

**Adult Children of Alcoholics World Service Organization Inc**  
**Profit & Loss Prev Year Comparison**  
 April 2013 through March 2014

	<u>Apr '13 - Mar 14</u>	<u>Apr '12 - Mar 13</u>	<u>\$ Change</u>
<b>Distribution Center Income/Expenses</b>			
<b>Income</b>			
Total Fellowship Textbook Sales	126,113.37	100,711.02	25,402.35
Total Literature Sales-Other	16,762.81	19,126.94	-2,364.13
Total Medallion/Chips Sales	3,831.41	-937.02	4,768.43
Total Meditation Book Sales	40,719.24	0.00	40,719.24
Total Workbook Sales	66,684.51	58,188.66	8,495.85
Total Shipping And Handling	90,516.77	63,371.54	27,145.23
Shrinkage	-857.47	-312.42	-545.05
<b>Total Income</b>	<u>343,770.64</u>	<u>240,148.72</u>	<u>103,621.92</u>
<b>Expense</b>			
Distribution.Center Acct'g	16,100.00	17,310.00	-1,210.00
Dues and Subscriptions	141.64	0.00	141.64
Total Fellowship text expenses	1,457.73	5,684.18	-4,226.45
Total Freight Out	84,412.24	55,719.82	28,692.42
Gifts and Awards	0.00	500.28	-500.28
Lodging/Travel	1,612.08	2,597.88	-985.80
Materials Storage	147.00	336.72	-189.72
Total Merchant Fees	13,163.27	6,271.92	6,891.35
Total Office Expenses	21,102.39	23,693.49	-2,591.10
Total Payroll	97,319.55	142,911.13	-45,591.58
Repairs & Maintenance	186.41	499.20	-312.79
Total Sales Tax	-746.74	1,455.21	-2,201.95
Shopping Cart Expense	0.00	251.92	-251.92
Warehouse Pack/Ship Supplies	8,270.82	10,451.02	-2,180.20
<b>Total Expense</b>	<u>243,166.39</u>	<u>267,682.77</u>	<u>-24,516.38</u>
<b>Distribution Center Net Income</b>	<u>100,604.25</u>	<u>-27,534.05</u>	<u>128,138.30</u>
<b>WSO Cost Center</b>			
<b>Income</b>			
7th Tradition Contributions	56,224.95	45,550.09	10,674.86
Amazon	18,671.20	7,265.30	11,405.90
Barnes & Noble	2,286.89	908.66	1,378.23
Bank Interest	57.61	51.48	6.13
In kind Donations	262.99	0.00	262.99
Total Seeding Program	5,157.96	0.00	5,157.96
ComLine Subscriptions	0.00	80.00	-80.00
Miscellaneous Income	188.40	0.00	188.40
<b>Total WSO Income</b>	<u>82,850.00</u>	<u>53,855.53</u>	<u>28,994.47</u>
<b>Expenses</b>			
Admin Wages	7,234.97	1,568.74	5,666.23
Amortization Expense	342.00	171.00	171.00
Total Annual Business Conference	7,170.76	10,353.33	-3,182.57
Charitable Contributions	500.00	0.00	500.00
ComLine Expenses	0.00	787.55	-787.55
Total Committees	5,991.49	3,019.43	2,972.06
Depreciation Expense	538.00	489.00	49.00
Executive Board Expenses	58.76	0.00	58.76
Total Insurance	6,251.00	1,990.00	4,261.00
Total Tax	105.00	60.00	45.00
Trustee Annual Meeting	8,400.27	0.00	8,400.27
Loss on Disposal of Asset	460.00	0.00	460.00
Web and Support	700.83	1,693.16	-992.33
WSO Accounting Services	6,982.00	1,500.00	5,482.00
WSO Travel Expenses	456.25	0.00	456.25
<b>Total Other Expense</b>	<u>45,191.33</u>	<u>21,632.21</u>	<u>23,559.12</u>
<b>WSO Cost Center Net Income</b>	<u>37,658.67</u>	<u>32,223.32</u>	<u>5,435.35</u>
<b>Combined Net Income</b>	<u>138,262.92</u>	<u>4,689.27</u>	<u>133,573.65</u>