

**Adult Children of Alcoholics World Service Organization Inc**  
**Profit & Loss Budget vs. Actual**

December 2020

|  | <u>Dec 20</u>    | <u>Budget</u>    |
|--|------------------|------------------|
| <b>Ordinary Income/Expense</b>                 |                  |                  |
| <b>Income</b>                                  |                  |                  |
| <b>4010 · Shopify Revenue</b>                  |                  |                  |
| 4011 · Textbook Revenue                        | 15,504.50        | 30,374.00        |
| 4012 · Workbook Revenue                        | 8,816.00         | 14,219.90        |
| 4013 · Tri-Fold Revenue                        | 645.16           | 1,352.40         |
| 4014 · Audio Royalty Revenue                   | 345.00           | 419.21           |
| 4015 · Medallions & Chip Revenue               | 497.00           | 2,838.54         |
| 4017 · 7th Tradition Contributions             | 21,832.00        | 5,736.42         |
| 4018 · Shipping And Handling                   | 5,766.14         | 9,093.65         |
| 4019 · Complimentary Copy                      | 211.20           | 116.59           |
| 4025 · Intergroup Discount                     | -372.00          | -4,396.23        |
| 4026 · Volume Discount                         | 0.00             | -149.88          |
| 4027 · Misc. Discount                          | 0.00             | -251.43          |
| 4028 · Sales Discounts                         | -416.20          |                  |
| 4029 · Returns and Allowances                  | -223.50          |                  |
| <b>Total 4010 · Shopify Revenue</b>            | <u>52,605.30</u> | <u>59,353.17</u> |
| <b>4030 · Amazon Revenue</b>                   |                  |                  |
| 4031 · Textbook Revenue                        | 27,517.37        | 19,437.34        |
| 4032 · Workbook Revenue                        | 22,986.99        | 17,930.36        |
| 4034 · E-Book Royalty Revenue                  | 2,530.00         | 2,542.01         |
| 4036 · Shipping Revenue                        | 1,489.58         | 1,618.40         |
| 4037 · Gift Wrap Revenue                       | 69.86            | 6.79             |
| 4038 · Discounts                               | -553.58          | -759.26          |
| <b>Total 4030 · Amazon Revenue</b>             | <u>54,040.22</u> | <u>40,775.64</u> |
| <b>4050 · Barnes &amp; Noble Revenue</b>       |                  |                  |
| 4056 · E-Book Royalty Revenue                  | 38.94            | 94.02            |
| <b>Total 4050 · Barnes &amp; Noble Revenue</b> | <u>38.94</u>     | <u>94.02</u>     |
| <b>4060 · Audible Revenue</b>                  |                  |                  |
| 4064 · Audio Royalty Revenue                   | 3,416.04         | 2,121.85         |
| <b>Total 4060 · Audible Revenue</b>            | <u>3,416.04</u>  | <u>2,121.85</u>  |
| <b>4070 · Royalty Contract Revenue</b>         |                  |                  |
| 4071 · Textbook Printing Revenue               | 696.46           |                  |
| <b>Total 4070 · Royalty Contract Revenue</b>   | <u>696.46</u>    |                  |
| <b>4080 · 7th Traditions Contributions</b>     | 8,260.16         | 5,770.49         |
| <b>4100 · Consignment</b>                      | 0.00             | 179.15           |
| <b>4150 · European Sales</b>                   | 0.00             | 3,189.84         |
| <b>4200 · Other Revenue</b>                    |                  |                  |
| 4201 · Bank Interest                           | 90.51            |                  |
| 4202 · Credit Card Rewards                     | 903.03           |                  |
| <b>4250 · ABC/AWC Revenue</b>                  |                  |                  |
| 4251 · Registrations                           | 0.00             | 0.00             |
| 4252 · Meal Tickets                            | 0.00             | 0.00             |
| <b>Total 4250 · ABC/AWC Revenue</b>            | <u>0.00</u>      | <u>0.00</u>      |

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December 2020

|  | <b>Dec 20</b>    | <b>Budget</b>    |
|--|------------------|------------------|
| <b>Total 4200 · Other Revenue</b>              | <u>993.54</u>    | <u>0.00</u>      |
| <b>Total Income</b>                            | 120,050.66       | 111,484.16       |
| <b>Cost of Goods Sold</b>                      |                  |                  |
| <b>5000 · Shopify-Cost of Goods Sold</b>       |                  |                  |
| <b>5010 · Shopify COGS</b>                     |                  |                  |
| 5011 · Textbooks                               | 4,204.24         | 8,896.68         |
| 5012 · Workbooks                               | 2,133.92         | 3,950.20         |
| 5013 · Tri-Folds                               | 226.46           | 544.33           |
| 5015 · Medallions/Chips                        | 169.66           | 984.76           |
| <b>Total 5010 · Shopify COGS</b>               | <u>6,734.28</u>  | <u>14,375.97</u> |
| <b>5020 · Shopify-Fulfillment Costs</b>        |                  |                  |
| 5021 · Shipping Supplies                       | 0.00             | 516.98           |
| 5022 · Freight Out (order Fulfillment)         | 6,010.62         | 7,083.73         |
| 5024 · Fulfillment, BANG                       | 0.00             | 474.96           |
| 5026 · Bang Storage                            | 122.50           | 5.64             |
| <b>Total 5020 · Shopify-Fulfillment Costs</b>  | <u>6,133.12</u>  | <u>8,081.31</u>  |
| <b>5030 · Direct Labor</b>                     |                  |                  |
| 5031 · Direct Salary & Wages                   | 12,254.92        | 8,053.73         |
| 5032 · Workers Compensation                    | 249.34           | 483.22           |
| 5035 · Employer Taxes-Direct Labor             | 744.41           | 644.30           |
| <b>Total 5030 · Direct Labor</b>               | <u>13,248.67</u> | <u>9,181.25</u>  |
| <b>Total 5000 · Shopify-Cost of Goods Sold</b> | <u>26,116.07</u> | <u>31,638.53</u> |
| <b>5050 · Amazon COGS</b>                      |                  |                  |
| 5051 · Textbooks                               | 5,655.76         | 4,538.09         |
| 5052 · Workbooks                               | 2,939.88         | 2,938.83         |
| 5053 · Fulfillment, Amazon UK                  | 3,511.75         | 1,226.15         |
| 5054 · Fulfillment, Amazon US                  | 27,189.06        | 20,397.59        |
| 5058 · Freight-Out(Order Fulfillment)          | 0.00             | 215.17           |
| 5059 · Freight-In(Transfers)                   | 0.00             | 272.67           |
| <b>Total 5050 · Amazon COGS</b>                | <u>39,296.45</u> | <u>29,588.50</u> |
| <b>5100 · Consignment COGS</b>                 | 0.00             | 110.48           |
| <b>5560 · European Sales-COGS</b>              | 0.00             | 1,188.90         |
| <b>Total COGS</b>                              | <u>65,412.52</u> | <u>62,526.41</u> |
| <b>Gross Profit</b>                            | 54,638.14        | 48,957.75        |
| <b>Expense</b>                                 |                  |                  |
| <b>6010 · Payroll Expense</b>                  |                  |                  |
| 6011 · Exempt Salary & Wages                   | 10,261.55        | 2,500.00         |
| 6012 · Non-Exempt Salary & Wages               | 3,962.87         | 6,701.19         |
| 6013 · Workers' Compensation                   | 455.23           | 535.22           |
| 6016 · Payroll Service Fees                    | 276.70           | 350.72           |
| <b>Total 6010 · Payroll Expense</b>            | <u>14,956.35</u> | <u>10,087.13</u> |
| <b>6030 · Payroll Taxes</b>                    |                  |                  |
| 6031 · Non-Exempt Employer Taxes               | 317.16           | 521.52           |
| 6032 · Exempt Employer Taxes                   | 735.16           | 200.00           |

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December 2020

|   | <b>Dec 20</b> | <b>Budget</b> |
|---|---------------|---------------|
| <b>Total 6030 · Payroll Taxes</b>                 | 1,052.32      | 721.52        |
| <b>6050 · Travel &amp; Mileage Expense</b>        |               |               |
| <b>6052 · Airfare &amp; Vehicle Rentals</b>       | 1,203.00      | 154.17        |
| <b>6053 · Lodging</b>                             | 0.00          | 360.00        |
| <b>Total 6050 · Travel &amp; Mileage Expense</b>  | 1,203.00      | 514.17        |
| <b>6054 · Contractors</b>                         | 4,199.70      | 2,156.67      |
| <b>6055 · Literature</b>                          | 0.00          | 833.33        |
| <b>6057 · Events</b>                              |               |               |
| <b>6058 · Event Meals</b>                         | 202.82        | 50.00         |
| <b>6059 · Facility</b>                            | 0.00          | 741.65        |
| <b>6057 · Events - Other</b>                      | 0.00          | 249.99        |
| <b>Total 6057 · Events</b>                        | 202.82        | 1,041.64      |
| <b>6070 · Program Initiatives</b>                 |               |               |
| <b>6071 · Materials</b>                           | 0.00          | 784.06        |
| <b>6072 · Other Program Costs</b>                 | 0.00          | 833.34        |
| <b>Total 6070 · Program Initiatives</b>           | 0.00          | 1,617.40      |
| <b>6080 · Professional Fees</b>                   |               |               |
| <b>6081 · Accounting Expense</b>                  | 5,500.00      | 5,500.00      |
| <b>6082 · Legal Fees</b>                          | 0.00          | 833.32        |
| <b>6083 · HR Consulting</b>                       | 524.06        |               |
| <b>6084 · Translation Expense</b>                 | 0.00          | 125.00        |
| <b>6080 · Professional Fees - Other</b>           | 675.49        |               |
| <b>Total 6080 · Professional Fees</b>             | 6,699.55      | 6,458.32      |
| <b>6090 · Technology IT Support</b>               |               |               |
| <b>6091 · Website Expenses</b>                    | 219.06        | 1,311.91      |
| <b>6092 · Software Support Expense</b>            | 29.98         | 233.33        |
| <b>6093 · Storage &amp; Anti-virus Protection</b> | 112.00        | 221.48        |
| <b>6094 · Sales Support</b>                       | 55.00         |               |
| <b>6095 · Accounting IT</b>                       | 1,438.39      | 708.49        |
| <b>6090 · Technology IT Support - Other</b>       | 409.92        | 708.33        |
| <b>Total 6090 · Technology IT Support</b>         | 2,264.35      | 3,183.54      |
| <b>6100 · License &amp; Permits</b>               | 0.00          | 46.62         |
| <b>6110 · Insurance Expense</b>                   |               |               |
| <b>6111 · Board Insurance (EO) Expense</b>        | 122.17        | 238.32        |
| <b>6112 · Business &amp; Property Liability</b>   | 108.17        | 432.00        |
| <b>Total 6110 · Insurance Expense</b>             | 230.34        | 670.32        |
| <b>6120 · Rent Expense</b>                        | 3,852.65      | 3,300.00      |
| <b>6130 · Utilities Expense</b>                   |               |               |
| <b>6131 · Electric Expense</b>                    | 160.14        | 391.98        |
| <b>6132 · Telephone Expense</b>                   | 344.73        | 459.24        |
| <b>Total 6130 · Utilities Expense</b>             | 504.87        | 851.22        |
| <b>6140 · Office Expense</b>                      |               |               |
| <b>6141 · Postage Expense</b>                     | 0.00          | 229.17        |
| <b>6142 · Printing Expense</b>                    | 0.00          | 37.50         |

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|   | <b>Dec 20</b>    | <b>Budget</b>    |
|---|------------------|------------------|
| 6143 · Office equipment/machines                    | 0.00             | 83.33            |
| 6145 · PO Box Fee                                   | 0.00             | 20.92            |
| 6146 · Supplies                                     | 24.85            | 166.66           |
| 6140 · Office Expense - Other                       | 0.00             | 10.77            |
| <b>Total 6140 · Office Expense</b>                  | <b>24.85</b>     | <b>548.35</b>    |
| 6150 · Dues and Subscriptions                       | 193.42           | 355.62           |
| 6160 · Repairs & Maintenance                        | 0.00             | 214.24           |
| 6180 · Warehouse Supplies                           | 601.87           | 594.40           |
| 6190 · Tax Expense                                  | 75.00            |                  |
| 6200 · Bank & Merchant Fees                         |                  |                  |
| 6204 · Amazon Fees                                  | 12.36            |                  |
| 6205 · Shopify Fees                                 | 1,147.32         | 1,092.78         |
| 6207 · PayPal Fee                                   | 693.11           | 1,137.35         |
| 6208 · Credit Card Fees (Finance charg              | 28.10            | 45.84            |
| 6209 · Foreign Exchange (Gain)Loss                  | 619.37           |                  |
| 6200 · Bank & Merchant Fees - Other                 | 0.43             |                  |
| <b>Total 6200 · Bank &amp; Merchant Fees</b>        | <b>2,500.69</b>  | <b>2,275.97</b>  |
| 6210 · Depreciation & Amortization                  |                  |                  |
| 6211 · Depreciation Expense                         | 550.00           | 352.82           |
| 6212 · Amortization Expense                         | 932.00           | 940.17           |
| <b>Total 6210 · Depreciation &amp; Amortization</b> | <b>1,482.00</b>  | <b>1,292.99</b>  |
| 6400 · Other Expense                                | 282.74           |                  |
| 9999 · Suspense                                     |                  |                  |
| 9991 · Inventory Adjustments                        | 4,346.41         |                  |
| 9999 · Suspense - Other                             | -4.58            |                  |
| <b>Total 9999 · Suspense</b>                        | <b>4,341.83</b>  |                  |
| <b>Total Expense</b>                                | <b>44,668.35</b> | <b>36,763.45</b> |
| <b>Net Ordinary Income</b>                          | <b>9,969.79</b>  | <b>12,194.30</b> |
| <b>Net Income</b>                                   | <b>9,969.79</b>  | <b>12,194.30</b> |

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December 2020

|  | <u>\$ Over Budget</u> | <u>% of Budget</u> |
|--|-----------------------|--------------------|
| <b>Ordinary Income/Expense</b>                 |                       |                    |
| <b>Income</b>                                  |                       |                    |
| <b>4010 · Shopify Revenue</b>                  |                       |                    |
| 4011 · Textbook Revenue                        | -14,869.50            | 51.05%             |
| 4012 · Workbook Revenue                        | -5,403.90             | 62.0%              |
| 4013 · Tri-Fold Revenue                        | -707.24               | 47.71%             |
| 4014 · Audio Royalty Revenue                   | -74.21                | 82.3%              |
| 4015 · Medallions & Chip Revenue               | -2,341.54             | 17.51%             |
| 4017 · 7th Tradition Contributions             | 16,095.58             | 380.59%            |
| 4018 · Shipping And Handling                   | -3,327.51             | 63.41%             |
| 4019 · Complimentary Copy                      | 94.61                 | 181.15%            |
| 4025 · Intergroup Discount                     | 4,024.23              | 8.46%              |
| 4026 · Volume Discount                         | 149.88                | 0.0%               |
| 4027 · Misc. Discount                          | 251.43                | 0.0%               |
| 4028 · Sales Discounts                         |                       |                    |
| 4029 · Returns and Allowances                  |                       |                    |
| <b>Total 4010 · Shopify Revenue</b>            | <u>-6,747.87</u>      | <u>88.63%</u>      |
| <b>4030 · Amazon Revenue</b>                   |                       |                    |
| 4031 · Textbook Revenue                        | 8,080.03              | 141.57%            |
| 4032 · Workbook Revenue                        | 5,056.63              | 128.2%             |
| 4034 · E-Book Royalty Revenue                  | -12.01                | 99.53%             |
| 4036 · Shipping Revenue                        | -128.82               | 92.04%             |
| 4037 · Gift Wrap Revenue                       | 63.07                 | 1,028.87%          |
| 4038 · Discounts                               | 205.68                | 72.91%             |
| <b>Total 4030 · Amazon Revenue</b>             | <u>13,264.58</u>      | <u>132.53%</u>     |
| <b>4050 · Barnes &amp; Noble Revenue</b>       |                       |                    |
| 4056 · E-Book Royalty Revenue                  | -55.08                | 41.42%             |
| <b>Total 4050 · Barnes &amp; Noble Revenue</b> | <u>-55.08</u>         | <u>41.42%</u>      |
| <b>4060 · Audible Revenue</b>                  |                       |                    |
| 4064 · Audio Royalty Revenue                   | 1,294.19              | 160.99%            |
| <b>Total 4060 · Audible Revenue</b>            | <u>1,294.19</u>       | <u>160.99%</u>     |
| <b>4070 · Royalty Contract Revenue</b>         |                       |                    |
| 4071 · Textbook Printing Revenue               |                       |                    |
| <b>Total 4070 · Royalty Contract Revenue</b>   |                       |                    |
| 4080 · 7th Traditions Contributions            | 2,489.67              | 143.15%            |
| 4100 · Consignment                             | -179.15               | 0.0%               |
| 4150 · European Sales                          | -3,189.84             | 0.0%               |
| <b>4200 · Other Revenue</b>                    |                       |                    |
| 4201 · Bank Interest                           |                       |                    |
| 4202 · Credit Card Rewards                     |                       |                    |
| 4250 · ABC/AWC Revenue                         |                       |                    |
| 4251 · Registrations                           | 0.00                  | 0.0%               |
| 4252 · Meal Tickets                            | 0.00                  | 0.0%               |
| <b>Total 4250 · ABC/AWC Revenue</b>            | <u>0.00</u>           | <u>0.0%</u>        |

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**Profit & Loss Budget vs. Actual**

December 2020

|  | <b>\$ Over Budget</b> | <b>% of Budget</b> |
|--|-----------------------|--------------------|
| Total 4200 · Other Revenue                     | 993.54                | 100.0%             |
| <b>Total Income</b>                            | <b>8,566.50</b>       | <b>107.68%</b>     |
| <b>Cost of Goods Sold</b>                      |                       |                    |
| <b>5000 · Shopify-Cost of Goods Sold</b>       |                       |                    |
| <b>5010 · Shopify COGS</b>                     |                       |                    |
| 5011 · Textbooks                               | -4,692.44             | 47.26%             |
| 5012 · Workbooks                               | -1,816.28             | 54.02%             |
| 5013 · Tri-Folds                               | -317.87               | 41.6%              |
| 5015 · Medallions/Chips                        | -815.10               | 17.23%             |
| <b>Total 5010 · Shopify COGS</b>               | <b>-7,641.69</b>      | <b>46.84%</b>      |
| <b>5020 · Shopify-Fulfillment Costs</b>        |                       |                    |
| 5021 · Shipping Supplies                       | -516.98               | 0.0%               |
| 5022 · Freight Out (order Fulfillment)         | -1,073.11             | 84.85%             |
| 5024 · Fulfillment, BANG                       | -474.96               | 0.0%               |
| 5026 · Bang Storage                            | 116.86                | 2,171.99%          |
| <b>Total 5020 · Shopify-Fulfillment Costs</b>  | <b>-1,948.19</b>      | <b>75.89%</b>      |
| <b>5030 · Direct Labor</b>                     |                       |                    |
| 5031 · Direct Salary & Wages                   | 4,201.19              | 152.17%            |
| 5032 · Workers Compensation                    | -233.88               | 51.6%              |
| 5035 · Employer Taxes-Direct Labor             | 100.11                | 115.54%            |
| <b>Total 5030 · Direct Labor</b>               | <b>4,067.42</b>       | <b>144.3%</b>      |
| <b>Total 5000 · Shopify-Cost of Goods Sold</b> | <b>-5,522.46</b>      | <b>82.55%</b>      |
| <b>5050 · Amazon COGS</b>                      |                       |                    |
| 5051 · Textbooks                               | 1,117.67              | 124.63%            |
| 5052 · Workbooks                               | 1.05                  | 100.04%            |
| 5053 · Fulfillment, Amazon UK                  | 2,285.60              | 286.41%            |
| 5054 · Fulfillment, Amazon US                  | 6,791.47              | 133.3%             |
| 5058 · Freight-Out(Order Fulfillment)          | -215.17               | 0.0%               |
| 5059 · Freight-In(Transfers)                   | -272.67               | 0.0%               |
| <b>Total 5050 · Amazon COGS</b>                | <b>9,707.95</b>       | <b>132.81%</b>     |
| 5100 · Consignment COGS                        | -110.48               | 0.0%               |
| 5560 · European Sales-COGS                     | -1,188.90             | 0.0%               |
| <b>Total COGS</b>                              | <b>2,886.11</b>       | <b>104.62%</b>     |
| <b>Gross Profit</b>                            | <b>5,680.39</b>       | <b>111.6%</b>      |
| <b>Expense</b>                                 |                       |                    |
| <b>6010 · Payroll Expense</b>                  |                       |                    |
| 6011 · Exempt Salary & Wages                   | 7,761.55              | 410.46%            |
| 6012 · Non-Exempt Salary & Wages               | -2,738.32             | 59.14%             |
| 6013 · Workers' Compensation                   | -79.99                | 85.06%             |
| 6016 · Payroll Service Fees                    | -74.02                | 78.9%              |
| <b>Total 6010 · Payroll Expense</b>            | <b>4,869.22</b>       | <b>148.27%</b>     |
| <b>6030 · Payroll Taxes</b>                    |                       |                    |
| 6031 · Non-Exempt Employer Taxes               | -204.36               | 60.82%             |
| 6032 · Exempt Employer Taxes                   | 535.16                | 367.58%            |

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|---|-----------------------|--------------------|
| <b>Total 6030 · Payroll Taxes</b>                 | 330.80                | 145.85%            |
| <b>6050 · Travel &amp; Mileage Expense</b>        |                       |                    |
| <b>6052 · Airfare &amp; Vehicle Rentals</b>       | 1,048.83              | 780.31%            |
| <b>6053 · Lodging</b>                             | -360.00               | 0.0%               |
| <b>Total 6050 · Travel &amp; Mileage Expense</b>  | <u>688.83</u>         | <u>233.97%</u>     |
| <b>6054 · Contractors</b>                         | 2,043.03              | 194.73%            |
| <b>6055 · Literature</b>                          | -833.33               | 0.0%               |
| <b>6057 · Events</b>                              |                       |                    |
| <b>6058 · Event Meals</b>                         | 152.82                | 405.64%            |
| <b>6059 · Facility</b>                            | -741.65               | 0.0%               |
| <b>6057 · Events - Other</b>                      | -249.99               | 0.0%               |
| <b>Total 6057 · Events</b>                        | <u>-838.82</u>        | <u>19.47%</u>      |
| <b>6070 · Program Initiatives</b>                 |                       |                    |
| <b>6071 · Materials</b>                           | -784.06               | 0.0%               |
| <b>6072 · Other Program Costs</b>                 | -833.34               | 0.0%               |
| <b>Total 6070 · Program Initiatives</b>           | <u>-1,617.40</u>      | <u>0.0%</u>        |
| <b>6080 · Professional Fees</b>                   |                       |                    |
| <b>6081 · Accounting Expense</b>                  | 0.00                  | 100.0%             |
| <b>6082 · Legal Fees</b>                          | -833.32               | 0.0%               |
| <b>6083 · HR Consulting</b>                       |                       |                    |
| <b>6084 · Translation Expense</b>                 | -125.00               | 0.0%               |
| <b>6080 · Professional Fees - Other</b>           |                       |                    |
| <b>Total 6080 · Professional Fees</b>             | <u>241.23</u>         | <u>103.74%</u>     |
| <b>6090 · Technology IT Support</b>               |                       |                    |
| <b>6091 · Website Expenses</b>                    | -1,092.85             | 16.7%              |
| <b>6092 · Software Support Expense</b>            | -203.35               | 12.85%             |
| <b>6093 · Storage &amp; Anti-virus Protection</b> | -109.48               | 50.57%             |
| <b>6094 · Sales Support</b>                       |                       |                    |
| <b>6095 · Accounting IT</b>                       | 729.90                | 203.02%            |
| <b>6090 · Technology IT Support - Other</b>       | -298.41               | 57.87%             |
| <b>Total 6090 · Technology IT Support</b>         | <u>-919.19</u>        | <u>71.13%</u>      |
| <b>6100 · License &amp; Permits</b>               | -46.62                | 0.0%               |
| <b>6110 · Insurance Expense</b>                   |                       |                    |
| <b>6111 · Board Insurance (EO) Expense</b>        | -116.15               | 51.26%             |
| <b>6112 · Business &amp; Property Liability</b>   | -323.83               | 25.04%             |
| <b>Total 6110 · Insurance Expense</b>             | <u>-439.98</u>        | <u>34.36%</u>      |
| <b>6120 · Rent Expense</b>                        | 552.65                | 116.75%            |
| <b>6130 · Utilities Expense</b>                   |                       |                    |
| <b>6131 · Electric Expense</b>                    | -231.84               | 40.85%             |
| <b>6132 · Telephone Expense</b>                   | -114.51               | 75.07%             |
| <b>Total 6130 · Utilities Expense</b>             | <u>-346.35</u>        | <u>59.31%</u>      |
| <b>6140 · Office Expense</b>                      |                       |                    |
| <b>6141 · Postage Expense</b>                     | -229.17               | 0.0%               |
| <b>6142 · Printing Expense</b>                    | -37.50                | 0.0%               |

**Adult Children of Alcoholics World Service Organization Inc**  
**Profit & Loss Budget vs. Actual**

December 2020

|   | <b>\$ Over Budget</b> | <b>% of Budget</b> |
|---|-----------------------|--------------------|
| 6143 · Office equipment/machines                    | -83.33                | 0.0%               |
| 6145 · PO Box Fee                                   | -20.92                | 0.0%               |
| 6146 · Supplies                                     | -141.81               | 14.91%             |
| 6140 · Office Expense - Other                       | -10.77                | 0.0%               |
| <b>Total 6140 · Office Expense</b>                  | <b>-523.50</b>        | <b>4.53%</b>       |
| 6150 · Dues and Subscriptions                       | -162.20               | 54.39%             |
| 6160 · Repairs & Maintenance                        | -214.24               | 0.0%               |
| 6180 · Warehouse Supplies                           | 7.47                  | 101.26%            |
| 6190 · Tax Expense                                  |                       |                    |
| 6200 · Bank & Merchant Fees                         |                       |                    |
| 6204 · Amazon Fees                                  |                       |                    |
| 6205 · Shopify Fees                                 | 54.54                 | 104.99%            |
| 6207 · PayPal Fee                                   | -444.24               | 60.94%             |
| 6208 · Credit Card Fees (Finance charg              | -17.74                | 61.3%              |
| 6209 · Foreign Exchange (Gain)Loss                  |                       |                    |
| 6200 · Bank & Merchant Fees - Other                 |                       |                    |
| <b>Total 6200 · Bank &amp; Merchant Fees</b>        | <b>224.72</b>         | <b>109.87%</b>     |
| 6210 · Depreciation & Amortization                  |                       |                    |
| 6211 · Depreciation Expense                         | 197.18                | 155.89%            |
| 6212 · Amortization Expense                         | -8.17                 | 99.13%             |
| <b>Total 6210 · Depreciation &amp; Amortization</b> | <b>189.01</b>         | <b>114.62%</b>     |
| 6400 · Other Expense                                |                       |                    |
| 9999 · Suspense                                     |                       |                    |
| 9991 · Inventory Adjustments                        |                       |                    |
| 9999 · Suspense - Other                             |                       |                    |
| <b>Total 9999 · Suspense</b>                        |                       |                    |
| <b>Total Expense</b>                                | <b>7,904.90</b>       | <b>121.5%</b>      |
| <b>Net Ordinary Income</b>                          | <b>-2,224.51</b>      | <b>81.76%</b>      |
| <b>Net Income</b>                                   | <b>-2,224.51</b>      | <b>81.76%</b>      |