

Adult Children of Alcoholics World Service Organization Inc
Profit & Loss Budget vs. Actual
August 2021

	<u>Aug 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4010 · Shopify Revenue	105 489,74	44 935,48	60 554,26
4030 · Amazon Revenue	30 675,78	59 403,56	-28 727,78
4050 · Barnes & Noble Revenue	69,90	91,67	-21,77
4060 · Audible Revenue	2 144,98	2 150,00	-5,02
4070 · Royalty Contract Revenue	5 156,54	1 050,00	4 106,54
4080 · 7th Traditions Contributions	13 863,62	18 416,67	-4 553,05
4200 · Other Revenue	6,60	483,33	-476,73
Total Income	<u>157 407,16</u>	<u>126 530,71</u>	<u>30 876,45</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	44 960,35	33 523,84	11 436,51
5050 · Amazon COGS	19 484,86	39 115,43	-19 630,57
Total COGS	<u>64 445,21</u>	<u>72 639,27</u>	<u>-8 194,06</u>
Gross Profit	<u>92 961,95</u>	<u>53 891,44</u>	<u>39 070,51</u>
Expense			
6010 · Payroll Expense	21 806,89	21 278,37	528,52
6030 · Payroll Taxes	1 589,38	2 304,34	-714,96
6050 · Travel & Mileage Expense	31,85	1 341,67	-1 309,82
6054 · Contractors	1 049,34	6 583,33	-5 533,99
6057 · Events	345,83	1 026,67	-680,84
6070 · Program Initiatives	53,55	1 629,17	-1 575,62
6080 · Professional Fees	8 220,06	5 467,84	2 752,22
6090 · Technology IT Support	2 641,30	3 222,11	-580,81
6100 · License & Permits	0,00	8,33	-8,33
6110 · Insurance Expense	252,25	255,08	-2,83
6120 · Rent Expense	3 949,43	3 927,65	21,78
6130 · Utilities Expense	635,11	525,00	110,11
6140 · Office Expense	507,87	1 250,01	-742,14
6150 · Dues and Subscriptions	88,89	91,67	-2,78
6160 · Repairs & Maintenance	0,00	208,33	-208,33
6180 · Warehouse Supplies	1 055,72	833,33	222,39
6190 · Tax Expense	5,00	91,66	-86,66
6200 · Bank & Merchant Fees	5 881,25	2 162,50	3 718,75
6210 · Depreciation & Amortization	1 083,00	1 460,75	-377,75
9999 · Suspense	-113,05		
Total Expense	<u>49 083,67</u>	<u>53 667,81</u>	<u>-4 584,14</u>
Net Ordinary Income	<u>43 878,28</u>	<u>223,63</u>	<u>43 654,65</u>
Net Income	<u>43 878,28</u>	<u>223,63</u>	<u>43 654,65</u>