

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss Budget vs. Actual

November 2020

	<u>Nov 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4010 · Shopify Revenue			
4011 · Textbook Revenue	18,251.00	30,374.00	-12,123.00
4012 · Workbook Revenue	9,307.53	14,219.90	-4,912.37
4013 · Tri-Fold Revenue	522.75	1,352.40	-829.65
4014 · Audio Royalty Revenue	255.00	419.21	-164.21
4015 · Medallions & Chip Revenue	619.00	2,838.54	-2,219.54
4017 · 7th Tradition Contributions	15,222.00	5,736.42	9,485.58
4018 · Shipping And Handling	6,922.21	9,093.65	-2,171.44
4019 · Complimentary Copy	234.76	116.59	118.17
4025 · Intergroup Discount	-1,669.84	-4,396.23	2,726.39
4026 · Volume Discount	0.00	-149.88	149.88
4027 · Misc. Discount	0.00	-251.43	251.43
4028 · Sales Discounts	-1,303.76		
4029 · Returns and Allowances	-153.10		
Total 4010 · Shopify Revenue	<u>48,207.55</u>	<u>59,353.17</u>	<u>-11,145.62</u>
4030 · Amazon Revenue			
4031 · Textbook Revenue	22,743.44	19,437.34	3,306.10
4032 · Workbook Revenue	20,167.85	17,930.36	2,237.49
4034 · E-Book Royalty Revenue	2,676.59	2,542.01	134.58
4036 · Shipping Revenue	1,338.19	1,618.40	-280.21
4037 · Gift Wrap Revenue	4.99	6.79	-1.80
4038 · Discounts	-588.75	-759.26	170.51
Total 4030 · Amazon Revenue	<u>46,342.31</u>	<u>40,775.64</u>	<u>5,566.67</u>
4050 · Barnes & Noble Revenue			
4056 · E-Book Royalty Revenue	84.37	94.02	-9.65
Total 4050 · Barnes & Noble Revenue	<u>84.37</u>	<u>94.02</u>	<u>-9.65</u>
4060 · Audible Revenue			
4064 · Audio Royalty Revenue	1,549.84	2,121.85	-572.01
Total 4060 · Audible Revenue	<u>1,549.84</u>	<u>2,121.85</u>	<u>-572.01</u>
4080 · 7th Traditions Contributions	7,736.69	5,770.49	1,966.20
4100 · Consignment	0.00	179.15	-179.15
4150 · European Sales	0.00	3,189.84	-3,189.84
4200 · Other Revenue			
4201 · Bank Interest	93.51		
4250 · ABC/AWC Revenue			
4251 · Registrations	0.00	0.00	0.00
4252 · Meal Tickets	0.00	0.00	0.00
Total 4250 · ABC/AWC Revenue	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total 4200 · Other Revenue	<u>93.51</u>	<u>0.00</u>	<u>93.51</u>
Total Income	<u>104,014.27</u>	<u>111,484.16</u>	<u>-7,469.89</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold			
5010 · Shopify COGS			
5011 · Textbooks	5,078.17	8,896.68	-3,818.51
5012 · Workbooks	2,206.97	3,950.20	-1,743.23
5013 · Tri-Folds	179.97	544.33	-364.36
5015 · Medallions/Chips	230.80	984.76	-753.96
Total 5010 · Shopify COGS	<u>7,695.91</u>	<u>14,375.97</u>	<u>-6,680.06</u>
5020 · Shopify-Fulfillment Costs			
5021 · Shipping Supplies	0.00	516.98	-516.98

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5022 · Freight Out (order Fulfillment)	6,214.64	7,083.73	-869.09
5024 · Fulfillment, BANG	0.00	474.96	-474.96
5026 · Bang Storage	132.00	5.64	126.36
Total 5020 · Shopify-Fulfillment Costs	6,346.64	8,081.31	-1,734.67
5030 · Direct Labor			
5031 · Direct Salary & Wages	8,902.47	8,053.73	848.74
5032 · Workers Compensation	299.15	483.22	-184.07
5035 · Employer Taxes-Direct Labor	759.82	644.30	115.52
Total 5030 · Direct Labor	9,961.44	9,181.25	780.19
Total 5000 · Shopify-Cost of Goods Sold	24,003.99	31,638.53	-7,634.54
5050 · Amazon COGS			
5051 · Textbooks	4,893.89	4,538.09	355.80
5052 · Workbooks	2,654.04	2,938.83	-284.79
5053 · Fulfillment, Amazon UK	735.88	1,226.15	-490.27
5054 · Fulfillment, Amazon US	22,987.96	20,397.59	2,590.37
5058 · Freight-Out(Order Fulfillment)	0.00	215.17	-215.17
5059 · Freight-In(Transfers)	0.00	272.67	-272.67
Total 5050 · Amazon COGS	31,271.77	29,588.50	1,683.27
5100 · Consignment COGS	0.00	110.48	-110.48
5560 · European Sales-COGS	0.00	1,188.90	-1,188.90
Total COGS	55,275.76	62,526.41	-7,250.65
Gross Profit	48,738.51	48,957.75	-219.24
Expense			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	10,907.69	2,500.00	8,407.69
6012 · Non-Exempt Salary & Wages	2,464.63	6,701.19	-4,236.56
6013 · Workers' Compensation	424.24	535.22	-110.98
6016 · Payroll Service Fees	276.70	350.72	-74.02
Total 6010 · Payroll Expense	14,073.26	10,087.13	3,986.13
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	132.99	521.52	-388.53
6032 · Exempt Employer Taxes	1,020.34	200.00	820.34
Total 6030 · Payroll Taxes	1,153.33	721.52	431.81
6050 · Travel & Mileage Expense			
6052 · Airfare & Vehicle Rentals	0.00	154.17	-154.17
6053 · Lodging	0.00	360.00	-360.00
Total 6050 · Travel & Mileage Expense	0.00	514.17	-514.17
6054 · Contractors	2,399.88	2,156.67	243.21
6055 · Literature	0.00	833.33	-833.33
6057 · Events			
6058 · Event Meals	254.23	50.00	204.23
6059 · Facility	0.00	741.65	-741.65
6057 · Events - Other	0.00	249.99	-249.99
Total 6057 · Events	254.23	1,041.64	-787.41
6070 · Program Initiatives			
6071 · Materials	0.00	784.06	-784.06
6072 · Other Program Costs	0.00	833.34	-833.34
Total 6070 · Program Initiatives	0.00	1,617.40	-1,617.40
6080 · Professional Fees			
6081 · Accounting Expense	7,125.00	5,500.00	1,625.00
6082 · Legal Fees	0.00	833.32	-833.32
6083 · HR Consulting	524.06		

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6084 · Translation Expense	0.00	125.00	-125.00
Total 6080 · Professional Fees	7,649.06	6,458.32	1,190.74
6090 · Technology IT Support			
6091 · Website Expenses	141.57	1,311.91	-1,170.34
6092 · Software Support Expense	29.98	233.33	-203.35
6093 · Storage & Anti-virus Protection	169.00	221.48	-52.48
6094 · Sales Support	343.00		
6095 · Accounting IT	1,438.39	708.49	729.90
6090 · Technology IT Support - Other	557.92	708.33	-150.41
Total 6090 · Technology IT Support	2,679.86	3,183.54	-503.68
6100 · License & Permits	0.00	46.62	-46.62
6110 · Insurance Expense			
6111 · Board Insurance (EO) Expense	122.17	238.32	-116.15
6112 · Business & Property Liability	108.17	432.00	-323.83
Total 6110 · Insurance Expense	230.34	670.32	-439.98
6120 · Rent Expense	3,852.65	3,300.00	552.65
6130 · Utilities Expense			
6131 · Electric Expense	172.89	391.98	-219.09
6132 · Telephone Expense	344.30	459.24	-114.94
Total 6130 · Utilities Expense	517.19	851.22	-334.03
6140 · Office Supplies Expense			
6141 · Postage Expense	0.00	229.17	-229.17
6142 · Printing Expense	0.00	37.50	-37.50
6143 · Office equipment/machines	0.00	83.33	-83.33
6145 · PO Box Fee	0.00	20.92	-20.92
6146 · Supplies	612.25	166.66	445.59
6140 · Office Supplies Expense - Other	67.36	10.77	56.59
Total 6140 · Office Supplies Expense	679.61	548.35	131.26
6150 · Dues and Subscriptions	193.43	355.62	-162.19
6160 · Repairs & Maintenance	0.00	214.24	-214.24
6180 · Warehouse Supplies	626.52	594.40	32.12
6190 · Tax Expense	4.29		
6200 · Bank & Merchant Fees			
6205 · Shopify Fees	1,101.60	1,092.78	8.82
6207 · PayPal Fee	598.14	1,137.35	-539.21
6208 · Credit Card Fees (Finance charg	0.00	45.84	-45.84
6209 · Foreign Exchange (Gain)Loss	1,038.16		
6200 · Bank & Merchant Fees - Other	35.48		
Total 6200 · Bank & Merchant Fees	2,773.38	2,275.97	497.41
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	550.00	352.82	197.18
6212 · Amortization Expense	932.00	940.17	-8.17
Total 6210 · Depreciation & Amortization	1,482.00	1,292.99	189.01
6400 · Other Expense	158.23		
9999 · Suspense			
9991 · Inventory Adjustments	-723.64		
9999 · Suspense - Other			
Total 9999 · Suspense	-723.64		
Total Expense	38,003.62	36,763.45	1,240.17
Net Ordinary Income	10,734.89	12,194.30	-1,459.41
Net Income	10,734.89	12,194.30	-1,459.41