

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss Budget vs. Actual

October 2020

	<u>Oct 20</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
4010 · Shopify Revenue		
4011 · Textbook Revenue	14,879.50	30,374.00
4012 · Workbook Revenue	9,768.00	14,219.90
4013 · Tri-Fold Revenue	732.32	1,352.40
4014 · Audio Royalty Revenue	372.00	419.21
4015 · Medallions & Chip Revenue	389.00	2,838.54
4017 · 7th Tradition Contributions	8,590.00	5,736.42
4018 · Shipping And Handling	6,876.35	9,093.65
4019 · Complimentary Copy	154.19	116.59
4025 · Intergroup Discount	-306.45	-4,396.23
4026 · Volume Discount	0.00	-149.88
4027 · Misc. Discount	0.00	-251.43
4028 · Sales Discounts	-668.59	
4029 · Returns and Allowances	-78.30	
Total 4010 · Shopify Revenue	<u>40,708.02</u>	<u>59,353.17</u>
4030 · Amazon Revenue		
4031 · Textbook Revenue	22,720.43	19,437.34
4032 · Workbook Revenue	18,468.58	17,930.36
4034 · E-Book Royalty Revenue	2,955.02	2,542.01
4036 · Shipping Revenue	1,485.08	1,618.40
4037 · Gift Wrap Revenue	14.97	6.79
4038 · Discounts	-641.81	-759.26
Total 4030 · Amazon Revenue	<u>45,002.27</u>	<u>40,775.64</u>
4050 · Barnes & Noble Revenue		
4056 · E-Book Royalty Revenue	142.78	94.02
Total 4050 · Barnes & Noble Revenue	<u>142.78</u>	<u>94.02</u>
4060 · Audible Revenue		
4064 · Audio Royalty Revenue	0.00	2,121.85
Total 4060 · Audible Revenue	<u>0.00</u>	<u>2,121.85</u>
4080 · 7th Traditions Contributions	12,298.83	5,770.49
4100 · Consignment	0.00	179.15
4150 · European Sales	0.00	3,189.84
4200 · Other Revenue		
4201 · Bank Interest	88.69	
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>
Total 4200 · Other Revenue	<u>88.69</u>	<u>0.00</u>
Total Income	<u>98,240.59</u>	<u>111,484.16</u>
Cost of Goods Sold		
5000 · Shopify-Cost of Goods Sold		

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5010 · Shopify COGS		
5011 · Textbooks	4,091.10	8,896.68
5012 · Workbooks	2,355.78	3,950.20
5013 · Tri-Folds	263.67	544.31
5015 · Medallions/Chips	144.87	984.76
Total 5010 · Shopify COGS	<u>6,855.42</u>	<u>14,375.95</u>
5020 · Shopify-Fulfillment Costs		
5021 · Shipping Supplies	0.00	516.98
5022 · Freight Out (order Fulfillment)	6,238.83	7,083.73
5024 · Fulfillment, BANG	0.00	474.96
5026 · Bang Storage	139.20	5.64
Total 5020 · Shopify-Fulfillment Costs	<u>6,378.03</u>	<u>8,081.31</u>
5030 · Direct Labor		
5031 · Direct Salary & Wages	10,928.50	8,053.73
5032 · Workers Compensation	523.00	483.22
5035 · Employer Taxes-Direct Labor	836.03	644.30
5030 · Direct Labor - Other	285.00	
Total 5030 · Direct Labor	<u>12,572.53</u>	<u>9,181.25</u>
Total 5000 · Shopify-Cost of Goods Sold	<u>25,805.98</u>	<u>31,638.51</u>
5050 · Amazon COGS		
5051 · Textbooks	5,053.43	4,538.09
5052 · Workbooks	2,445.36	2,938.83
5053 · Fulfillment, Amazon UK	806.51	1,226.15
5054 · Fulfillment, Amazon US	19,802.95	20,397.59
5058 · Freight-Out(Order Fulfillment)	0.00	215.17
5059 · Freight-In(Transfers)	0.00	272.67
Total 5050 · Amazon COGS	<u>28,108.25</u>	<u>29,588.50</u>
5100 · Consignment COGS	0.00	110.48
5560 · European Sales-COGS	0.00	1,188.90
Total COGS	<u>53,914.23</u>	<u>62,526.39</u>
Gross Profit	44,326.36	48,957.77
Expense		
6010 · Payroll Expense		
6011 · Exempt Salary & Wages	4,730.79	2,500.00
6012 · Non-Exempt Salary & Wages	10,226.84	6,701.19
6013 · Workers' Compensation	670.02	535.22
6016 · Payroll Service Fees	266.02	350.72
Total 6010 · Payroll Expense	<u>15,893.67</u>	<u>10,087.13</u>
6030 · Payroll Taxes		
6031 · Non-Exempt Employer Taxes	965.18	521.52
6032 · Exempt Employer Taxes	361.92	200.00
Total 6030 · Payroll Taxes	<u>1,327.10</u>	<u>721.52</u>
6050 · Travel & Mileage Expense		
6052 · Airfare & Vehicle Rentals	152.25	5,154.17

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6053 · Lodging	1,149.43	5,360.00
Total 6050 · Travel & Mileage Expense	<u>1,301.68</u>	<u>10,514.17</u>
6054 · Contractors	3,682.50	2,156.67
6055 · Literature	0.00	833.33
6057 · Events		
6058 · Event Meals	285.65	50.00
6059 · Facility	0.00	741.67
6057 · Events - Other	0.00	250.01
Total 6057 · Events	<u>285.65</u>	<u>1,041.68</u>
6070 · Program Initiatives		
6071 · Materials	16.00	784.06
6072 · Other Program Costs	0.00	833.34
Total 6070 · Program Initiatives	<u>16.00</u>	<u>1,617.40</u>
6080 · Professional Fees		
6081 · Accounting Expense	6,500.00	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>7,024.06</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	221.48
6094 · Sales Support	55.00	
6095 · Accounting IT	1,438.39	708.49
6090 · Technology IT Support - Other	398.92	708.33
Total 6090 · Technology IT Support	<u>2,095.87</u>	<u>3,183.54</u>
6100 · License & Permits	0.00	46.62
6110 · Insurance Expense		
6111 · Board Insurance (EO) Expense	0.00	238.32
6112 · Business & Property Liability	108.17	432.00
Total 6110 · Insurance Expense	<u>108.17</u>	<u>670.32</u>
6120 · Rent Expense	3,852.65	3,300.00
6130 · Utilities Expense		
6131 · Electric Expense	235.42	391.98
6132 · Telephone Expense	345.21	459.24
Total 6130 · Utilities Expense	<u>580.63</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	0.00	83.33
6145 · PO Box Fee	0.00	20.92
6146 · Supplies	147.48	166.66
6140 · Office Supplies Expense - Other	53.06	10.77

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Total 6140 · Office Supplies Expense	200.54	548.35
6150 · Dues and Subscriptions	193.43	355.62
6160 · Repairs & Maintenance	0.00	214.24
6180 · Warehouse Supplies	1,494.18	594.40
6190 · Tax Expense	309.11	
6200 · Bank & Merchant Fees		
6205 · Shopify Fees	990.94	1,092.78
6207 · PayPal Fee	525.44	1,137.35
6208 · Credit Card Fees (Finance charg	12.55	45.84
6209 · Foreign Exchange (Gain)Loss	1,051.27	
6200 · Bank & Merchant Fees - Other	37.52	
Total 6200 · Bank & Merchant Fees	<u>2,617.72</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	-1,790.88	
9999 · Suspense - Other	0.00	
Total 9999 · Suspense	<u>-1,790.88</u>	
Total Expense	<u>40,674.08</u>	<u>46,763.49</u>
Net Ordinary Income	<u>3,652.28</u>	<u>2,194.28</u>
Net Income	<u><u>3,652.28</u></u>	<u><u>2,194.28</u></u>