

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss

November 2020

	<u>Nov 20</u>	<u>Oct 20</u>
Ordinary Income/Expense		
Income		
4010 · Shopify Revenue		
4011 · Textbook Revenue	18,251.00	14,879.50
4012 · Workbook Revenue	9,307.53	9,768.00
4013 · Tri-Fold Revenue	522.75	732.32
4014 · Audio Royalty Revenue	255.00	372.00
4015 · Medallions & Chip Revenue	619.00	389.00
4017 · 7th Tradition Contributions	15,222.00	8,590.00
4018 · Shipping And Handling	6,922.21	6,876.35
4019 · Complimentary Copy	234.76	154.19
4025 · Intergroup Discount	-1,669.84	-306.45
4028 · Sales Discounts	-1,303.76	-668.59
4029 · Returns and Allowances	-153.10	-78.30
Total 4010 · Shopify Revenue	<u>48,207.55</u>	<u>40,708.02</u>
4030 · Amazon Revenue		
4031 · Textbook Revenue	22,743.44	22,759.93
4032 · Workbook Revenue	20,167.85	18,468.98
4034 · E-Book Royalty Revenue	2,676.59	2,955.02
4036 · Shipping Revenue	1,338.19	1,485.08
4037 · Gift Wrap Revenue	4.99	14.97
4038 · Discounts	-588.75	-641.81
Total 4030 · Amazon Revenue	<u>46,342.31</u>	<u>45,042.17</u>
4050 · Barnes & Noble Revenue		
4056 · E-Book Royalty Revenue	84.37	142.78
Total 4050 · Barnes & Noble Revenue	<u>84.37</u>	<u>142.78</u>
4060 · Audible Revenue		
4064 · Audio Royalty Revenue	1,549.84	0.00
Total 4060 · Audible Revenue	<u>1,549.84</u>	<u>0.00</u>
4080 · 7th Traditions Contributions	7,736.69	12,298.83
4200 · Other Revenue		
4201 · Bank Interest	93.51	88.69
Total 4200 · Other Revenue	<u>93.51</u>	<u>88.69</u>
Total Income	<u>104,014.27</u>	<u>98,280.49</u>
Cost of Goods Sold		
5000 · Shopify-Cost of Goods Sold		
5010 · Shopify COGS		
5011 · Textbooks	5,078.17	4,091.10
5012 · Workbooks	2,206.97	2,355.78
5013 · Tri-Folds	179.97	263.67
5015 · Medallions/Chips	230.80	144.87
Total 5010 · Shopify COGS	<u>7,695.91</u>	<u>6,855.42</u>
5020 · Shopify-Fulfillment Costs		
5022 · Freight Out (order Fulfillment)	6,214.64	6,638.83

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5026 · Bang Storage	132.00	139.20
Total 5020 · Shopify-Fulfillment Costs	6,346.64	6,778.03
5030 · Direct Labor		
5031 · Direct Salary & Wages	8,902.47	10,928.50
5032 · Workers Compensation	299.15	523.00
5035 · Employer Taxes-Direct Labor	759.82	836.03
5030 · Direct Labor - Other	0.00	285.00
Total 5030 · Direct Labor	9,961.44	12,572.53
Total 5000 · Shopify-Cost of Goods Sold	24,003.99	26,205.98
5050 · Amazon COGS		
5051 · Textbooks	4,893.89	5,061.34
5052 · Workbooks	2,654.04	2,447.22
5053 · Fulfillment, Amazon UK	735.88	806.51
5054 · Fulfillment, Amazon US	22,987.96	19,802.95
Total 5050 · Amazon COGS	31,271.77	28,118.02
Total COGS	55,275.76	54,324.00
Gross Profit	48,738.51	43,956.49
Expense		
6010 · Payroll Expense		
6011 · Exempt Salary & Wages	10,907.69	9,961.56
6012 · Non-Exempt Salary & Wages	2,464.63	4,996.07
6013 · Workers' Compensation	424.24	670.02
6016 · Payroll Service Fees	276.70	266.02
Total 6010 · Payroll Expense	14,073.26	15,893.67
6030 · Payroll Taxes		
6031 · Non-Exempt Employer Taxes	132.99	423.79
6032 · Exempt Employer Taxes	1,020.34	903.31
Total 6030 · Payroll Taxes	1,153.33	1,327.10
6050 · Travel & Mileage Expense		
6052 · Airfare & Vehicle Rentals	0.00	152.25
6053 · Lodging	0.00	1,149.43
Total 6050 · Travel & Mileage Expense	0.00	1,301.68
6054 · Contractors	2,399.88	0.00
6057 · Events		
6058 · Event Meals	254.23	285.65
Total 6057 · Events	254.23	285.65
6070 · Program Initiatives		
6071 · Materials	0.00	16.00
Total 6070 · Program Initiatives	0.00	16.00
6080 · Professional Fees		
6081 · Accounting Expense	7,125.00	10,182.50
6083 · HR Consulting	524.06	524.06
Total 6080 · Professional Fees	7,649.06	10,706.56
6090 · Technology IT Support		

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6091 · Website Expenses	141.57	61.58
6092 · Software Support Expense	29.98	29.98
6093 · Storage & Anti-virus Protection	169.00	112.00
6094 · Sales Support	343.00	55.00
6095 · Accounting IT	1,438.39	1,438.39
6090 · Technology IT Support - Other	557.92	398.92
Total 6090 · Technology IT Support	<u>2,679.86</u>	<u>2,095.87</u>
6110 · Insurance Expense		
6111 · Board Insurance (EO) Expense	122.17	0.00
6112 · Business & Property Liability	108.17	108.17
Total 6110 · Insurance Expense	<u>230.34</u>	<u>108.17</u>
6120 · Rent Expense	3,852.65	3,852.65
6130 · Utilities Expense		
6131 · Electric Expense	172.89	235.42
6132 · Telephone Expense	344.30	345.21
Total 6130 · Utilities Expense	<u>517.19</u>	<u>580.63</u>
6140 · Office Supplies Expense		
6146 · Supplies	612.25	147.48
6140 · Office Supplies Expense - Other	67.36	53.06
Total 6140 · Office Supplies Expense	<u>679.61</u>	<u>200.54</u>
6150 · Dues and Subscriptions	193.43	193.43
6180 · Warehouse Supplies	626.52	1,494.18
6190 · Tax Expense	4.29	309.11
6200 · Bank & Merchant Fees		
6205 · Shopify Fees	1,101.60	990.94
6207 · PayPal Fee	598.14	525.44
6208 · Credit Card Fees (Finance charg	0.00	12.55
6209 · Foreign Exchange (Gain)Loss	1,038.16	1,051.27
6200 · Bank & Merchant Fees - Other	35.48	37.52
Total 6200 · Bank & Merchant Fees	<u>2,773.38</u>	<u>2,617.72</u>
6210 · Depreciation & Amortization		
6211 · Depreciation Expense	550.00	550.00
6212 · Amortization Expense	932.00	932.00
Total 6210 · Depreciation & Amortization	<u>1,482.00</u>	<u>1,482.00</u>
6400 · Other Expense	158.23	0.00
9999 · Suspense		
9991 · Inventory Adjustments	-723.64	-1,790.88
Total 9999 · Suspense	<u>-723.64</u>	<u>-1,790.88</u>
Total Expense	<u>38,003.62</u>	<u>40,674.08</u>
Net Ordinary Income	<u>10,734.89</u>	<u>3,282.41</u>
Net Income	<u><u>10,734.89</u></u>	<u><u>3,282.41</u></u>