

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss

December 2020

	<u>Dec 20</u>	<u>Nov 20</u>
Ordinary Income/Expense		
Income		
4010 · Shopify Revenue		
4011 · Textbook Revenue	15,504.50	18,251.00
4012 · Workbook Revenue	8,816.00	9,307.53
4013 · Tri-Fold Revenue	645.16	522.75
4014 · Audio Royalty Revenue	345.00	255.00
4015 · Medallions & Chip Revenue	497.00	619.00
4017 · 7th Tradition Contributions	21,832.00	15,222.00
4018 · Shipping And Handling	5,766.14	6,922.21
4019 · Complimentary Copy	211.20	234.76
4025 · Intergroup Discount	-372.00	-1,669.84
4028 · Sales Discounts	-416.20	-1,303.76
4029 · Returns and Allowances	-223.50	-153.10
Total 4010 · Shopify Revenue	<u>52,605.30</u>	<u>48,207.55</u>
4030 · Amazon Revenue		
4031 · Textbook Revenue	27,517.37	22,657.69
4032 · Workbook Revenue	22,986.99	20,183.85
4034 · E-Book Royalty Revenue	2,530.00	2,676.59
4036 · Shipping Revenue	1,489.58	1,338.19
4037 · Gift Wrap Revenue	69.86	4.99
4038 · Discounts	-553.58	-588.75
Total 4030 · Amazon Revenue	<u>54,040.22</u>	<u>46,272.56</u>
4050 · Barnes & Noble Revenue		
4056 · E-Book Royalty Revenue	38.94	84.37
Total 4050 · Barnes & Noble Revenue	<u>38.94</u>	<u>84.37</u>
4060 · Audible Revenue		
4064 · Audio Royalty Revenue	3,416.04	1,549.84
Total 4060 · Audible Revenue	<u>3,416.04</u>	<u>1,549.84</u>
4070 · Royalty Contract Revenue		
4071 · Textbook Printing Revenue	696.46	0.00
Total 4070 · Royalty Contract Revenue	<u>696.46</u>	<u>0.00</u>
4080 · 7th Traditions Contributions	8,260.16	7,736.69
4200 · Other Revenue		
4201 · Bank Interest	90.51	93.51
4202 · Credit Card Rewards	903.03	0.00
Total 4200 · Other Revenue	<u>993.54</u>	<u>93.51</u>
Total Income	<u>120,050.66</u>	<u>103,944.52</u>
Cost of Goods Sold		
5000 · Shopify-Cost of Goods Sold		
5010 · Shopify COGS		
5011 · Textbooks	4,204.24	5,078.17
5012 · Workbooks	2,133.92	2,300.04
5013 · Tri-Folds	226.46	179.97

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5015 · Medallions/Chips	169.66	230.80
Total 5010 · Shopify COGS	6,734.28	7,788.98
5020 · Shopify-Fulfillment Costs		
5022 · Freight Out (order Fulfillment)	6,010.62	6,614.64
5026 · Bang Storage	122.50	132.00
Total 5020 · Shopify-Fulfillment Costs	6,133.12	6,746.64
5030 · Direct Labor		
5031 · Direct Salary & Wages	12,254.92	8,902.47
5032 · Workers Compensation	249.34	299.15
5035 · Employer Taxes-Direct Labor	744.41	759.82
Total 5030 · Direct Labor	13,248.67	9,961.44
Total 5000 · Shopify-Cost of Goods Sold	26,116.07	24,497.06
5050 · Amazon COGS		
5051 · Textbooks	5,655.76	4,893.89
5052 · Workbooks	2,939.88	2,655.90
5053 · Fulfillment, Amazon UK	3,511.75	735.88
5054 · Fulfillment, Amazon US	27,189.06	22,987.96
Total 5050 · Amazon COGS	39,296.45	31,273.63
Total COGS	65,412.52	55,770.69
Gross Profit	54,638.14	48,173.83
Expense		
6010 · Payroll Expense		
6011 · Exempt Salary & Wages	10,261.55	10,907.69
6012 · Non-Exempt Salary & Wages	3,962.87	2,464.63
6013 · Workers' Compensation	455.23	424.24
6016 · Payroll Service Fees	276.70	276.70
Total 6010 · Payroll Expense	14,956.35	14,073.26
6030 · Payroll Taxes		
6031 · Non-Exempt Employer Taxes	317.16	132.99
6032 · Exempt Employer Taxes	735.16	1,020.34
Total 6030 · Payroll Taxes	1,052.32	1,153.33
6050 · Travel & Mileage Expense		
6052 · Airfare & Vehicle Rentals	1,203.00	0.00
Total 6050 · Travel & Mileage Expense	1,203.00	0.00
6054 · Contractors	4,199.70	2,399.88
6057 · Events		
6058 · Event Meals	202.82	254.23
Total 6057 · Events	202.82	254.23
6080 · Professional Fees		
6081 · Accounting Expense	5,500.00	7,125.00
6083 · HR Consulting	524.06	524.06
6080 · Professional Fees - Other	675.49	0.00
Total 6080 · Professional Fees	6,699.55	7,649.06
6090 · Technology IT Support		

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	Dec 20	Nov 20
6091 · Website Expenses	219.06	141.57
6092 · Software Support Expense	29.98	29.98
6093 · Storage & Anti-virus Protection	112.00	283.61
6094 · Sales Support	55.00	343.00
6095 · Accounting IT	1,438.39	1,438.39
6090 · Technology IT Support - Other	409.92	557.92
Total 6090 · Technology IT Support	2,264.35	2,794.47
6110 · Insurance Expense		
6111 · Board Insurance (EO) Expense	122.17	122.17
6112 · Business & Property Liability	108.17	108.17
Total 6110 · Insurance Expense	230.34	230.34
6120 · Rent Expense	3,852.65	3,852.65
6130 · Utilities Expense		
6131 · Electric Expense	160.14	172.89
6132 · Telephone Expense	344.73	344.30
Total 6130 · Utilities Expense	504.87	517.19
6140 · Office Expense		
6146 · Supplies	24.85	612.25
6140 · Office Expense - Other	0.00	67.36
Total 6140 · Office Expense	24.85	679.61
6150 · Dues and Subscriptions	193.42	193.42
6180 · Warehouse Supplies	601.87	626.52
6190 · Tax Expense	75.00	4.29
6200 · Bank & Merchant Fees		
6204 · Amazon Fees	12.36	0.00
6205 · Shopify Fees	1,147.32	1,101.60
6207 · PayPal Fee	693.11	598.14
6208 · Credit Card Fees (Finance charg	28.10	0.00
6209 · Foreign Exchange (Gain)Loss	619.37	1,038.16
6200 · Bank & Merchant Fees - Other	0.43	35.48
Total 6200 · Bank & Merchant Fees	2,500.69	2,773.38
6210 · Depreciation & Amortization		
6211 · Depreciation Expense	550.00	550.00
6212 · Amortization Expense	932.00	932.00
Total 6210 · Depreciation & Amortization	1,482.00	1,482.00
6400 · Other Expense	282.74	158.23
9999 · Suspense		
9991 · Inventory Adjustments	4,346.41	-342.73
9999 · Suspense - Other	-4.58	0.00
Total 9999 · Suspense	4,341.83	-342.73
Total Expense	44,668.35	38,499.13
Net Ordinary Income	9,969.79	9,674.70
Net Income	9,969.79	9,674.70

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	<u>\$ Change</u>
Ordinary Income/Expense	
Income	
4010 · Shopify Revenue	
4011 · Textbook Revenue	-2,746.50
4012 · Workbook Revenue	-491.53
4013 · Tri-Fold Revenue	122.41
4014 · Audio Royalty Revenue	90.00
4015 · Medallions & Chip Revenue	-122.00
4017 · 7th Tradition Contributions	6,610.00
4018 · Shipping And Handling	-1,156.07
4019 · Complimentary Copy	-23.56
4025 · Intergroup Discount	1,297.84
4028 · Sales Discounts	887.56
4029 · Returns and Allowances	-70.40
Total 4010 · Shopify Revenue	<u>4,397.75</u>
4030 · Amazon Revenue	
4031 · Textbook Revenue	4,859.68
4032 · Workbook Revenue	2,803.14
4034 · E-Book Royalty Revenue	-146.59
4036 · Shipping Revenue	151.39
4037 · Gift Wrap Revenue	64.87
4038 · Discounts	35.17
Total 4030 · Amazon Revenue	<u>7,767.66</u>
4050 · Barnes & Noble Revenue	
4056 · E-Book Royalty Revenue	-45.43
Total 4050 · Barnes & Noble Revenue	<u>-45.43</u>
4060 · Audible Revenue	
4064 · Audio Royalty Revenue	1,866.20
Total 4060 · Audible Revenue	<u>1,866.20</u>
4070 · Royalty Contract Revenue	
4071 · Textbook Printing Revenue	696.46
Total 4070 · Royalty Contract Revenue	<u>696.46</u>
4080 · 7th Traditions Contributions	523.47
4200 · Other Revenue	
4201 · Bank Interest	-3.00
4202 · Credit Card Rewards	903.03
Total 4200 · Other Revenue	<u>900.03</u>
Total Income	<u>16,106.14</u>
Cost of Goods Sold	
5000 · Shopify-Cost of Goods Sold	
5010 · Shopify COGS	
5011 · Textbooks	-873.93
5012 · Workbooks	-166.12
5013 · Tri-Folds	46.49

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	<u>\$ Change</u>
5015 · Medallions/Chips	-61.14
Total 5010 · Shopify COGS	<u>-1,054.70</u>
5020 · Shopify-Fulfillment Costs	
5022 · Freight Out (order Fulfillment)	-604.02
5026 · Bang Storage	-9.50
Total 5020 · Shopify-Fulfillment Costs	<u>-613.52</u>
5030 · Direct Labor	
5031 · Direct Salary & Wages	3,352.45
5032 · Workers Compensation	-49.81
5035 · Employer Taxes-Direct Labor	-15.41
Total 5030 · Direct Labor	<u>3,287.23</u>
Total 5000 · Shopify-Cost of Goods Sold	<u>1,619.01</u>
5050 · Amazon COGS	
5051 · Textbooks	761.87
5052 · Workbooks	283.98
5053 · Fulfillment, Amazon UK	2,775.87
5054 · Fulfillment, Amazon US	4,201.10
Total 5050 · Amazon COGS	<u>8,022.82</u>
Total COGS	<u>9,641.83</u>
Gross Profit	<u>6,464.31</u>
Expense	
6010 · Payroll Expense	
6011 · Exempt Salary & Wages	-646.14
6012 · Non-Exempt Salary & Wages	1,498.24
6013 · Workers' Compensation	30.99
6016 · Payroll Service Fees	0.00
Total 6010 · Payroll Expense	<u>883.09</u>
6030 · Payroll Taxes	
6031 · Non-Exempt Employer Taxes	184.17
6032 · Exempt Employer Taxes	-285.18
Total 6030 · Payroll Taxes	<u>-101.01</u>
6050 · Travel & Mileage Expense	
6052 · Airfare & Vehicle Rentals	1,203.00
Total 6050 · Travel & Mileage Expense	<u>1,203.00</u>
6054 · Contractors	1,799.82
6057 · Events	
6058 · Event Meals	-51.41
Total 6057 · Events	<u>-51.41</u>
6080 · Professional Fees	
6081 · Accounting Expense	-1,625.00
6083 · HR Consulting	0.00
6080 · Professional Fees - Other	675.49
Total 6080 · Professional Fees	<u>-949.51</u>
6090 · Technology IT Support	

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	<u>\$ Change</u>
6091 · Website Expenses	77.49
6092 · Software Support Expense	0.00
6093 · Storage & Anti-virus Protection	-171.61
6094 · Sales Support	-288.00
6095 · Accounting IT	0.00
6090 · Technology IT Support - Other	-148.00
Total 6090 · Technology IT Support	-530.12
6110 · Insurance Expense	
6111 · Board Insurance (EO) Expense	0.00
6112 · Business & Property Liability	0.00
Total 6110 · Insurance Expense	0.00
6120 · Rent Expense	0.00
6130 · Utilities Expense	
6131 · Electric Expense	-12.75
6132 · Telephone Expense	0.43
Total 6130 · Utilities Expense	-12.32
6140 · Office Expense	
6146 · Supplies	-587.40
6140 · Office Expense - Other	-67.36
Total 6140 · Office Expense	-654.76
6150 · Dues and Subscriptions	0.00
6180 · Warehouse Supplies	-24.65
6190 · Tax Expense	70.71
6200 · Bank & Merchant Fees	
6204 · Amazon Fees	12.36
6205 · Shopify Fees	45.72
6207 · PayPal Fee	94.97
6208 · Credit Card Fees (Finance charg	28.10
6209 · Foreign Exchange (Gain)Loss	-418.79
6200 · Bank & Merchant Fees - Other	-35.05
Total 6200 · Bank & Merchant Fees	-272.69
6210 · Depreciation & Amortization	
6211 · Depreciation Expense	0.00
6212 · Amortization Expense	0.00
Total 6210 · Depreciation & Amortization	0.00
6400 · Other Expense	124.51
9999 · Suspense	
9991 · Inventory Adjustments	4,689.14
9999 · Suspense - Other	-4.58
Total 9999 · Suspense	4,684.56
Total Expense	6,169.22
Net Ordinary Income	295.09
Net Income	295.09