	2,475.86	3,183.53
6100 · License & Permits	0.00	46.62
6110 · Insurance Expense		
6111 · Board Insurance (EO) Expense	111.34	238.32
6112 · Business & Property Liability	108.17	432.00
Total 6110 · Insurance Expense	219.51	670.32
6120 · Rent Expense	3,852.65	3,300.00
6130 · Utilities Expense		
6131 · Electric Expense	216.97	391.98
6132 · Telephone Expense	277.46	459.24
Total 6130 · Utilities Expense	494.43	851.22
6140 · Office Supplies Expense		
6141 · Postage Expense	0.00	1,250.73

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6142 · Printing Expense	0.00	37.50
6143 · Office equipment/machines	0.00	696.20
6145 · PO Box Fee	0.00	20.92
6146 · Supplies	649.74	166.67
6140 · Office Supplies Expense - Other	114.64	10.77
Total 6140 · Office Supplies Expense	<u>764.38</u>	<u>2,182.79</u>
6150 · Dues and Subscriptions	357.02	355.62
6160 · Repairs & Maintenance	0.00	214.24
6180 · Warehouse Supplies	1,005.59	594.40
6190 · Tax Expense	2,028.43	
6200 · Bank & Merchant Fees		
6205 · Shopify Fees	870.56	1,092.78
6207 · PayPal Fee	495.84	1,137.35
6208 · Credit Card Fees (Finance charg	57.77	45.83
6209 · Foreign Exchange (Gain)Loss	-5,637.51	
Total 6200 · Bank & Merchant Fees	<u>-4,213.34</u>	<u>2,275.96</u>
6210 · Depreciation & Amortization		
6211 · Depreciation Expense	517.00	352.82
6212 · Amortization Expense	932.00	940.17
Total 6210 · Depreciation & Amortization	<u>1,449.00</u>	<u>1,292.99</u>
9999 · Suspense		
9991 · Inventory Adjustments	-2,513.66	
9999 · Suspense - Other	0.00	
Total 9999 · Suspense	<u>-2,513.66</u>	
Total Expense	<u>24,673.29</u>	<u>38,397.93</u>
Net Ordinary Income	<u>20,985.02</u>	<u>10,559.81</u>
Net Income	<u><u>20,985.02</u></u>	<u><u>10,559.81</u></u>

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	<u>\$ Over Budget</u>
Ordinary Income/Expense	
Income	
4010 · Shopify Revenue	
4011 · Textbook Revenue	-12,580.50
4012 · Workbook Revenue	-1,205.90
4013 · Tri-Fold Revenue	-716.40
4014 · Audio Royalty Revenue	-134.21
4015 · Medallions & Chip Revenue	-2,174.54
4017 · 7th Tradition Contributions	6,272.58
4018 · Shipping And Handling	848.88
4019 · Complimentary Copy	23.34
4025 · Intergroup Discount	2,423.25
4026 · Volume Discount	149.88
4027 · Misc. Discount	251.43
4028 · Sales Discounts	
4029 · Returns and Allowances	
4010 · Shopify Revenue - Other	
Total 4010 · Shopify Revenue	<u>-7,286.39</u>
4030 · Amazon Revenue	
4031 · Textbook Revenue	5,758.84
4032 · Workbook Revenue	4,183.18
4034 · E-Book Royalty Revenue	307.60
4036 · Shipping Revenue	-95.08
4037 · Gift Wrap Revenue	5.18
4038 · Discounts	255.21
Total 4030 · Amazon Revenue	<u>10,414.93</u>
4050 · Barnes & Noble Revenue	
4056 · E-Book Royalty Revenue	29.29
Total 4050 · Barnes & Noble Revenue	<u>29.29</u>
4060 · Audible Revenue	
4064 · Audio Royalty Revenue	-460.26
Total 4060 · Audible Revenue	<u>-460.26</u>
4070 · Royalty Contract Revenue	
4071 · Textbook Printing Revenue	
Total 4070 · Royalty Contract Revenue	
4080 · 7th Traditions Contributions	-4,236.63
4100 · Consignment	-179.15
4150 · European Sales	-3,189.84
4200 · Other Revenue	
4201 · Bank Interest	
4250 · ABC/AWC Revenue	
4251 · Registrations	0.00
4252 · Meal Tickets	0.00
Total 4250 · ABC/AWC Revenue	<u>0.00</u>

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	<u>\$ Over Budget</u>
Total 4200 · Other Revenue	<u>92.02</u>
Total Income	-4,816.03
Cost of Goods Sold	
5000 · Shopify-Cost of Goods Sold	
5010 · Shopify COGS	
5011 · Textbooks	-4,028.53
5012 · Workbooks	-814.76
5013 · Tri-Folds	-329.68
5015 · Medallions/Chips	-744.12
5010 · Shopify COGS - Other	
Total 5010 · Shopify COGS	<u>-5,917.09</u>
5020 · Shopify-Fulfillment Costs	
5021 · Shipping Supplies	-516.98
5022 · Freight Out (order Fulfillment	-106.02
5024 · Fulfillment, BANG	-474.96
5026 · Bang Storage	-5.64
Total 5020 · Shopify-Fulfillment Costs	<u>-1,103.60</u>
5030 · Direct Labor	
5031 · Direct Salary & Wages	131.74
5032 · Workers Compensation	-122.25
5035 · Employer Taxes-Direct Labor	-18.11
5030 · Direct Labor - Other	
Total 5030 · Direct Labor	<u>675.38</u>
Total 5000 · Shopify-Cost of Goods Sold	-6,345.31
5050 · Amazon COGS	
5051 · Textbooks	658.60
5052 · Workbooks	35.79
5053 · Fulfillment, Amazon UK	221.40
5054 · Fulfillment, Amazon US	5,700.14
5058 · Freight-Out(Order Fulfillment)	-215.17
5059 · Freight-In(Transfers)	-272.67
Total 5050 · Amazon COGS	<u>6,128.09</u>
5100 · Consignment COGS	-110.48
5560 · European Sales-COGS	-1,188.90
Total COGS	<u>-1,516.60</u>
Gross Profit	-3,299.43
Expense	
6010 · Payroll Expense	
6011 · Exempt Salary & Wages	-76.92
6012 · Non-Exempt Salary & Wages	-3,370.98
6013 · Workers' Compensation	-315.67
6016 · Payroll Service Fees	-88.40
Total 6010 · Payroll Expense	<u>-3,851.97</u>
6030 · Payroll Taxes	

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	<u>\$ Over Budget</u>
6031 · Non-Exempt Employer Taxes	-266.78
6032 · Exempt Employer Taxes	-14.62
Total 6030 · Payroll Taxes	-281.40
6050 · Travel & Mileage Expense	
6052 · Airfare & Vehicle Rentals	-154.17
6053 · Lodging	-360.00
Total 6050 · Travel & Mileage Expense	-514.17
6054 · Contractors	-2,156.66
6055 · Literature	-833.33
6057 · Events	
6058 · Event Meals	52.04
6059 · Facility	-741.67
6057 · Events - Other	-250.00
Total 6057 · Events	-939.63
6070 · Program Initiatives	
6071 · Materials	-784.07
6072 · Other Program Costs	-833.33
Total 6070 · Program Initiatives	-1,617.40
6080 · Professional Fees	
6081 · Accounting Expense	5,267.86
6082 · Legal Fees	-833.34
6083 · Staffing Services	
6084 · Translation Expense	584.76
Total 6080 · Professional Fees	5,517.74
6090 · Technology IT Support	
6091 · Website Expenses	-1,270.31
6092 · Software Support Expense	-103.37
6093 · Storage & Anti-virus Protection	-109.48
6094 · Sales Support	
6095 · Accounting IT	629.90
6090 · Technology IT Support - Other	-309.41
Total 6090 · Technology IT Support	-707.67
6100 · License & Permits	-46.62
6110 · Insurance Expense	
6111 · Board Insurance (EO) Expense	-126.98
6112 · Business & Property Liability	-323.83
Total 6110 · Insurance Expense	-450.81
6120 · Rent Expense	552.65
6130 · Utilities Expense	
6131 · Electric Expense	-175.01
6132 · Telephone Expense	-181.78
Total 6130 · Utilities Expense	-356.79
6140 · Office Supplies Expense	
6141 · Postage Expense	-1,250.73

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	<u>\$ Over Budget</u>
6142 · Printing Expense	-37.50
6143 · Office equipment/machines	-696.20
6145 · PO Box Fee	-20.92
6146 · Supplies	483.07
6140 · Office Supplies Expense - Other	<u>103.87</u>
Total 6140 · Office Supplies Expense	-1,418.41
6150 · Dues and Subscriptions	1.40
6160 · Repairs & Maintenance	-214.24
6180 · Warehouse Supplies	411.19
6190 · Tax Expense	
6200 · Bank & Merchant Fees	
6205 · Shopify Fees	-222.22
6207 · PayPal Fee	-641.51
6208 · Credit Card Fees (Finance charg	11.94
6209 · Foreign Exchange (Gain)Loss	
Total 6200 · Bank & Merchant Fees	-6,489.30
6210 · Depreciation & Amortization	
6211 · Depreciation Expense	164.18
6212 · Amortization Expense	<u>-8.17</u>
Total 6210 · Depreciation & Amortization	156.01
9999 · Suspense	
9991 · Inventory Adjustments	
9999 · Suspense - Other	
Total 9999 · Suspense	
Total Expense	<u>-13,724.64</u>
Net Ordinary Income	<u>10,425.21</u>
Net Income	<u><u>10,425.21</u></u>