

**Adult Children of Alcoholics World Service Organization Inc**

**Profit & Loss Budget vs. Actual**

March 2021

	<u>Mar 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4010 · Shopify Revenue</b>			
4011 · Textbook Revenue	18,141.50	21,639.52	-3,498.02
4012 · Workbook Revenue	13,404.00	13,300.00	104.00
4013 · Tri-Fold Revenue	951.59	850.00	101.59
4014 · Audio Royalty Revenue	279.00	416.67	-137.67
4015 · Medallions & Chip Revenue	1,040.00	1,308.33	-268.33
4018 · Shipping And Handling	8,205.98	8,850.00	-644.02
4019 · Complimentary Copy	72.21	58.33	13.88
4025 · Intergroup Discount	-1,087.20	-1,958.33	871.13
4028 · Sales Discounts	-492.21	-416.67	-75.54
4029 · Returns and Allowances	-316.10	-366.67	50.57
<b>Total 4010 · Shopify Revenue</b>	<u>40,198.77</u>	<u>43,681.18</u>	<u>-3,482.41</u>
<b>4030 · Amazon Revenue</b>			
4031 · Textbook Revenue	34,525.83	27,569.78	6,956.05
4032 · Workbook Revenue	25,436.18	23,475.00	1,961.18
4034 · E-Book Royalty Revenue	6,230.55	3,341.67	2,888.88
4036 · Shipping Revenue	1,882.76	1,716.67	166.09
4037 · Gift Wrap Revenue	14.97	16.67	-1.70
4038 · Discounts	-831.43	-700.00	-131.43
<b>Total 4030 · Amazon Revenue</b>	<u>67,258.86</u>	<u>55,419.79</u>	<u>11,839.07</u>
<b>4050 · Barnes &amp; Noble Revenue</b>			
4056 · E-Book Royalty Revenue	48.93	91.67	-42.74
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>48.93</u>	<u>91.67</u>	<u>-42.74</u>
<b>4060 · Audible Revenue</b>			
4064 · Audio Royalty Revenue	4,875.49	2,150.00	2,725.49
<b>Total 4060 · Audible Revenue</b>	<u>4,875.49</u>	<u>2,150.00</u>	<u>2,725.49</u>
<b>4070 · Royalty Contract Revenue</b>			
4071 · Textbook Printing Revenue	11,235.00	1,050.00	10,185.00
<b>Total 4070 · Royalty Contract Revenue</b>	<u>11,235.00</u>	<u>1,050.00</u>	<u>10,185.00</u>
4080 · 7th Traditions Contributions	19,772.36	18,416.67	1,355.69
4150 · European Sales	28.00		
<b>4200 · Other Revenue</b>			
4201 · Bank Interest	6.67	100.00	-93.33
4202 · Credit Card Rewards	0.00	366.67	-366.67
4299 · Miscellaneous Revenue	0.00	8.33	-8.33
4200 · Other Revenue - Other	0.00	8.33	-8.33
<b>Total 4200 · Other Revenue</b>	<u>6.67</u>	<u>483.33</u>	<u>-476.66</u>
<b>Total Income</b>	<u>143,424.08</u>	<u>121,292.64</u>	<u>22,131.44</u>
<b>Cost of Goods Sold</b>			
<b>5000 · Shopify-Cost of Goods Sold</b>			
<b>5010 · Shopify COGS</b>			
5011 · Textbooks	4,937.88	6,497.61	-1,559.73
5012 · Workbooks	3,374.12	3,906.66	-532.54
5013 · Tri-Folds	338.62	298.75	39.87
5015 · Medallions/Chips	373.40	441.67	-68.27
5010 · Shopify COGS - Other	13,200.30		
<b>Total 5010 · Shopify COGS</b>	<u>22,224.32</u>	<u>11,144.69</u>	<u>11,079.63</u>
<b>5020 · Shopify-Fulfillment Costs</b>			
5022 · Freight Out (order Fulfillment)	10,036.80	9,083.33	953.47
5024 · Fulfillment, BANG	0.00	50.00	-50.00

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5026 · Bang Storage	0.00	50.00	-50.00
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<b>10,036.80</b>	<b>9,183.33</b>	<b>853.47</b>
5030 · Direct Labor			
5031 · Direct Salary & Wages	13,582.56	9,878.33	3,704.23
5032 · Workers Compensation	273.41	455.39	-181.98
5035 · Employer Taxes-Direct Labor	832.30	733.33	98.97
5030 · Direct Labor - Other	1,500.24	100.00	1,400.24
<b>Total 5030 · Direct Labor</b>	<b>16,188.51</b>	<b>11,167.05</b>	<b>5,021.46</b>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<b>48,449.63</b>	<b>31,495.07</b>	<b>16,954.56</b>
5050 · Amazon COGS			
5051 · Textbooks	7,008.90	5,739.10	1,269.80
5052 · Workbooks	3,291.79	3,108.33	183.46
5053 · Fulfillment, Amazon UK	4,295.64	1,708.33	2,587.31
5054 · Fulfillment, Amazon US	30,128.84	27,733.33	2,395.51
5058 · Freight-Out(Order Fulfillment)	55.00		
5050 · Amazon COGS - Other	-13,356.95		
<b>Total 5050 · Amazon COGS</b>	<b>31,423.22</b>	<b>38,289.09</b>	<b>-6,865.87</b>
5560 · European Sales-COGS	10.42		
<b>Total COGS</b>	<b>79,883.27</b>	<b>69,784.16</b>	<b>10,099.11</b>
<b>Gross Profit</b>	<b>63,540.81</b>	<b>51,508.48</b>	<b>12,032.33</b>
<b>Expense</b>			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	10,261.54	17,071.67	-6,810.13
6012 · Non-Exempt Salary & Wages	4,975.62	4,128.86	846.76
6013 · Workers' Compensation	371.82	664.66	-292.84
6016 · Payroll Service Fees	276.70	308.33	-31.63
<b>Total 6010 · Payroll Expense</b>	<b>15,885.68</b>	<b>22,173.52</b>	<b>-6,287.84</b>
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	444.41	350.93	93.48
6032 · Exempt Employer Taxes	785.00	1,366.67	-581.67
<b>Total 6030 · Payroll Taxes</b>	<b>1,229.41</b>	<b>1,717.60</b>	<b>-488.19</b>
6050 · Travel & Mileage Expense			
6052 · Airfare & Vehicle Rentals	0.00	654.17	-654.17
6053 · Lodging	0.00	595.83	-595.83
6050 · Travel & Mileage Expense - Other	0.00	91.67	-91.67
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<b>0.00</b>	<b>1,341.67</b>	<b>-1,341.67</b>
6054 · Contractors	4,199.66	3,644.33	555.33
6057 · Events			
6058 · Event Meals	256.04	166.67	89.37
6059 · Facility	0.00	533.33	-533.33
6057 · Events - Other	0.00	326.67	-326.67
<b>Total 6057 · Events</b>	<b>256.04</b>	<b>1,026.67</b>	<b>-770.63</b>
6070 · Program Initiatives			
6071 · Materials	0.00	504.17	-504.17
6072 · Other Program Costs	0.00	925.00	-925.00
<b>Total 6070 · Program Initiatives</b>	<b>0.00</b>	<b>1,429.17</b>	<b>-1,429.17</b>
6080 · Professional Fees			
6081 · Accounting Expense	4,330.00	4,884.50	-554.50
6082 · Legal Fees	0.00	166.67	-166.67
6083 · HR Consulting	524.06	416.67	107.39
6084 · Translation Expense	0.00	0.00	0.00
<b>Total 6080 · Professional Fees</b>	<b>4,854.06</b>	<b>5,467.84</b>	<b>-613.78</b>

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<b>6090 · Technology IT Support</b>			
6091 · Website Expenses	149.00	389.53	-240.53
6092 · Software Support Expense	953.99	1,118.66	-164.67
6093 · Storage & Anti-virus Protection	112.00	126.00	-14.00
6094 · Sales Support	115.99	294.32	-178.33
6095 · Accounting IT	1,438.39	1,293.60	144.79
<b>Total 6090 · Technology IT Support</b>	<u>2,769.37</u>	<u>3,222.11</u>	<u>-452.74</u>
<b>6100 · License &amp; Permits</b>	0.00	8.33	-8.33
<b>6110 · Insurance Expense</b>			
6111 · Board Insurance (EO) Expense	122.17	130.08	-7.91
6112 · Business & Property Liability	130.08	125.00	5.08
<b>Total 6110 · Insurance Expense</b>	<u>252.25</u>	<u>255.08</u>	<u>-2.83</u>
<b>6120 · Rent Expense</b>	3,949.43	3,927.65	21.78
<b>6130 · Utilities Expense</b>			
6131 · Electric Expense	225.17	166.67	58.50
6132 · Telephone Expense	349.83	333.33	16.50
6130 · Utilities Expense - Other	0.00	25.00	-25.00
<b>Total 6130 · Utilities Expense</b>	<u>575.00</u>	<u>525.00</u>	<u>50.00</u>
<b>6140 · Office Expense</b>			
6141 · Postage Expense	0.00	0.00	0.00
6143 · Office equipment/machines	26.54	166.67	-140.13
6145 · PO Box Fee	0.00	16.67	-16.67
6146 · Supplies	315.66	1,041.67	-726.01
6140 · Office Expense - Other	0.00	25.00	-25.00
<b>Total 6140 · Office Expense</b>	<u>342.20</u>	<u>1,250.01</u>	<u>-907.81</u>
<b>6150 · Dues and Subscriptions</b>	101.68	91.67	10.01
<b>6160 · Repairs &amp; Maintenance</b>	0.00	208.33	-208.33
<b>6180 · Warehouse Supplies</b>	1,356.84	833.33	523.51
<b>6190 · Tax Expense</b>			
6191 · Federal Tax Expense	0.00	8.33	-8.33
6190 · Tax Expense - Other	635.07	83.33	551.74
<b>Total 6190 · Tax Expense</b>	<u>635.07</u>	<u>91.66</u>	<u>543.41</u>
<b>6200 · Bank &amp; Merchant Fees</b>			
6205 · Shopify Fees	1,275.74	675.00	600.74
6206 · Stripe Fees	10.76	675.00	-664.24
6207 · PayPal Fee	762.85	733.33	29.52
6208 · Credit Card Fees (Finance charg	1.01	66.67	-65.66
6209 · Foreign Exchange (Gain)Loss	-1,026.03		
6200 · Bank & Merchant Fees - Other	15.00	12.50	2.50
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<u>1,039.33</u>	<u>2,162.50</u>	<u>-1,123.17</u>
<b>6210 · Depreciation &amp; Amortization</b>			
6211 · Depreciation Expense	550.00	528.50	21.50
6212 · Amortization Expense	932.00	932.25	-0.25
<b>Total 6210 · Depreciation &amp; Amortization</b>	<u>1,482.00</u>	<u>1,460.75</u>	<u>21.25</u>
<b>9999 · Suspense</b>			
9991 · Inventory Adjustments	14.93		
9999 · Suspense - Other	0.00		
<b>Total 9999 · Suspense</b>	<u>14.93</u>		
<b>Total Expense</b>	<u>38,942.95</u>	<u>50,837.22</u>	<u>-11,894.27</u>
<b>Net Ordinary Income</b>	<u>24,597.86</u>	<u>671.26</u>	<u>23,926.60</u>
<b>Net Income</b>	<u>24,597.86</u>	<u>671.26</u>	<u>23,926.60</u>