

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

	<u>Oct 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
4010 · Shopify Revenue	54 987,31	57 087,60	-2 100,29
4030 · Amazon Revenue	72 144,48	68 392,56	3 751,92
4050 · Digital Books Revenue	583,73	50,00	533,73
4060 · Audible Revenue	2 237,90	2 333,33	-95,43
4070 · Royalty Contract Revenue	0,00	450,00	-450,00
4080 · 7th Traditions Contributions	20 600,38	27 500,00	-6 899,62
4160 · International Sales	9 206,58	3 900,00	5 306,58
4200 · Other Revenue	5,20	255,83	-250,63
Total Income	<u>159 765,58</u>	<u>159 969,32</u>	<u>-203,74</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	40 025,09	43 847,29	-3 822,20
5050 · Amazon COGS	61 719,07	51 314,72	10 404,35
5150 · International COGS	7 083,90	2 000,00	5 083,90
5560 · International Printing Costs	0,00	316,67	-316,67
Total COGS	<u>108 828,06</u>	<u>97 478,68</u>	<u>11 349,38</u>
Gross Profit	<u>50 937,52</u>	<u>62 490,64</u>	<u>-11 553,12</u>
Expense			
6010 · Payroll Expense	31 375,10	30 558,00	817,10
6030 · Payroll Taxes	2 117,56	1 866,67	250,89
6050 · Travel & Mileage Expense	3 175,68	250,00	2 925,68
6054 · Contractors	7 460,21	8 083,33	-623,12
6057 · Events	533,06	666,66	-133,60
6070 · Program Initiatives	3 893,40	3 013,82	879,58
6080 · Professional Fees	6 932,08	7 515,00	-582,92
6090 · Technology IT Support	3 182,34	5 466,66	-2 284,32
6100 · License & Permits	90,00	33,33	56,67
6110 · Insurance Expense	311,34	450,00	-138,66
6120 · Rent Expense	9 057,40	9 050,00	7,40
6130 · Utilities Expense	528,06	666,66	-138,60
6140 · Office Expense	1 077,66	799,99	277,67
6150 · Dues and Subscriptions	117,53	168,33	-50,80
6160 · Repairs & Maintenance	180,00	333,33	-153,33
6200 · Bank & Merchant Fees	2 163,89	3 125,17	-961,28
6210 · Depreciation & Amortization	1 184,47	1 410,29	-225,82
9999 · Suspense Costs	-364,30	0,00	-364,30
Total Expense	<u>73 015,48</u>	<u>73 457,24</u>	<u>-441,76</u>
Net Income	<u><u>-22 077,96</u></u>	<u><u>-10 966,60</u></u>	<u><u>-11 111,36</u></u>