

Adult Children of Alcoholics World Service Organization
Profit & Loss Budget vs. Actual
January 2023

	Jan 23	PROPOSED Budget *	\$ Over Budget
Income			
4010 · Shopify Revenue	68 961,62	55 274,89	13 686,73
4030 · Amazon Revenue	87 698,50	84 691,63	3 006,87
4050 · Digital Books Revenue	41,94	291,63	-249,69
4060 · Audible Revenue	177,00	2 291,63	-2 114,63
4070 · Royalty Contract Revenue	0,00	266,63	-266,63
4080 · 7th Traditions Contributions	45 240,51	39 900,00	5 340,51
4160 · International Sales	4 794,00	2 700,00	2 094,00
4200 · Other Revenue	23,46	141,74	-118,28
Total Income	206 937,03	185 558,15	21 378,88
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	45 837,55	40 364,29	5 473,26
5050 · Amazon COGS	55 864,22	58 916,74	-3 052,52
5150 · International COGS	1 983,71	1 908,37	75,34
5560 · International Printing Costs	0,00	358,33	-358,33
Total COGS	103 685,48	101 547,73	2 137,75
Gross Profit	103 251,55	84 010,42	19 241,13
Expense			
6010 · Payroll Expense	32 332,86	32 330,13	2,73
6030 · Payroll Taxes	3 272,37	2 435,15	837,22
6050 · Travel & Mileage Expense	0,00	375,03	-375,03
6054 · Contractors	6 052,76	6 666,63	-613,87
6056 · Trademarks	0,00	25,00	-25,00
6057 · Events	0,00	83,33	-83,33
6070 · Program Initiatives	5 291,39	1 850,00	3 441,39
6080 · Professional Fees	7 079,35	7 606,25	-526,90
6090 · Technology IT Support	4 021,55	3 640,73	380,82
6100 · License & Permits	0,00	50,00	-50,00
6110 · Insurance Expense	566,83	255,10	311,73
6120 · Rent Expense	9 057,40	9 128,37	-70,97
6130 · Utilities Expense	719,84	715,00	4,84
6140 · Office Expense	650,75	1 074,96	-424,21
6150 · Dues and Subscriptions	194,01	208,33	-14,32
6160 · Repairs & Maintenance	180,00	366,67	-186,67
6190 · Tax Expense	0,00	83,37	-83,37
6200 · Bank & Merchant Fees	1 987,29	2 624,97	-637,68
6210 · Depreciation & Amortization	1 372,16	1 380,00	-7,84
6400 · Other Expense	0,00	16,63	-16,63
9999 · Suspense Costs	-6 998,95		
Total Expense	65 779,61	70 915,65	-5 136,04
Net Income	37 471,94	13 094,77	24 377,17

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* Note: At the time this document was prepared, the Budget numbers have not been approved and finalized by the Board.