

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss

September 2020

	<u>Sep 20</u>	<u>Aug 20</u>
Ordinary Income/Expense		
Income		
4010 · Shopify Revenue		
4011 · Textbook Revenue	17,506.00	17,793.50
4012 · Workbook Revenue	10,772.00	13,026.00
4013 · Tri-Fold Revenue	518.05	636.00
4014 · Audio Royalty Revenue	738.00	285.00
4015 · Medallions & Chip Revenue	792.00	664.00
4017 · 7th Tradition Contributions	9,516.00	12,039.00
4018 · Shipping And Handling	7,228.26	9,946.36
4019 · Complimentary Copy	187.73	139.93
4025 · Intergroup Discount	-913.86	-1,972.98
4028 · Sales Discounts	-184.07	-262.62
4029 · Returns and Allowances	-250.40	-96.61
Total 4010 · Shopify Revenue	<u>45,909.71</u>	<u>52,197.58</u>
4030 · Amazon Revenue		
4031 · Textbook Revenue	25,481.36	25,229.43
4032 · Workbook Revenue	20,573.71	22,239.94
4034 · E-Book Royalty Revenue	533.83	2,849.61
4036 · Shipping Revenue	1,967.61	1,535.20
4037 · Gift Wrap Revenue	27.94	11.97
4038 · Discounts	-570.27	-508.62
4039 · Returns and Allowances	238.77	-238.77
Total 4030 · Amazon Revenue	<u>48,252.95</u>	<u>51,118.76</u>
4050 · Barnes & Noble Revenue		
4056 · E-Book Royalty Revenue	0.00	123.31
Total 4050 · Barnes & Noble Revenue	<u>0.00</u>	<u>123.31</u>
4060 · Audible Revenue		
4064 · Audio Royalty Revenue	1,691.54	1,661.59
Total 4060 · Audible Revenue	<u>1,691.54</u>	<u>1,661.59</u>
4070 · Royalty Contract Revenue		
4071 · Textbook Printing Revenue	184.86	0.00
Total 4070 · Royalty Contract Revenue	<u>184.86</u>	<u>0.00</u>
4080 · 7th Traditions Contributions	2,868.22	1,533.86
4200 · Other Revenue		
4201 · Bank Interest	94.29	92.02
Total 4200 · Other Revenue	<u>94.29</u>	<u>92.02</u>
Total Income	<u>99,001.57</u>	<u>106,727.12</u>
Cost of Goods Sold		
5000 · Shopify-Cost of Goods Sold		
5010 · Shopify COGS		
5011 · Textbooks	4,789.34	4,902.62
5012 · Workbooks	2,669.16	3,203.50
5013 · Tri-Folds	182.01	214.98

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5015 · Medallions/Chips	267.72	241.96
Total 5010 · Shopify COGS	7,908.23	8,563.06
5020 · Shopify-Fulfillment Costs		
5022 · Freight Out (order Fulfillment)	9,967.48	7,777.71
5024 · Fulfillment, BANG	0.00	62.50
5026 · Bang Storage	101.00	0.00
Total 5020 · Shopify-Fulfillment Costs	10,068.48	7,840.21
5030 · Direct Labor		
5031 · Direct Salary & Wages	8,786.68	8,185.47
5032 · Workers Compensation	332.26	360.97
5035 · Employer Taxes-Direct Labor	672.16	626.19
5030 · Direct Labor - Other	0.00	684.00
Total 5030 · Direct Labor	9,791.10	9,856.63
Total 5000 · Shopify-Cost of Goods Sold	27,767.81	26,259.90
5050 · Amazon COGS		
5051 · Textbooks	5,204.17	5,203.31
5052 · Workbooks	2,744.61	2,994.45
5053 · Fulfillment, Amazon UK	1,487.65	1,561.23
5054 · Fulfillment, Amazon US	24,667.21	26,097.73
Total 5050 · Amazon COGS	34,103.64	35,856.72
Total COGS	61,871.45	62,116.62
Gross Profit	37,130.12	44,610.50
Expense		
6010 · Payroll Expense		
6011 · Exempt Salary & Wages	2,538.47	2,423.08
6012 · Non-Exempt Salary & Wages	2,370.78	3,330.19
6013 · Workers' Compensation	181.57	219.55
6016 · Payroll Service Fees	258.66	262.34
Total 6010 · Payroll Expense	5,349.48	6,235.16
6030 · Payroll Taxes		
6031 · Non-Exempt Employer Taxes	181.36	254.76
6032 · Exempt Employer Taxes	194.19	185.38
Total 6030 · Payroll Taxes	375.55	440.14
6050 · Travel & Mileage Expense		
6052 · Airfare & Vehicle Rentals	619.25	0.00
6053 · Lodging	71.83	0.00
Total 6050 · Travel & Mileage Expense	691.08	0.00
6057 · Events		
6058 · Event Meals	252.91	102.04
Total 6057 · Events	252.91	102.04
6080 · Professional Fees		
6081 · Accounting Expense	12,004.50	10,767.86
6083 · Staffing Services	524.06	498.46
6084 · Translation Expense	0.00	709.76

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Total 6080 · Professional Fees	12,528.56	11,976.08
6090 · Technology IT Support		
6091 · Website Expenses	61.58	41.58
6092 · Software Support Expense	29.98	129.97
6093 · Storage & Anti-virus Protection	112.00	112.00
6094 · Sales Support	55.00	55.00
6095 · Accounting IT	1,338.39	1,338.39
6090 · Technology IT Support - Other	738.92	398.92
Total 6090 · Technology IT Support	<u>2,335.87</u>	<u>2,075.86</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	3,958.65	3,852.65
6130 · Utilities Expense		
6131 · Electric Expense	213.52	216.97
6132 · Telephone Expense	376.35	277.46
Total 6130 · Utilities Expense	<u>589.87</u>	<u>494.43</u>
6140 · Office Supplies Expense		
6143 · Office equipment/machines	413.73	0.00
6146 · Supplies	338.61	331.88
6140 · Office Supplies Expense - Other	0.00	114.64
Total 6140 · Office Supplies Expense	<u>752.34</u>	<u>446.52</u>
6150 · Dues and Subscriptions	338.00	357.02
6180 · Warehouse Supplies	508.23	1,005.59
6190 · Tax Expense	7,583.11	1,795.61
6200 · Bank & Merchant Fees		
6205 · Shopify Fees	1,344.25	870.56
6207 · PayPal Fee	626.49	495.84
6208 · Credit Card Fees (Finance charg	0.00	57.27
6209 · Foreign Exchange (Gain)Loss	1,028.60	-5,637.51
6200 · Bank & Merchant Fees - Other	24.95	0.00
Total 6200 · Bank & Merchant Fees	<u>3,024.29</u>	<u>-4,213.84</u>
6210 · Depreciation & Amortization		
6211 · Depreciation Expense	550.00	517.00
6212 · Amortization Expense	932.00	932.00
Total 6210 · Depreciation & Amortization	<u>1,482.00</u>	<u>1,449.00</u>
9999 · Suspense		
9991 · Inventory Adjustments	510.12	2,836.93
9999 · Suspense - Other	118.14	0.00
Total 9999 · Suspense	<u>628.26</u>	<u>2,836.93</u>
Total Expense	<u>40,617.71</u>	<u>29,072.70</u>
Net Ordinary Income	<u>-3,487.59</u>	<u>15,537.80</u>
Net Income	<u><u>-3,487.59</u></u>	<u><u>15,537.80</u></u>