

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

	<u>May 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Income</b>			
4010 · Shopify Revenue	47 715,37	68 729,51	-21 014,14
4030 · Amazon Revenue	58 765,84	54 316,67	4 449,17
4050 · Barnes & Noble Revenue	27,96	100,00	-72,04
4060 · Audible Revenue	4 773,47	2 800,00	1 973,47
4070 · Royalty Contract Revenue	0,00	3 091,67	-3 091,67
4080 · 7th Traditions Contributions	28 651,64	31 608,33	-2 956,69
4150 · European Sales	21,01	16,67	4,34
4200 · Other Revenue	422,50	16,67	405,83
<b>Total Income</b>	<u>140 377,79</u>	<u>160 679,52</u>	<u>-20 301,73</u>
<b>Cost of Goods Sold</b>			
5000 · Shopify-Cost of Goods Sold	33 886,89	51 076,37	-17 189,48
50000 · Cost of Goods Sold	37,90		
5050 · Amazon COGS	45 287,55	42 382,03	2 905,52
5560 · International Printing Costs	10,42	316,67	-306,25
<b>Total COGS</b>	<u>79 222,76</u>	<u>93 775,07</u>	<u>-14 552,31</u>
<b>Gross Profit</b>	<u>61 155,03</u>	<u>66 904,45</u>	<u>-5 749,42</u>
<b>Expense</b>			
6010 · Payroll Expense	26 032,92	27 174,37	-1 141,45
6030 · Payroll Taxes	1 964,71	2 233,99	-269,28
6050 · Travel & Mileage Expense	3 371,95	1 699,97	1 671,98
6054 · Contractors	8 663,24	8 555,56	107,68
6056 · Trademarks	238,52		
6057 · Events	68,30	999,98	-931,68
6070 · Program Initiatives	1 715,94	4 900,00	-3 184,06
6080 · Professional Fees	5 190,98	5 721,66	-530,68
6090 · Technology IT Support	4 154,43	4 646,63	-492,20
6100 · License & Permits	0,00	16,66	-16,66
6110 · Insurance Expense	298,50	295,83	2,67
6120 · Rent Expense	6 018,85	5 760,98	257,87
6130 · Utilities Expense	521,02	536,66	-15,64
6140 · Office Expense	813,28	1 596,66	-783,38
6150 · Dues and Subscriptions	113,74	178,33	-64,59
6160 · Repairs & Maintenance	610,00	208,33	401,67
6190 · Tax Expense	0,00	125,00	-125,00
6200 · Bank & Merchant Fees	2 331,23	3 191,65	-860,42
6210 · Depreciation & Amortization	1 185,83	1 318,62	-132,79
9999 · Suspense Costs	1 343,35	158,32	1 185,03
<b>Total Expense</b>	<u>64 636,79</u>	<u>69 319,20</u>	<u>-4 682,41</u>
<b>Net Income</b>	<u><b>-3 481,76</b></u>	<u><b>-2 414,75</b></u>	<u><b>-1 067,01</b></u>