

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

**Profit & Loss Budget vs. Actual**

June 2021

	<u>Jun 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	12,161.50	21,639.52	-9,478.02
4012 · Workbook Revenue	8,262.00	13,300.00	-5,038.00
4013 · Tri-Fold Revenue	828.90	850.00	-21.10
4014 · Audio Royalty Revenue	234.00	416.67	-182.67
4015 · Medallions & Chip Revenue	592.00	1,308.33	-716.33
4017 · 7th Tradition Contributions	0.00	0.00	0.00
4018 · Shipping And Handling	5,619.00	8,850.00	-3,231.00
4019 · Complimentary Copy	71.04	58.33	12.71
4025 · Intergroup Discount	-141.00	-1,958.33	1,817.33
4028 · Sales Discounts	-403.01	-416.67	13.66
4029 · Returns and Allowances	-73.20	-366.67	293.47
<b>Total 4010 · Shopify Revenue</b>	<u>27,151.23</u>	<u>43,681.18</u>	<u>-16,529.95</u>
<b>4030 · Amazon Revenue</b>			
4031 · Textbook Revenue	27,717.31	27,569.78	147.53
4032 · Workbook Revenue	18,277.87	23,475.00	-5,197.13
4034 · E-Book Royalty Revenue	5,361.02	3,341.67	2,019.35
4036 · Shipping Revenue	1,243.84	1,716.67	-472.83
4037 · Gift Wrap Revenue	14.97	16.67	-1.70
4038 · Discounts	-615.03	-700.00	84.97
<b>Total 4030 · Amazon Revenue</b>	<u>51,999.98</u>	<u>55,419.79</u>	<u>-3,419.81</u>
<b>4050 · Barnes &amp; Noble Revenue</b>			
4056 · E-Book Royalty Revenue	62.91	91.67	-28.76
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>62.91</u>	<u>91.67</u>	<u>-28.76</u>
<b>4060 · Audible Revenue</b>			
4064 · Audio Royalty Revenue	4,071.27	2,150.00	1,921.27
<b>Total 4060 · Audible Revenue</b>	<u>4,071.27</u>	<u>2,150.00</u>	<u>1,921.27</u>
<b>4070 · Royalty Contract Revenue</b>			
4071 · Textbook Printing Revenue	99.10	1,050.00	-950.90
<b>Total 4070 · Royalty Contract Revenue</b>	<u>99.10</u>	<u>1,050.00</u>	<u>-950.90</u>
<b>4080 · 7th Traditions Contributions</b>	12,311.07	18,416.67	-6,105.60
<b>4200 · Other Revenue</b>			
4201 · Bank Interest	6.86	100.00	-93.14
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>6.86</u>	<u>483.33</u>	<u>-476.47</u>
<b>Total Income</b>	<u>95,702.42</u>	<u>121,292.64</u>	<u>-25,590.22</u>
<b>Cost of Goods Sold</b>			
<b>5000 · Shopify-Cost of Goods Sold</b>			
<b>5010 · Shopify COGS</b>			
5011 · Textbooks	3,643.96	6,497.61	-2,853.65
5012 · Workbooks	1,963.91	3,906.66	-1,942.75
5013 · Tri-Folds	309.36	298.75	10.61
5015 · Medallions/Chips	191.79	441.67	-249.88
<b>Total 5010 · Shopify COGS</b>	<u>6,109.02</u>	<u>11,144.69</u>	<u>-5,035.67</u>
<b>5020 · Shopify-Fulfillment Costs</b>			
5022 · Freight Out (order Fulfillment)	6,178.84	9,083.33	-2,904.49
5024 · Fulfillment, BANG	52.00	50.00	2.00

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

**Profit & Loss Budget vs. Actual**

June 2021

	<u>Jun 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5026 · Bang Storage	45.00	50.00	-5.00
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<b>6,275.84</b>	<b>9,183.33</b>	<b>-2,907.49</b>
<b>5030 · Direct Labor</b>			
5031 · Direct Salary & Wages	9,553.29	9,878.33	-325.04
5032 · Workers Compensation	277.24	455.39	-178.15
5035 · Employer Taxes-Direct Labor	783.01	733.33	49.68
5030 · Direct Labor - Other	3,404.80	100.00	3,304.80
<b>Total 5030 · Direct Labor</b>	<b>14,018.34</b>	<b>11,167.05</b>	<b>2,851.29</b>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<b>26,403.20</b>	<b>31,495.07</b>	<b>-5,091.87</b>
<b>5050 · Amazon COGS</b>			
5051 · Textbooks	6,582.85	5,739.10	843.75
5052 · Workbooks	2,485.39	3,108.33	-622.94
5053 · Fulfillment, Amazon UK	6,208.70	1,708.33	4,500.37
5054 · Fulfillment, Amazon US	10,623.54	27,733.33	-17,109.79
5058 · Freight-Out(Order Fulfillment)	55.00		
<b>Total 5050 · Amazon COGS</b>	<b>25,955.48</b>	<b>38,289.09</b>	<b>-12,333.61</b>
<b>Total COGS</b>	<b>52,358.68</b>	<b>69,784.16</b>	<b>-17,425.48</b>
<b>Gross Profit</b>	<b>43,343.74</b>	<b>51,508.48</b>	<b>-8,164.74</b>
<b>Expense</b>			
<b>6010 · Payroll Expense</b>			
6011 · Exempt Salary & Wages	9,122.99	17,071.67	-7,948.68
6012 · Non-Exempt Salary & Wages	4,464.68	8,573.30	-4,108.62
6013 · Workers' Compensation	373.37	886.88	-513.51
6016 · Payroll Service Fees	276.70	308.33	-31.63
<b>Total 6010 · Payroll Expense</b>	<b>14,237.74</b>	<b>26,840.18</b>	<b>-12,602.44</b>
<b>6030 · Payroll Taxes</b>			
6031 · Non-Exempt Employer Taxes	341.55	728.71	-387.16
6032 · Exempt Employer Taxes	750.89	1,366.67	-615.78
<b>Total 6030 · Payroll Taxes</b>	<b>1,092.44</b>	<b>2,095.38</b>	<b>-1,002.94</b>
<b>6050 · Travel &amp; Mileage Expense</b>			
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>
<b>6054 · Contractors</b>	<b>3,849.50</b>	<b>83.33</b>	<b>3,766.17</b>
<b>6057 · Events</b>			
6058 · Event Meals	331.76	166.67	165.09
6059 · Facility	0.00	533.33	-533.33
6057 · Events - Other	0.00	326.67	-326.67
<b>Total 6057 · Events</b>	<b>331.76</b>	<b>1,026.67</b>	<b>-694.91</b>
<b>6070 · Program Initiatives</b>			
6071 · Materials	487.14	504.17	-17.03
6072 · Other Program Costs	0.00	925.00	-925.00
<b>Total 6070 · Program Initiatives</b>	<b>487.14</b>	<b>1,429.17</b>	<b>-942.03</b>
<b>6080 · Professional Fees</b>			
6081 · Accounting Expense	4,070.00	4,884.50	-814.50
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>4,594.06</b>	<b>5,467.84</b>	<b>-873.78</b>
<b>6090 · Technology IT Support</b>			

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

**Profit & Loss Budget vs. Actual**

June 2021

	<u>Jun 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6091 · Website Expenses	524.62	389.53	135.09
6092 · Software Support Expense	600.00	1,118.66	-518.66
6093 · Storage & Anti-virus Protection	112.00	126.00	-14.00
6094 · Sales Support	115.99	294.32	-178.33
6095 · Accounting IT	1,507.64	1,293.60	214.04
<b>Total 6090 · Technology IT Support</b>	<b>2,860.25</b>	<b>3,222.11</b>	<b>-361.86</b>
6100 · License & Permits	0.00	8.33	-8.33
6110 · Insurance Expense			
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>	<b>252.25</b>	<b>255.08</b>	<b>-2.83</b>
6120 · Rent Expense	3,949.43	3,927.65	21.78
6130 · Utilities Expense			
6131 · Electric Expense	160.20	166.67	-6.47
6132 · Telephone Expense	352.11	333.33	18.78
6130 · Utilities Expense - Other	0.00	25.00	-25.00
<b>Total 6130 · Utilities Expense</b>	<b>512.31</b>	<b>525.00</b>	<b>-12.69</b>
6140 · Office Expense			
6141 · Postage Expense	0.00	0.00	0.00
6143 · Office equipment/machines	0.00	166.67	-166.67
6145 · PO Box Fee	0.00	16.67	-16.67
6146 · Supplies	373.84	1,041.67	-667.83
6140 · Office Expense - Other	0.00	25.00	-25.00
<b>Total 6140 · Office Expense</b>	<b>373.84</b>	<b>1,250.01</b>	<b>-876.17</b>
6150 · Dues and Subscriptions	101.68	91.67	10.01
6160 · Repairs & Maintenance	0.00	208.33	-208.33
6180 · Warehouse Supplies	908.85	833.33	75.52
6190 · Tax Expense			
6191 · Federal Tax Expense	0.00	8.33	-8.33
6190 · Tax Expense - Other	3.58	83.33	-79.75
<b>Total 6190 · Tax Expense</b>	<b>3.58</b>	<b>91.66</b>	<b>-88.08</b>
6200 · Bank & Merchant Fees			
6205 · Shopify Fees	594.39	675.00	-80.61
6206 · Stripe Fees	149.27	675.00	-525.73
6207 · PayPal Fee	538.30	733.33	-195.03
6208 · Credit Card Fees (Finance charg	1.56	66.67	-65.11
6209 · Foreign Exchange (Gain)Loss	-245.37		
6200 · Bank & Merchant Fees - Other	15.00	12.50	2.50
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<b>1,053.15</b>	<b>2,162.50</b>	<b>-1,109.35</b>
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	553.00	528.50	24.50
6212 · Amortization Expense	936.00	932.25	3.75
<b>Total 6210 · Depreciation &amp; Amortization</b>	<b>1,489.00</b>	<b>1,460.75</b>	<b>28.25</b>
9999 · Suspense			
9992 · Inventory Transfers	-51.22		
9991 · Inventory Adjustments	-7.46		
9999 · Suspense - Other	0.00		
<b>Total 9999 · Suspense</b>	<b>-58.68</b>		
<b>Total Expense</b>	<b>36,038.30</b>	<b>52,320.66</b>	<b>-16,282.36</b>
<b>Net Ordinary Income</b>	<b>7,305.44</b>	<b>-812.18</b>	<b>8,117.62</b>
<b>Net Income</b>	<b>7,305.44</b>	<b>-812.18</b>	<b>8,117.62</b>