

Adult Children of Alcoholics World Service Organization
Profit & Loss
January 2023

	<u>Jan 23</u>	<u>Dec 22</u>	<u>\$ Change</u>
Income			
4010 · Shopify Revenue	68 961,62	47 440,40	21 521,22
4030 · Amazon Revenue	87 698,50	63 674,88	24 023,62
4050 · Digital Books Revenue	41,94	1 044,36	-1 002,42
4060 · Audible Revenue	177,00	4 209,64	-4 032,64
4070 · Royalty Contract Revenue	0,00	245,00	-245,00
4080 · 7th Traditions Contributions	45 240,51	36 191,68	9 048,83
4160 · International Sales	4 794,00	0,00	4 794,00
4200 · Other Revenue	23,46	5,12	18,34
Total Income	<u>206 937,03</u>	<u>152 811,08</u>	<u>54 125,95</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	45 837,55	31 283,43	14 554,12
5050 · Amazon COGS	55 864,22	44 117,08	11 747,14
5150 · International COGS	1 983,71	144,17	1 839,54
Total COGS	<u>103 685,48</u>	<u>75 544,68</u>	<u>28 140,80</u>
Gross Profit	<u>103 251,55</u>	<u>77 266,40</u>	<u>25 985,15</u>
Expense			
6010 · Payroll Expense	32 332,86	35 158,52	-2 825,66
6030 · Payroll Taxes	3 272,37	3 017,39	254,98
6050 · Travel & Mileage Expense	0,00	726,79	-726,79
6054 · Contractors	6 052,76	4 101,47	1 951,29
6057 · Events	0,00	283,37	-283,37
6070 · Program Initiatives	5 291,39	1 873,23	3 418,16
6080 · Professional Fees	7 079,35	6 493,41	585,94
6090 · Technology IT Support	4 021,55	2 470,47	1 551,08
6110 · Insurance Expense	566,83	373,08	193,75
6120 · Rent Expense	9 057,40	9 057,40	0,00
6130 · Utilities Expense	719,84	600,67	119,17
6140 · Office Expense	650,75	1 174,82	-524,07
6150 · Dues and Subscriptions	194,01	208,13	-14,12
6160 · Repairs & Maintenance	180,00	180,00	0,00
6200 · Bank & Merchant Fees	1 987,29	461,21	1 526,08
6210 · Depreciation & Amortization	1 372,16	1 330,32	41,84
6400 · Other Expense	0,00	0,00	0,00
9999 · Suspense Costs	-6 998,95	4 745,11	-11 744,06
Total Expense	<u>65 779,61</u>	<u>72 255,39</u>	<u>-6 475,78</u>
Net Income	<u><u>37 471,94</u></u>	<u><u>5 011,01</u></u>	<u><u>32 460,93</u></u>