

Adult Children of Alcoholics World Service Organization Inc
Profit & Loss Prev Year Comparison
 January through December 2013

<u>Distribution Center:</u>	<u>Jan - Dec 13</u>	<u>Jan - Dec 12</u>	<u>\$ Change</u>
<u>Income</u>			
Fellowship Textbook Sales			
Fellowship text index			
Fellowship Text Index-cost	-29.29	0.00	-29.29
California sales	55.00	27.50	27.50
Fellowship text index - Other	71.25	0.00	71.25
Total Fellowship text index	<u>96.96</u>	<u>27.50</u>	<u>69.46</u>
California FellowshipTxbk Sales	27,514.33	27,336.25	178.08
Fellowship Textbook Sales-Other	157,994.26	144,384.21	13,610.05
Cost-Fellowship Textbook	-59,859.47	-68,770.41	8,910.94
Total Fellowship Textbook Sales	<u>125,746.08</u>	<u>102,977.55</u>	<u>22,768.53</u>
Other Literature Sales			
Calif Literature Sales-Other	4,800.04	4,184.75	615.29
Literature sales-Other	25,100.16	19,573.15	5,527.01
Cost-Literature -Other	-15,170.83	-3,453.22	-11,717.61
Total Other Literature Sales	<u>14,729.37</u>	<u>20,304.68</u>	<u>-5,575.31</u>
Medallion/Chips Sales			
California Medallion/Chip Sales	1,395.84	1,174.60	221.24
Medallion/Chip Sales-Other	8,551.46	6,889.25	1,662.21
Cost-Medallion/Chips	-5,813.05	-9,663.13	3,850.08
Total Medallion/Chips Sales	<u>4,134.25</u>	<u>-1,599.28</u>	<u>5,733.53</u>
Meditation Book Sales			
Calif Meditation Book Sales	746.76	0.00	746.76
Meditation Book Sales-Others	13,385.00	0.00	13,385.00
Cost-Meditation Book	-1,633.22	0.00	-1,633.22
Total Meditation Book Sales	<u>12,498.54</u>	<u>0.00</u>	<u>12,498.54</u>
Workbook Sales			
California Workbook Sales	14,785.09	13,769.15	1,015.94
Workbook Sales-Other	83,200.41	74,196.33	9,004.08
Cost-Workbooks	-30,671.09	-29,656.82	-1,014.27
Total Workbook Sales	<u>67,314.41</u>	<u>58,308.66</u>	<u>9,005.75</u>
Shipping And Handling			
S/H Fellowship Textbooks	53,919.13	45,831.07	8,088.06
S/H Literature-Other	10,068.80	2,680.37	7,388.43
S/H Medallion/Chips	2,541.04	1,301.09	1,239.95
S/H Workbooks	21,865.02	6,978.43	14,886.59
Total Shipping And Handling	<u>88,393.99</u>	<u>56,790.96</u>	<u>31,603.03</u>
Shrinkage	-1,391.95	0.00	-1,391.95
Total Income	<u>311,424.69</u>	<u>236,782.57</u>	<u>74,642.12</u>
<u>Distribution Center Gross Profit</u>	<u>311,424.69</u>	<u>236,782.57</u>	<u>74,642.12</u>

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<u>Distribution Center Expenses</u>			
Distribution Center Acct'g	16,050.00	17,310.00	-1,260.00
Dues and Subscriptions	141.64	0.00	141.64
Fellowship text expenses			
Design	440.00	1,320.00	-880.00
EBook	0.00	2,385.96	-2,385.96
Translations	1,155.73	3,402.22	-2,246.49
Total Fellowship text expenses	<u>1,595.73</u>	<u>7,108.18</u>	<u>-5,512.45</u>
Freight Out			
UPS	72,205.06	2,730.36	69,474.70
USPS	9,038.11	49,828.16	-40,790.05
Total Freight Out	<u>81,243.17</u>	<u>52,558.52</u>	<u>28,684.65</u>
Gifts and Awards			
Lodging/Travel	3,390.39	475.44	2,914.95
Materials Storage	330.72	153.00	177.72
Merchant Fees			
Banks	1,557.83	4,369.62	-2,811.79
PayPal Fee	6,767.38	5,939.40	827.98
Total Merchant Fees	<u>8,325.21</u>	<u>10,309.02</u>	<u>-1,983.81</u>
Office Expenses			
Dining	102.00	0.00	102.00
Gas & Electric	1,315.72	1,196.05	119.67
Misc. Expense	206.79	0.00	206.79
Office equipment/machines	1,186.62	872.96	313.66
Office Supplies	2,114.76	2,734.40	-619.64
Postage/Printing	124.09	5.15	118.94
Rent	16,190.72	15,872.32	318.40
Telephone/Internet Services	2,707.13	3,441.38	-734.25
Total Office Expenses	<u>23,947.83</u>	<u>24,122.26</u>	<u>-174.43</u>
Payroll			
Payroll Service Fees	1,045.86	748.00	297.86
Wages	100,415.77	120,408.94	-19,993.17
Workers Compensation	11,169.36	15,296.00	-4,126.64
Total Payroll	<u>112,630.99</u>	<u>136,452.94</u>	<u>-23,821.95</u>
Repairs & Maintenance			
Sales Tax	36.46	499.20	-462.74
Sales Tax			
Sales Taxes Paid	5,475.61	4,372.08	1,103.53
California Sales Tax Collected	-4,768.62	-4,151.04	-617.58
Total Sales Tax	<u>706.99</u>	<u>221.04</u>	<u>485.95</u>
Shopping Cart Expense			
Warehouse Pack/Ship Supplies	251.92	0.00	251.92
Total Expense	<u>256,865.29</u>	<u>261,001.13</u>	<u>-4,135.84</u>
<u>Distribution Center Net Income</u>	<u>54,559.40</u>	<u>-24,218.56</u>	<u>78,777.96</u>

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<u>WSO Cost Center</u>			
<u>Income</u>			
7th Tradition Contributions	52,514.00	43,705.70	8,808.30
Amazon	17,657.90	3,261.58	14,396.32
Barnes & Noble	2,254.50	558.14	1,696.36
Bank Interest	45.50	54.28	-8.78
In kind Donations	262.99	0.00	262.99
Seeding Program			
Sales Seeding Program	993.27	0.00	993.27
Seeding Program Expenses	-601.99	0.00	-601.99
Total Seeding Program	<u>391.28</u>	<u>0.00</u>	<u>391.28</u>
ComLine Subscriptions	16.00	403.25	-387.25
Total Income	<u>73,142.17</u>	<u>47,982.95</u>	<u>25,159.22</u>
<u>Expenses</u>			
Admin Wages	5,875.95	0.00	5,875.95
Amortization Expense	342.00	171.00	171.00
Annual Business Conference			
ABC Miscellaneous	0.00	183.43	-183.43
Meals/Drinks	3,801.98	280.00	3,521.98
Room Rental	423.18	874.04	-450.86
Transportation/Lodging	3,283.26	8,298.37	-5,015.11
Total Annual Business Conference	<u>7,508.42</u>	<u>9,635.84</u>	<u>-2,127.42</u>
Charitable Contributions	500.00	0.00	500.00
ComLine Expenses	0.00	939.41	-939.41
Committees			
Literature Committee			
Purchases	581.52	115.92	465.60
Audio Book Expense	2,960.00	0.00	2,960.00
Total Literature Committee	<u>3,541.52</u>	<u>115.92</u>	<u>3,425.60</u>
H&I Committee Expenses	406.70	282.20	124.50
MPS Committee			
Outreach Committee			
Event Outreach	1,263.45	0.00	1,263.45
Transportation/lodging	0.00	2,279.20	-2,279.20
Total Outreach Committee	<u>1,263.45</u>	<u>2,279.20</u>	<u>-1,015.75</u>
MPS Committee - Other	0.00	225.84	-225.84
Total MPS Committee	<u>1,263.45</u>	<u>2,505.04</u>	<u>-1,241.59</u>
Total Committees	<u>5,211.67</u>	<u>2,903.16</u>	<u>2,308.51</u>
Depreciation Expense	538.00	489.00	49.00
Insurance			
Bond insurance	355.00	375.00	-20.00
Liability	5,736.00	1,675.00	4,061.00
Total Insurance	<u>6,091.00</u>	<u>2,050.00</u>	<u>4,041.00</u>
Tax			
Government Fees	95.00	50.00	45.00
State Franchise Taxes	10.00	10.00	0.00
Total Tax	<u>105.00</u>	<u>60.00</u>	<u>45.00</u>
Trustee Annual Meeting	3,185.15	0.00	3,185.15
Loss on Disposal of Asset	460.00	0.00	460.00
Web and Support	695.84	2,593.06	-1,897.22
WSO Accounting Services	6,850.00	0.00	6,850.00
WSO Travel Expenses	456.25	0.00	456.25
Total Expenses	<u>37,819.28</u>	<u>18,841.47</u>	<u>18,977.81</u>
WSO Cost Center Net Income	<u>35,322.89</u>	<u>29,141.48</u>	<u>6,181.41</u>
Combined Dist Ctr & WSO Cost Ctr Net Income	<u><u>89,882.29</u></u>	<u><u>4,922.92</u></u>	<u><u>84,959.37</u></u>