

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

	<u>Sep 20</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
4010 · Shopify Revenue		
4011 · Textbook Revenue	17,506.00	30,374.00
4012 · Workbook Revenue	10,772.00	14,219.90
4013 · Tri-Fold Revenue	518.05	1,352.40
4014 · Audio Royalty Revenue	738.00	419.21
4015 · Medallions & Chip Revenue	792.00	2,838.54
4017 · 7th Tradition Contributions	9,516.00	5,736.42
4018 · Shipping And Handling	7,228.26	9,093.65
4019 · Complimentary Copy	187.73	116.59
4025 · Intergroup Discount	-913.86	-4,396.23
4026 · Volume Discount	0.00	-149.88
4027 · Misc. Discount	0.00	-251.43
4028 · Sales Discounts	-184.07	
4029 · Returns and Allowances	-250.40	
Total 4010 · Shopify Revenue	<u>45,909.71</u>	<u>59,353.17</u>
4030 · Amazon Revenue		
4031 · Textbook Revenue	25,481.36	19,437.34
4032 · Workbook Revenue	20,573.71	17,930.36
4034 · E-Book Royalty Revenue	533.83	2,542.01
4036 · Shipping Revenue	1,967.61	1,618.40
4037 · Gift Wrap Revenue	27.94	6.79
4038 · Discounts	-570.27	-759.26
4039 · Returns and Allowances	238.77	
Total 4030 · Amazon Revenue	<u>48,252.95</u>	<u>40,775.64</u>
4050 · Barnes & Noble Revenue		
4056 · E-Book Royalty Revenue	0.00	94.02
Total 4050 · Barnes & Noble Revenue	<u>0.00</u>	<u>94.02</u>
4060 · Audible Revenue		
4064 · Audio Royalty Revenue	1,691.54	2,121.85
Total 4060 · Audible Revenue	<u>1,691.54</u>	<u>2,121.85</u>
4070 · Royalty Contract Revenue		
4071 · Textbook Printing Revenue	184.86	
Total 4070 · Royalty Contract Revenue	<u>184.86</u>	
4080 · 7th Traditions Contributions	2,868.22	5,770.49
4100 · Consignment	0.00	179.15
4150 · European Sales	0.00	3,189.84
4200 · Other Revenue		
4201 · Bank Interest	94.29	
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	94.29	0.00
Total Income	99,001.57	111,484.16
Cost of Goods Sold		
5000 · Shopify-Cost of Goods Sold		
5010 · Shopify COGS		
5011 · Textbooks	4,789.34	8,896.68
5012 · Workbooks	2,669.16	3,950.20
5013 · Tri-Folds	182.01	544.31
5015 · Medallions/Chips	267.72	984.76
Total 5010 · Shopify COGS	7,908.23	14,375.95
5020 · Shopify-Fulfillment Costs		
5021 · Shipping Supplies	0.00	516.98
5022 · Freight Out (order Fulfillment)	9,967.48	7,083.73
5024 · Fulfillment, BANG	0.00	474.96
5026 · Bang Storage	101.00	5.64
Total 5020 · Shopify-Fulfillment Costs	10,068.48	8,081.31
5030 · Direct Labor		
5031 · Direct Salary & Wages	8,786.68	8,053.73
5032 · Workers Compensation	332.26	483.22
5035 · Employer Taxes-Direct Labor	672.16	644.30
Total 5030 · Direct Labor	9,791.10	9,181.25
Total 5000 · Shopify-Cost of Goods Sold	27,767.81	31,638.51
5050 · Amazon COGS		
5051 · Textbooks	5,204.17	4,538.09
5052 · Workbooks	2,744.61	2,938.83
5053 · Fulfillment, Amazon UK	1,487.65	1,226.15
5054 · Fulfillment, Amazon US	24,667.21	20,397.59
5058 · Freight-Out(Order Fulfillment)	0.00	215.17
5059 · Freight-In(Transfers)	0.00	272.67
Total 5050 · Amazon COGS	34,103.64	29,588.50
5100 · Consignment COGS	0.00	110.48
5560 · European Sales-COGS	0.00	1,188.90
Total COGS	61,871.45	62,526.39
Gross Profit	37,130.12	48,957.77
Expense		
6010 · Payroll Expense		
6011 · Exempt Salary & Wages	2,538.47	2,500.00
6012 · Non-Exempt Salary & Wages	2,370.78	6,701.19
6013 · Workers' Compensation	181.57	535.22
6016 · Payroll Service Fees	258.66	350.72
Total 6010 · Payroll Expense	5,349.48	10,087.13
6030 · Payroll Taxes		
6031 · Non-Exempt Employer Taxes	181.36	521.52
6032 · Exempt Employer Taxes	194.19	200.00

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Total 6030 · Payroll Taxes	375.55	721.52
6050 · Travel & Mileage Expense		
6052 · Airfare & Vehicle Rentals	619.25	154.17
6053 · Lodging	71.83	360.00
Total 6050 · Travel & Mileage Expense	<u>691.08</u>	<u>514.17</u>
6054 · Contractors	0.00	2,156.67
6055 · Literature	0.00	833.33
6057 · Events		
6058 · Event Meals	252.91	50.00
6059 · Facility	0.00	741.67
6057 · Events - Other	0.00	250.01
Total 6057 · Events	<u>252.91</u>	<u>1,041.68</u>
6070 · Program Initiatives		
6071 · Materials	0.00	784.06
6072 · Other Program Costs	0.00	833.34
Total 6070 · Program Initiatives	<u>0.00</u>	<u>1,617.40</u>
6080 · Professional Fees		
6081 · Accounting Expense	12,004.50	5,500.00
6082 · Legal Fees	0.00	833.32
6083 · Staffing Services	524.06	
6084 · Translation Expense	0.00	125.00
Total 6080 · Professional Fees	<u>12,528.56</u>	<u>6,458.32</u>
6090 · Technology IT Support		
6091 · Website Expenses	61.58	1,311.91
6092 · Software Support Expense	29.98	233.33
6093 · Storage & Anti-virus Protection	112.00	221.49
6094 · Sales Support	55.00	
6095 · Accounting IT	1,338.39	708.49
6090 · Technology IT Support - Other	738.92	708.33
Total 6090 · Technology IT Support	<u>2,335.87</u>	<u>3,183.55</u>
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	<u>219.51</u>	<u>670.32</u>
6120 · Rent Expense	3,958.65	3,300.00
6130 · Utilities Expense		
6131 · Electric Expense	213.52	391.98
6132 · Telephone Expense	376.35	459.24
Total 6130 · Utilities Expense	<u>589.87</u>	<u>851.22</u>
6140 · Office Supplies Expense		
6141 · Postage Expense	0.00	229.17
6142 · Printing Expense	0.00	37.50
6143 · Office equipment/machines	413.73	83.33

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6145 · PO Box Fee	0.00	20.92
6146 · Supplies	338.61	166.66
6140 · Office Supplies Expense - Other	0.00	10.77
Total 6140 · Office Supplies Expense	<u>752.34</u>	<u>548.35</u>
6150 · Dues and Subscriptions	338.00	355.62
6160 · Repairs & Maintenance	0.00	214.24
6180 · Warehouse Supplies	508.23	594.40
6190 · Tax Expense	7,583.11	
6200 · Bank & Merchant Fees		
6205 · Shopify Fees	1,344.25	1,092.78
6207 · PayPal Fee	626.49	1,137.35
6208 · Credit Card Fees (Finance charg	0.00	45.84
6209 · Foreign Exchange (Gain)Loss	1,028.60	
6200 · Bank & Merchant Fees - Other	24.95	
Total 6200 · Bank & Merchant Fees	<u>3,024.29</u>	<u>2,275.97</u>
6210 · Depreciation & Amortization		
6211 · Depreciation Expense	550.00	352.82
6212 · Amortization Expense	932.00	940.17
Total 6210 · Depreciation & Amortization	<u>1,482.00</u>	<u>1,292.99</u>
9999 · Suspense		
9991 · Inventory Adjustments	510.12	
9999 · Suspense - Other	118.14	
Total 9999 · Suspense	<u>628.26</u>	
Total Expense	<u>40,617.71</u>	<u>36,763.50</u>
Net Ordinary Income	<u>-3,487.59</u>	<u>12,194.27</u>
Net Income	<u><u>-3,487.59</u></u>	<u><u>12,194.27</u></u>