

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

**Profit & Loss**

June 2021

	<u>Jun 21</u>	<u>May 21</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4010 · Shopify Revenue</b>			
4011 · Textbook Revenue	12,161.50	15,394.00	-3,232.50
4012 · Workbook Revenue	8,262.00	9,166.00	-904.00
4013 · Tri-Fold Revenue	828.90	526.42	302.48
4014 · Audio Royalty Revenue	234.00	486.00	-252.00
4015 · Medallions & Chip Revenue	592.00	935.00	-343.00
4018 · Shipping And Handling	5,619.00	6,874.81	-1,255.81
4019 · Complimentary Copy	71.04	24.54	46.50
4025 · Intergroup Discount	-141.00	-790.80	649.80
4028 · Sales Discounts	-403.01	-581.54	178.53
4029 · Returns and Allowances	-73.20	-65.75	-7.45
<b>Total 4010 · Shopify Revenue</b>	<u>27,151.23</u>	<u>31,968.68</u>	<u>-4,817.45</u>
<b>4030 · Amazon Revenue</b>			
4031 · Textbook Revenue	27,717.31	29,960.50	-2,243.19
4032 · Workbook Revenue	18,277.87	21,317.03	-3,039.16
4034 · E-Book Royalty Revenue	5,361.02	0.00	5,361.02
4036 · Shipping Revenue	1,243.84	1,693.22	-449.38
4037 · Gift Wrap Revenue	14.97	33.93	-18.96
4038 · Discounts	-615.03	-611.90	-3.13
<b>Total 4030 · Amazon Revenue</b>	<u>51,999.98</u>	<u>52,392.78</u>	<u>-392.80</u>
<b>4050 · Barnes &amp; Noble Revenue</b>			
4056 · E-Book Royalty Revenue	62.91	104.85	-41.94
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>62.91</u>	<u>104.85</u>	<u>-41.94</u>
<b>4060 · Audible Revenue</b>			
4064 · Audio Royalty Revenue	4,071.27	0.00	4,071.27
<b>Total 4060 · Audible Revenue</b>	<u>4,071.27</u>	<u>0.00</u>	<u>4,071.27</u>
<b>4070 · Royalty Contract Revenue</b>			
4071 · Textbook Printing Revenue	99.10	0.00	99.10
<b>Total 4070 · Royalty Contract Revenue</b>	<u>99.10</u>	<u>0.00</u>	<u>99.10</u>
<b>4080 · 7th Traditions Contributions</b>	12,311.07	20,389.25	-8,078.18
<b>4150 · European Sales</b>	0.00	14.00	-14.00
<b>4200 · Other Revenue</b>			
4201 · Bank Interest	6.86	6.62	0.24
<b>Total 4200 · Other Revenue</b>	<u>6.86</u>	<u>6.62</u>	<u>0.24</u>
<b>Total Income</b>	<u>95,702.42</u>	<u>104,876.18</u>	<u>-9,173.76</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	4,537.08	-893.12
5012 · Workbooks	1,963.91	2,158.87	-194.96
5013 · Tri-Folds	309.36	256.94	52.42
5015 · Medallions/Chips	191.79	308.94	-117.15
<b>Total 5010 · Shopify COGS</b>	<u>6,109.02</u>	<u>7,261.83</u>	<u>-1,152.81</u>
<b>5020 · Shopify-Fulfillment Costs</b>			
5022 · Freight Out (order Fulfillment)	6,178.84	7,124.60	-945.76
5024 · Fulfillment, BANG	52.00	0.00	52.00
5026 · Bang Storage	45.00	0.00	45.00
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<u>6,275.84</u>	<u>7,124.60</u>	<u>-848.76</u>
<b>5030 · Direct Labor</b>			

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5031 · Direct Salary & Wages	9,553.29	9,695.36	-142.07
5032 · Workers Compensation	277.24	281.06	-3.82
5035 · Employer Taxes-Direct Labor	783.01	754.46	28.55
5030 · Direct Labor - Other	3,404.80	1,064.00	2,340.80
<b>Total 5030 · Direct Labor</b>	<u>14,018.34</u>	<u>11,794.88</u>	<u>2,223.46</u>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	26,403.20	26,181.31	221.89
<b>5050 · Amazon COGS</b>			
5051 · Textbooks	6,582.85	5,842.84	740.01
5052 · Workbooks	2,485.39	2,865.19	-379.80
5053 · Fulfillment, Amazon UK	6,208.70	10,375.50	-4,166.80
5054 · Fulfillment, Amazon US	10,623.54	28,788.08	-18,164.54
5058 · Freight-Out(Order Fulfillment)	55.00	55.00	0.00
<b>Total 5050 · Amazon COGS</b>	<u>25,955.48</u>	<u>47,926.61</u>	<u>-21,971.13</u>
5560 · European Sales-COGS	0.00	5.21	-5.21
<b>Total COGS</b>	<u>52,358.68</u>	<u>74,113.13</u>	<u>-21,754.45</u>
<b>Gross Profit</b>	43,343.74	30,763.05	12,580.69
<b>Expense</b>			
<b>6010 · Payroll Expense</b>			
6011 · Exempt Salary & Wages	9,122.99	9,369.25	-246.26
6012 · Non-Exempt Salary & Wages	4,464.68	4,374.84	89.84
6013 · Workers' Compensation	373.37	380.13	-6.76
6016 · Payroll Service Fees	276.70	276.70	0.00
<b>Total 6010 · Payroll Expense</b>	<u>14,237.74</u>	<u>14,400.92</u>	<u>-163.18</u>
<b>6030 · Payroll Taxes</b>			
6031 · Non-Exempt Employer Taxes	341.55	331.02	10.53
6032 · Exempt Employer Taxes	750.89	716.74	34.15
<b>Total 6030 · Payroll Taxes</b>	<u>1,092.44</u>	<u>1,047.76</u>	<u>44.68</u>
6054 · Contractors	3,849.50	2,894.23	955.27
<b>6057 · Events</b>			
6058 · Event Meals	331.76	25.90	305.86
<b>Total 6057 · Events</b>	<u>331.76</u>	<u>25.90</u>	<u>305.86</u>
<b>6070 · Program Initiatives</b>			
6071 · Materials	487.14	0.00	487.14
<b>Total 6070 · Program Initiatives</b>	<u>487.14</u>	<u>0.00</u>	<u>487.14</u>
<b>6080 · Professional Fees</b>			
6081 · Accounting Expense	4,070.00	4,330.00	-260.00
6083 · HR Consulting	524.06	524.06	0.00
<b>Total 6080 · Professional Fees</b>	<u>4,594.06</u>	<u>4,854.06</u>	<u>-260.00</u>
<b>6090 · Technology IT Support</b>			
6091 · Website Expenses	524.62	0.00	524.62
6092 · Software Support Expense	600.00	580.00	20.00
6093 · Storage & Anti-virus Protection	112.00	112.00	0.00
6094 · Sales Support	115.99	115.99	0.00
6095 · Accounting IT	1,507.64	1,438.39	69.25
<b>Total 6090 · Technology IT Support</b>	<u>2,860.25</u>	<u>2,246.38</u>	<u>613.87</u>
<b>6110 · Insurance Expense</b>			
6111 · Board Insurance (EO) Expense	122.17	122.17	0.00
6112 · Business & Property Liability	130.08	130.08	0.00
<b>Total 6110 · Insurance Expense</b>	<u>252.25</u>	<u>252.25</u>	<u>0.00</u>
6120 · Rent Expense	3,949.43	3,949.43	0.00
6130 · Utilities Expense			

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6131 · Electric Expense	160.20	146.98	13.22
6132 · Telephone Expense	352.11	350.41	1.70
<b>Total 6130 · Utilities Expense</b>	<u>512.31</u>	<u>497.39</u>	<u>14.92</u>
6140 · Office Expense			
6144 · Misc. Expense	0.00	369.00	-369.00
6146 · Supplies	373.84	-106.56	480.40
<b>Total 6140 · Office Expense</b>	<u>373.84</u>	<u>262.44</u>	<u>111.40</u>
6150 · Dues and Subscriptions	101.68	200.68	-99.00
6180 · Warehouse Supplies	908.85	0.00	908.85
6190 · Tax Expense	3.58	7.88	-4.30
6200 · Bank & Merchant Fees			
6205 · Shopify Fees	594.39	702.14	-107.75
6206 · Stripe Fees	149.27	170.70	-21.43
6207 · PayPal Fee	538.30	733.67	-195.37
6208 · Credit Card Fees (Finance charg	1.56	1.02	0.54
6209 · Foreign Exchange (Gain)Loss	-245.37	238.45	-483.82
6200 · Bank & Merchant Fees - Other	15.00	15.45	-0.45
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<u>1,053.15</u>	<u>1,861.43</u>	<u>-808.28</u>
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	553.00	550.00	3.00
6212 · Amortization Expense	936.00	932.00	4.00
<b>Total 6210 · Depreciation &amp; Amortization</b>	<u>1,489.00</u>	<u>1,482.00</u>	<u>7.00</u>
9999 · Suspense			
9992 · Inventory Transfers	-51.22	75.00	-126.22
9991 · Inventory Adjustments	-7.46	-262.33	254.87
<b>Total 9999 · Suspense</b>	<u>-58.68</u>	<u>-187.33</u>	<u>128.65</u>
<b>Total Expense</b>	<u>36,038.30</u>	<u>33,795.42</u>	<u>2,242.88</u>
<b>Net Ordinary Income</b>	<u>7,305.44</u>	<u>-3,032.37</u>	<u>10,337.81</u>
<b>Net Income</b>	<u><u>7,305.44</u></u>	<u><u>-3,032.37</u></u>	<u><u>10,337.81</u></u>