

**Adult Children of Alcoholics World Service Organization**  
**Profit & Loss**  
**March 2022**

	<b>Mar 22</b>	<b>Feb 22</b>	<b>\$ Change</b>
<b>Income</b>			
4010 · Shopify Revenue	48 530,61	47 715,41	815,20
4030 · Amazon Revenue	70 172,60	64 844,32	5 328,28
4050 · Barnes & Noble Revenue	-20,97	0,00	-20,97
4060 · Audible Revenue	1 952,09	0,00	1 952,09
4070 · Royalty Contract Revenue	0,00	256,00	-256,00
4080 · 7th Traditions Contributions	17 423,89	28 626,45	-11 202,56
4150 · European Sales	2 996,00	18,68	2 977,32
4200 · Other Revenue	5,83	7,67	-1,84
<b>Total Income</b>	<b>141 060,05</b>	<b>141 468,53</b>	<b>-408,48</b>
<b>Cost of Goods Sold</b>			
5000 · Shopify-Cost of Goods Sold	39 905,13	31 529,87	8 375,26
5050 · Amazon COGS	53 621,39	45 306,09	8 315,30
5560 · International Printing Costs	354,74	603,12	-248,38
<b>Total COGS</b>	<b>93 881,26</b>	<b>77 439,08</b>	<b>16 442,18</b>
<b>Gross Profit</b>	<b>47 178,79</b>	<b>64 029,45</b>	<b>-16 850,66</b>
<b>Expense</b>			
6010 · Payroll Expense	25 785,88	23 613,42	2 172,46
6030 · Payroll Taxes	2 052,35	2 132,33	-79,98
6050 · Travel & Mileage Expense	2 969,87	2 674,59	295,28
6054 · Contractors	6 398,20	6 248,16	150,04
6070 · Program Initiatives	3 553,58	394,99	3 158,59
6080 · Professional Fees	7 392,54	8 750,17	-1 357,63
6090 · Technology IT Support	3 405,29	5 359,35	-1 954,06
6110 · Insurance Expense	379,46	278,25	101,21
6120 · Rent Expense	6 018,85	5 004,85	1 014,00
6130 · Utilities Expense	1 049,95	137,48	912,47
6140 · Office Expense	-125,75	1 049,22	-1 174,97
6150 · Dues and Subscriptions	57,70	136,70	-79,00
6160 · Repairs & Maintenance	180,00	1 889,00	-1 709,00
6180 · Warehouse Supplies	179,50	698,00	-518,50
6190 · Tax Expense	34,31	0,00	34,31
6200 · Bank & Merchant Fees	2 639,14	5 403,91	-2 764,77
6210 · Depreciation & Amortization	1 185,83	1 169,24	16,59
6500 · Bad Debt Expense	99,10	0,00	99,10
9999 · Suspense Costs	-573,01	2 906,86	-3 479,87
<b>Total Expense</b>	<b>62 682,79</b>	<b>67 846,52</b>	<b>-5 163,73</b>
<b>Net Income</b>	<b>-15 504,00</b>	<b>-3 817,07</b>	<b>-11 686,93</b>