

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

	<u>Sep 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4010 · Shopify Revenue	83 693,96	48 935,48	34 758,48
4030 · Amazon Revenue	45 484,15	59 403,56	-13 919,41
4050 · Barnes & Noble Revenue	62,91	91,67	-28,76
4060 · Audible Revenue	2 379,33	2 150,00	229,33
4070 · Royalty Contract Revenue	0,00	1 050,00	-1 050,00
4080 · 7th Traditions Contributions	22 172,42	18 416,67	3 755,75
4150 · European Sales	14,00		
4200 · Other Revenue	9,82	483,33	-473,51
Total Income	<u>153 816,59</u>	<u>130 530,71</u>	<u>23 285,88</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	51 055,88	34 697,32	16 358,56
5050 · Amazon COGS	34 875,55	39 115,43	-4 239,88
5560 · European Sales-COGS	5,21		
Total COGS	<u>85 936,64</u>	<u>73 812,75</u>	<u>12 123,89</u>
Gross Profit	<u>67 879,95</u>	<u>56 717,96</u>	<u>11 161,99</u>
Expense			
6010 · Payroll Expense	14 332,89	21 278,37	-6 945,48
6030 · Payroll Taxes	1 135,71	2 304,34	-1 168,63
6050 · Travel & Mileage Expense	504,48	1 341,67	-837,19
6054 · Contractors	11 647,36	6 583,33	5 064,03
6057 · Events	313,68	1 026,67	-712,99
6070 · Program Initiatives	3,15	1 629,17	-1 626,02
6080 · Professional Fees	5 650,14	5 467,84	182,30
6090 · Technology IT Support	2 717,13	3 222,11	-504,98
6100 · License & Permits	0,00	8,33	-8,33
6110 · Insurance Expense	252,25	255,08	-2,83
6120 · Rent Expense	4 414,43	3 927,65	486,78
6130 · Utilities Expense	654,76	525,00	129,76
6140 · Office Expense	290,70	1 250,01	-959,31
6150 · Dues and Subscriptions	56,04	91,67	-35,63
6160 · Repairs & Maintenance	145,00	208,33	-63,33
6180 · Warehouse Supplies	4 964,10	833,33	4 130,77
6190 · Tax Expense	594,21	91,66	502,55
6200 · Bank & Merchant Fees	6 431,16	2 162,50	4 268,66
6210 · Depreciation & Amortization	1 083,00	1 460,75	-377,75
9999 · Suspense	249,41		
Total Expense	<u>55 439,60</u>	<u>53 667,81</u>	<u>1 771,79</u>
Net Ordinary Income	<u>12 440,35</u>	<u>3 050,15</u>	<u>9 390,20</u>
Net Income	<u><u>12 440,35</u></u>	<u><u>3 050,15</u></u>	<u><u>9 390,20</u></u>

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	<u>% of Budget</u>
Ordinary Income/Expense	
Income	
4010 · Shopify Revenue	171,03%
4030 · Amazon Revenue	76,57%
4050 · Barnes & Noble Revenue	68,63%
4060 · Audible Revenue	110,67%
4070 · Royalty Contract Revenue	0,0%
4080 · 7th Traditions Contributions	120,39%
4150 · European Sales	
4200 · Other Revenue	2,03%
Total Income	117,84%
Cost of Goods Sold	
5000 · Shopify-Cost of Goods Sold	147,15%
5050 · Amazon COGS	89,16%
5560 · European Sales-COGS	
Total COGS	116,43%
Gross Profit	119,68%
Expense	
6010 · Payroll Expense	67,36%
6030 · Payroll Taxes	49,29%
6050 · Travel & Mileage Expense	37,6%
6054 · Contractors	176,92%
6057 · Events	30,55%
6070 · Program Initiatives	0,19%
6080 · Professional Fees	103,33%
6090 · Technology IT Support	84,33%
6100 · License & Permits	0,0%
6110 · Insurance Expense	98,89%
6120 · Rent Expense	112,39%
6130 · Utilities Expense	124,72%
6140 · Office Expense	23,26%
6150 · Dues and Subscriptions	61,13%
6160 · Repairs & Maintenance	69,6%
6180 · Warehouse Supplies	595,69%
6190 · Tax Expense	648,28%
6200 · Bank & Merchant Fees	297,4%
6210 · Depreciation & Amortization	74,14%
9999 · Suspense	
Total Expense	103,3%
Net Ordinary Income	407,86%
Net Income	407,86%