

Adult Children of Alcoholics World Service Organization
Profit & Loss Budget vs. Actual
March 2022

	Mar 22	Budget	\$ Over Budget
Income			
4010 · Shopify Revenue	48 530,61	68 491,67	-19 961,06
4030 · Amazon Revenue	70 172,60	54 316,68	15 855,92
4050 · Barnes & Noble Revenue	-20,97	100,00	-120,97
4060 · Audible Revenue	1 952,09	2 800,00	-847,91
4070 · Royalty Contract Revenue	0,00	3 091,67	-3 091,67
4080 · 7th Traditions Contributions	17 423,89	31 608,33	-14 184,44
4150 · European Sales	2 996,00	16,67	2 979,33
4200 · Other Revenue	5,83	16,67	-10,84
Total Income	141 060,05	160 441,69	-19 381,64
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	39 905,13	51 076,45	-11 171,32
5050 · Amazon COGS	53 621,39	42 382,03	11 239,36
5560 · International Printing Costs	354,74	316,67	38,07
Total COGS	93 881,26	93 775,15	106,11
Gross Profit	47 178,79	66 666,54	-19 487,75
Expense			
6010 · Payroll Expense	25 785,88	27 174,37	-1 388,49
6030 · Payroll Taxes	2 052,35	2 234,00	-181,65
6050 · Travel & Mileage Expense	2 969,87	1 700,01	1 269,86
6054 · Contractors	6 398,20	7 280,00	-881,80
6057 · Events	0,00	999,98	-999,98
6070 · Program Initiatives	3 553,58	4 900,02	-1 346,44
6080 · Professional Fees	7 392,54	8 721,66	-1 329,12
6090 · Technology IT Support	3 405,29	4 646,63	-1 241,34
6100 · License & Permits	0,00	16,66	-16,66
6110 · Insurance Expense	379,46	295,83	83,63
6120 · Rent Expense	6 018,85	5 761,00	257,85
6130 · Utilities Expense	1 049,95	536,66	513,29
6140 · Office Expense	-125,75	1 596,66	-1 722,41
6150 · Dues and Subscriptions	57,70	178,33	-120,63
6160 · Repairs & Maintenance	180,00	208,33	-28,33
6180 · Warehouse Supplies	179,50		
6190 · Tax Expense	34,31	125,00	-90,69
6200 · Bank & Merchant Fees	2 639,14	3 191,65	-552,51
6210 · Depreciation & Amortization	1 185,83	1 318,62	-132,79
6500 · Bad Debt Expense	99,10		
9999 · Suspense Costs	-573,01	25,00	-598,01
Total Expense	62 682,79	70 910,41	-8 227,62
Net Income	-15 504,00	-4 243,87	-11 260,13