

Adult Children of Alcoholics World Service Organization
Profit & Loss Budget vs. Actual
January through April 2022

	<u>Jan - Apr 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
4010 · Shopify Revenue	202 406,97	273 966,61	-71 559,64
4030 · Amazon Revenue	265 153,48	217 266,53	47 886,95
4050 · Barnes & Noble Revenue	118,83	400,00	-281,17
4060 · Audible Revenue	4 226,51	11 200,00	-6 973,49
4070 · Royalty Contract Revenue	2 644,03	12 366,64	-9 722,61
4080 · 7th Traditions Contributions	101 526,97	126 433,36	-24 906,39
4150 · European Sales	70,04	66,64	3,40
4200 · Other Revenue	1 111,80	1 066,64	45,16
Total Income	<u>577 258,63</u>	<u>642 766,42</u>	<u>-65 507,79</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	147 488,39	204 305,62	-56 817,23
5050 · Amazon COGS	196 014,53	169 528,28	26 486,25
5560 · International Printing Costs	1 476,45	1 266,64	209,81
Total COGS	<u>344 979,37</u>	<u>375 100,54</u>	<u>-30 121,17</u>
Gross Profit	<u>232 279,26</u>	<u>267 665,88</u>	<u>-35 386,62</u>
Expense			
6010 · Payroll Expense	96 509,79	108 697,51	-12 187,72
6030 · Payroll Taxes	8 250,38	8 936,03	-685,65
6050 · Travel & Mileage Expense	17 728,17	6 800,24	10 927,93
6054 · Contractors	23 717,78	32 851,14	-9 133,36
6057 · Events	258,48	4 000,16	-3 741,68
6070 · Program Initiatives	5 873,27	19 600,00	-13 726,73
6080 · Professional Fees	32 590,48	31 886,72	703,76
6090 · Technology IT Support	18 979,70	20 586,65	-1 606,95
6100 · License & Permits	391,00	66,72	324,28
6110 · Insurance Expense	1 234,46	1 183,36	51,10
6120 · Rent Expense	20 307,07	23 043,96	-2 736,89
6130 · Utilities Expense	2 221,21	2 146,72	74,49
6140 · Office Expense	3 887,15	6 386,72	-2 499,57
6150 · Dues and Subscriptions	421,22	713,36	-292,14
6160 · Repairs & Maintenance	2 744,85	833,36	1 911,49
6190 · Tax Expense	299,31	500,00	-200,69
6200 · Bank & Merchant Fees	15 118,62	12 766,80	2 351,82
6210 · Depreciation & Amortization	4 710,14	5 274,52	-564,38
6500 · Bad Debt Expense	99,10		
9999 · Suspense Costs	2 003,78	100,00	1 903,78
Total Expense	<u>257 345,96</u>	<u>286 373,97</u>	<u>-29 028,01</u>
Net Income	<u>-25 066,70</u>	<u>-18 708,09</u>	<u>-6 358,61</u>