

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss

August 2020

	<u>Aug 20</u>	<u>Jul 20</u>
Ordinary Income/Expense		
Income		
4010 · Shopify Revenue		
4011 · Textbook Revenue	17,793.50	17,492.50
4012 · Workbook Revenue	13,014.00	12,189.39
4013 · Tri-Fold Revenue	636.00	550.34
4014 · Audio Royalty Revenue	285.00	192.00
4015 · Medallions & Chip Revenue	664.00	955.00
4017 · 7th Tradition Contributions	12,009.00	8,762.00
4018 · Shipping And Handling	9,942.53	7,628.37
4019 · Complimentary Copy	139.93	134.01
4025 · Intergroup Discount	-1,972.98	-2,107.34
4028 · Sales Discounts	-262.62	-20.18
4029 · Returns and Allowances	-181.58	-90.30
Total 4010 · Shopify Revenue	<u>52,066.78</u>	<u>45,685.79</u>
4030 · Amazon Revenue		
4031 · Textbook Revenue	25,196.18	25,487.93
4032 · Workbook Revenue	22,113.54	21,469.00
4034 · E-Book Royalty Revenue	2,849.61	4,232.20
4036 · Shipping Revenue	1,523.32	1,452.59
4037 · Gift Wrap Revenue	11.97	5.98
4038 · Discounts	-504.05	-637.24
Total 4030 · Amazon Revenue	<u>51,190.57</u>	<u>52,010.46</u>
4050 · Barnes & Noble Revenue		
4056 · E-Book Royalty Revenue	123.31	116.82
Total 4050 · Barnes & Noble Revenue	<u>123.31</u>	<u>116.82</u>
4060 · Audible Revenue		
4064 · Audio Royalty Revenue	1,661.59	1,956.05
Total 4060 · Audible Revenue	<u>1,661.59</u>	<u>1,956.05</u>
4070 · Royalty Contract Revenue		
4071 · Textbook Printing Revenue	0.00	6,213.51
4072 · Audio Revenue	0.00	6.00
Total 4070 · Royalty Contract Revenue	<u>0.00</u>	<u>6,219.51</u>
4080 · 7th Traditions Contributions	1,533.86	2,202.27
4200 · Other Revenue		
4201 · Bank Interest	92.02	90.35
4202 · Credit Card Rewards	0.00	1,075.73
4280 · In-kind Donations	0.00	3,852.65
Total 4200 · Other Revenue	<u>92.02</u>	<u>5,018.73</u>
Total Income	<u>106,668.13</u>	<u>113,209.63</u>
Cost of Goods Sold		
5000 · Shopify-Cost of Goods Sold		
5010 · Shopify COGS		
5011 · Textbooks	4,868.17	4,912.47

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5012 · Workbooks	3,135.42	3,021.09
5013 · Tri-Folds	214.66	196.07
5015 · Medallions/Chips	240.64	456.65
Total 5010 · Shopify COGS	8,458.89	8,586.28
5020 · Shopify-Fulfillment Costs		
5022 · Freight Out (order Fulfillment)	6,977.71	10,069.01
5024 · Fulfillment, BANG	0.00	168.10
Total 5020 · Shopify-Fulfillment Costs	6,977.71	10,237.11
5030 · Direct Labor		
5031 · Direct Salary & Wages	8,185.47	9,284.14
5032 · Workers Compensation	360.97	455.68
5035 · Employer Taxes-Direct Labor	626.19	710.23
5030 · Direct Labor - Other	684.00	148.20
Total 5030 · Direct Labor	9,856.63	10,598.25
Total 5000 · Shopify-Cost of Goods Sold	25,293.23	29,421.64
5050 · Amazon COGS		
5051 · Textbooks	5,196.69	5,347.54
5052 · Workbooks	2,974.62	2,916.45
5053 · Fulfillment, Amazon UK	1,447.55	1,561.23
5054 · Fulfillment, Amazon US	26,097.73	29,948.70
Total 5050 · Amazon COGS	35,716.59	39,773.92
Total COGS	61,009.82	69,195.56
Gross Profit	45,658.31	44,014.07
Expense		
6010 · Payroll Expense		
6011 · Exempt Salary & Wages	2,423.08	2,653.85
6012 · Non-Exempt Salary & Wages	3,330.19	5,438.65
6013 · Workers' Compensation	219.55	448.52
6016 · Payroll Service Fees	262.34	381.35
Total 6010 · Payroll Expense	6,235.16	8,922.37
6030 · Payroll Taxes		
6031 · Non-Exempt Employer Taxes	254.76	484.37
6032 · Exempt Employer Taxes	185.38	203.00
Total 6030 · Payroll Taxes	440.14	687.37
6057 · Events		
6058 · Event Meals	102.04	188.10
Total 6057 · Events	102.04	188.10
6070 · Program Initiatives		
6071 · Materials	0.00	343.24
Total 6070 · Program Initiatives	0.00	343.24
6080 · Professional Fees		
6081 · Accounting Expense	10,767.86	8,100.00
6083 · Staffing Services	498.46	516.82
6084 · Translation Expense	709.76	0.00

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Total 6080 · Professional Fees	11,976.08	8,616.82
6090 · Technology IT Support		
6091 · Website Expenses	41.58	68.50
6092 · Software Support Expense	129.97	70.88
6093 · Storage & Anti-virus Protection	112.00	-0.70
6094 · Sales Support	455.00	55.00
6095 · Accounting IT	1,338.39	1,347.37
6090 · Technology IT Support - Other	398.92	621.10
Total 6090 · Technology IT Support	<u>2,475.86</u>	<u>2,162.15</u>
6110 · Insurance Expense		
6111 · Board Insurance (EO) Expense	111.34	111.34
6112 · Business & Property Liability	108.17	108.17
Total 6110 · Insurance Expense	<u>219.51</u>	<u>219.51</u>
6120 · Rent Expense	3,852.65	3,852.65
6130 · Utilities Expense		
6131 · Electric Expense	216.97	223.53
6132 · Telephone Expense	277.46	325.28
Total 6130 · Utilities Expense	<u>494.43</u>	<u>548.81</u>
6140 · Office Supplies Expense		
6146 · Supplies	649.74	506.71
6140 · Office Supplies Expense - Other	114.64	3.99
Total 6140 · Office Supplies Expense	<u>764.38</u>	<u>510.70</u>
6150 · Dues and Subscriptions	357.02	241.03
6180 · Warehouse Supplies	1,005.59	1,444.30
6190 · Tax Expense	2,028.43	20.00
6200 · Bank & Merchant Fees		
6205 · Shopify Fees	870.56	1,109.40
6207 · PayPal Fee	495.84	939.21
6208 · Credit Card Fees (Finance charg	57.77	8.17
6209 · Foreign Exchange (Gain)Loss	-5,637.51	290.51
Total 6200 · Bank & Merchant Fees	<u>-4,213.34</u>	<u>2,347.29</u>
6210 · Depreciation & Amortization		
6211 · Depreciation Expense	517.00	517.00
6212 · Amortization Expense	932.00	929.00
Total 6210 · Depreciation & Amortization	<u>1,449.00</u>	<u>1,446.00</u>
9999 · Suspense		
9991 · Inventory Adjustments	-2,513.66	-1,485.10
Total 9999 · Suspense	<u>-2,513.66</u>	<u>-1,485.10</u>
Total Expense	<u>24,673.29</u>	<u>30,065.24</u>
Net Ordinary Income	<u>20,985.02</u>	<u>13,948.83</u>
Net Income	<u><u>20,985.02</u></u>	<u><u>13,948.83</u></u>