

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

	<u>Jul 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
4010 · Shopify Revenue	53 173,31	82 518,98	-29 345,67
4030 · Amazon Revenue	53 085,74	62 686,40	-9 600,66
4050 · Digital Books Revenue	89,37	100,00	-10,63
4060 · Audible Revenue	183,00	2 800,00	-2 617,00
4070 · Royalty Contract Revenue	0,00	3 091,67	-3 091,67
4080 · 7th Traditions Contributions	23 072,73	31 608,33	-8 535,60
4150 · European Sales	0,00	16,67	-16,67
4160 · International Sales	8 413,00		
4200 · Other Revenue	5,02	16,67	-11,65
Total Income	<u>138 022,17</u>	<u>182 838,72</u>	<u>-44 816,55</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	38 065,85	51 076,37	-13 010,52
5050 · Amazon COGS	34 842,25	42 382,03	-7 539,78
5150 · International COGS	2 749,87		
5560 · International Printing Costs	0,00	316,67	-316,67
Total COGS	<u>75 657,97</u>	<u>93 775,07</u>	<u>-18 117,10</u>
Gross Profit	<u>62 364,20</u>	<u>89 063,65</u>	<u>-26 699,45</u>
Expense			
6010 · Payroll Expense	29 547,88	27 174,37	2 373,51
6030 · Payroll Taxes	2 107,17	2 233,99	-126,82
6050 · Travel & Mileage Expense	0,00	1 699,97	-1 699,97
6054 · Contractors	7 650,11	18 860,22	-11 210,11
6057 · Events	0,00	999,98	-999,98
6070 · Program Initiatives	1 263,64	4 900,00	-3 636,36
6080 · Professional Fees	9 208,07	5 721,66	3 486,41
6090 · Technology IT Support	2 944,43	4 646,63	-1 702,20
6100 · License & Permits	0,00	16,66	-16,66
6110 · Insurance Expense	414,00	295,83	118,17
6120 · Rent Expense	6 018,85	5 760,98	257,87
6130 · Utilities Expense	684,80	536,66	148,14
6140 · Office Expense	610,18	1 596,66	-986,48
6150 · Dues and Subscriptions	113,74	178,33	-64,59
6160 · Repairs & Maintenance	826,00	208,33	617,67
6190 · Tax Expense	-75,00	125,00	-200,00
6200 · Bank & Merchant Fees	2 035,75	3 191,65	-1 155,90
6210 · Depreciation & Amortization	1 180,39	1 318,62	-138,23
9999 · Suspense Costs	-16 620,35	158,32	-16 778,67
Total Expense	<u>47 909,66</u>	<u>79 623,86</u>	<u>-31 714,20</u>
Net Income	<u><u>14 454,54</u></u>	<u><u>9 439,79</u></u>	<u><u>5 014,75</u></u>