

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

**Profit & Loss**

October 2020

	<u>Oct 20</u>	<u>Sep 20</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>4010 · Shopify Revenue</b>		
4011 · Textbook Revenue	14,879.50	17,506.00
4012 · Workbook Revenue	9,768.00	10,772.00
4013 · Tri-Fold Revenue	732.32	518.05
4014 · Audio Royalty Revenue	372.00	738.00
4015 · Medallions & Chip Revenue	389.00	792.00
4017 · 7th Tradition Contributions	8,590.00	9,516.00
4018 · Shipping And Handling	6,876.35	7,228.26
4019 · Complimentary Copy	154.19	187.73
4025 · Intergroup Discount	-306.45	-913.86
4028 · Sales Discounts	-668.59	-184.07
4029 · Returns and Allowances	-78.30	-338.40
<b>Total 4010 · Shopify Revenue</b>	<u>40,708.02</u>	<u>45,821.71</u>
<b>4030 · Amazon Revenue</b>		
4031 · Textbook Revenue	22,720.43	25,746.61
4032 · Workbook Revenue	18,468.58	20,806.70
4034 · E-Book Royalty Revenue	2,955.02	3,123.73
4036 · Shipping Revenue	1,485.08	1,994.82
4037 · Gift Wrap Revenue	14.97	27.94
4038 · Discounts	-641.81	-580.15
<b>Total 4030 · Amazon Revenue</b>	<u>45,002.27</u>	<u>51,119.65</u>
<b>4050 · Barnes &amp; Noble Revenue</b>		
4056 · E-Book Royalty Revenue	142.78	0.00
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>142.78</u>	<u>0.00</u>
<b>4060 · Audible Revenue</b>		
4064 · Audio Royalty Revenue	0.00	1,691.54
<b>Total 4060 · Audible Revenue</b>	<u>0.00</u>	<u>1,691.54</u>
<b>4070 · Royalty Contract Revenue</b>		
4071 · Textbook Printing Revenue	0.00	184.86
<b>Total 4070 · Royalty Contract Revenue</b>	<u>0.00</u>	<u>184.86</u>
<b>4080 · 7th Traditions Contributions</b>	12,298.83	2,868.22
<b>4200 · Other Revenue</b>		
4201 · Bank Interest	88.69	94.29
<b>Total 4200 · Other Revenue</b>	<u>88.69</u>	<u>94.29</u>
<b>Total Income</b>	<u>98,240.59</u>	<u>101,780.27</u>
<b>Cost of Goods Sold</b>		
<b>5000 · Shopify-Cost of Goods Sold</b>		
<b>5010 · Shopify COGS</b>		
5011 · Textbooks	4,091.10	4,789.34
5012 · Workbooks	2,355.78	2,669.16
5013 · Tri-Folds	263.67	182.01
5015 · Medallions/Chips	144.87	267.72

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<b>Total 5010 · Shopify COGS</b>	6,855.42	7,908.23
<b>5020 · Shopify-Fulfillment Costs</b>		
5022 · Freight Out (order Fulfillment)	6,238.83	10,367.48
5026 · Bang Storage	139.20	101.00
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<u>6,378.03</u>	<u>10,468.48</u>
<b>5030 · Direct Labor</b>		
5031 · Direct Salary & Wages	10,928.50	8,786.68
5032 · Workers Compensation	523.00	332.26
5035 · Employer Taxes-Direct Labor	836.03	672.16
5030 · Direct Labor - Other	285.00	0.00
<b>Total 5030 · Direct Labor</b>	<u>12,572.53</u>	<u>9,791.10</u>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<u>25,805.98</u>	<u>28,167.81</u>
<b>5050 · Amazon COGS</b>		
5051 · Textbooks	5,053.43	5,313.83
5052 · Workbooks	2,445.36	2,791.92
5053 · Fulfillment, Amazon UK	806.51	1,023.42
5054 · Fulfillment, Amazon US	19,802.95	25,153.28
<b>Total 5050 · Amazon COGS</b>	<u>28,108.25</u>	<u>34,282.45</u>
<b>Total COGS</b>	<u>53,914.23</u>	<u>62,450.26</u>
<b>Gross Profit</b>	44,326.36	39,330.01
<b>Expense</b>		
<b>6010 · Payroll Expense</b>		
6011 · Exempt Salary & Wages	4,730.79	2,538.47
6012 · Non-Exempt Salary & Wages	10,226.84	2,370.78
6013 · Workers' Compensation	670.02	181.57
6016 · Payroll Service Fees	266.02	258.66
<b>Total 6010 · Payroll Expense</b>	<u>15,893.67</u>	<u>5,349.48</u>
<b>6030 · Payroll Taxes</b>		
6031 · Non-Exempt Employer Taxes	965.18	181.36
6032 · Exempt Employer Taxes	361.92	194.19
<b>Total 6030 · Payroll Taxes</b>	<u>1,327.10</u>	<u>375.55</u>
<b>6050 · Travel &amp; Mileage Expense</b>		
6052 · Airfare & Vehicle Rentals	152.25	619.25
6053 · Lodging	1,149.43	71.83
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<u>1,301.68</u>	<u>691.08</u>
<b>6054 · Contractors</b>	3,682.50	44.00
<b>6057 · Events</b>		
6058 · Event Meals	285.65	252.91
<b>Total 6057 · Events</b>	<u>285.65</u>	<u>252.91</u>
<b>6070 · Program Initiatives</b>		
6071 · Materials	16.00	0.00
<b>Total 6070 · Program Initiatives</b>	<u>16.00</u>	<u>0.00</u>
<b>6080 · Professional Fees</b>		
6081 · Accounting Expense	6,500.00	12,004.50

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6083 · Staffing Services	524.06	524.06
<b>Total 6080 · Professional Fees</b>	<b>7,024.06</b>	<b>12,528.56</b>
<b>6090 · Technology IT Support</b>		
6091 · Website Expenses	61.58	61.58
6092 · Software Support Expense	29.98	29.98
6093 · Storage & Anti-virus Protection	112.00	112.00
6094 · Sales Support	55.00	55.00
6095 · Accounting IT	1,438.39	1,338.39
6090 · Technology IT Support - Other	398.92	738.92
<b>Total 6090 · Technology IT Support</b>	<b>2,095.87</b>	<b>2,335.87</b>
<b>6110 · Insurance Expense</b>		
6111 · Board Insurance (EO) Expense	0.00	111.34
6112 · Business & Property Liability	108.17	108.17
<b>Total 6110 · Insurance Expense</b>	<b>108.17</b>	<b>219.51</b>
<b>6120 · Rent Expense</b>	<b>3,852.65</b>	<b>3,852.65</b>
<b>6130 · Utilities Expense</b>		
6131 · Electric Expense	235.42	213.52
6132 · Telephone Expense	345.21	376.35
<b>Total 6130 · Utilities Expense</b>	<b>580.63</b>	<b>589.87</b>
<b>6140 · Office Supplies Expense</b>		
6143 · Office equipment/machines	0.00	53.73
6146 · Supplies	147.48	338.61
6140 · Office Supplies Expense - Other	53.06	0.00
<b>Total 6140 · Office Supplies Expense</b>	<b>200.54</b>	<b>392.34</b>
<b>6150 · Dues and Subscriptions</b>	<b>193.43</b>	<b>338.00</b>
<b>6180 · Warehouse Supplies</b>	<b>1,494.18</b>	<b>508.23</b>
<b>6190 · Tax Expense</b>	<b>309.11</b>	<b>7,657.25</b>
<b>6200 · Bank &amp; Merchant Fees</b>		
6205 · Shopify Fees	990.94	1,344.25
6207 · PayPal Fee	525.44	626.49
6208 · Credit Card Fees (Finance charge	12.55	0.00
6209 · Foreign Exchange (Gain)Loss	1,051.27	1,028.60
6200 · Bank & Merchant Fees - Other	37.52	24.95
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<b>2,617.72</b>	<b>3,024.29</b>
<b>6210 · Depreciation &amp; Amortization</b>		
6211 · Depreciation Expense	550.00	550.00
6212 · Amortization Expense	932.00	932.00
<b>Total 6210 · Depreciation &amp; Amortization</b>	<b>1,482.00</b>	<b>1,482.00</b>
<b>9999 · Suspense</b>		
9991 · Inventory Adjustments	-1,790.88	243.48
<b>Total 9999 · Suspense</b>	<b>-1,790.88</b>	<b>243.48</b>
<b>Total Expense</b>	<b>40,674.08</b>	<b>39,885.07</b>
<b>Net Ordinary Income</b>	<b>3,652.28</b>	<b>-555.06</b>
<b>Net Income</b>	<b>3,652.28</b>	<b>-555.06</b>