

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

	<u>Sep 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
4010 · Shopify Revenue	48 301,70	57 087,60	-8 785,90
4030 · Amazon Revenue	70 312,24	68 392,56	1 919,68
4050 · Digital Books Revenue	1 164,46	50,00	1 114,46
4060 · Audible Revenue	4 827,08	2 333,33	2 493,75
4070 · Royalty Contract Revenue	0,00	450,00	-450,00
4080 · 7th Traditions Contributions	21 397,78	27 500,00	-6 102,22
4160 · International Sales	264,00	3 900,00	-3 636,00
4200 · Other Revenue	4,77	255,83	-251,06
Total Income	<u>146 272,03</u>	<u>159 969,32</u>	<u>-13 697,29</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	38 767,90	43 847,30	-5 079,40
5050 · Amazon COGS	49 921,99	51 314,72	-1 392,73
5150 · International COGS	284,37	2 000,00	-1 715,63
5560 · International Printing Costs	0,00	316,67	-316,67
Total COGS	<u>88 974,26</u>	<u>97 478,69</u>	<u>-8 504,43</u>
Gross Profit	<u>57 297,77</u>	<u>62 490,63</u>	<u>-5 192,86</u>
Expense			
6010 · Payroll Expense	33 570,32	30 558,00	3 012,32
6030 · Payroll Taxes	2 212,52	1 866,67	345,85
6050 · Travel & Mileage Expense	150,00	250,00	-100,00
6054 · Contractors	9 309,67	8 083,33	1 226,34
6057 · Events	0,00	666,66	-666,66
6070 · Program Initiatives	1 865,46	3 013,82	-1 148,36
6080 · Professional Fees	8 517,85	7 515,00	1 002,85
6090 · Technology IT Support	3 517,97	5 466,66	-1 948,69
6100 · License & Permits	0,00	33,33	-33,33
6110 · Insurance Expense	324,16	450,00	-125,84
6120 · Rent Expense	9 057,40	9 050,00	7,40
6130 · Utilities Expense	958,51	666,66	291,85
6140 · Office Expense	2 288,34	799,99	1 488,35
6150 · Dues and Subscriptions	898,52	168,33	730,19
6160 · Repairs & Maintenance	580,00	333,33	246,67
6200 · Bank & Merchant Fees	2 593,17	3 125,17	-532,00
6210 · Depreciation & Amortization	1 194,67	1 410,29	-215,62
9999 · Suspense Costs	484,09	0,00	484,09
Total Expense	<u>77 522,65</u>	<u>73 457,24</u>	<u>4 065,41</u>
Net Income	<u><u>-20 224,88</u></u>	<u><u>-10 966,61</u></u>	<u><u>-9 258,27</u></u>