

**Adult Children of Alcoholics World Service Organization Inc**  
**Profit & Loss YTD Comparison**  
July 2014

|   | <u>Jul 14</u>     | <u>Jan - Jul 14</u> |
|---|-------------------|---------------------|
| <b>Distribution Center Income</b>       |                   |                     |
| <b>Fellowship Textbook Sales</b>        |                   |                     |
| Fellowship Textbook Sales-Other         | \$ 14,347.25      | \$ 90,163.25        |
| California FellowshipTxbk Sales         | 2,610.59          | 18,818.46           |
| Cost-Fellowship Textbook                | <u>(5,225.46)</u> | <u>(33,889.76)</u>  |
| <b>Total Fellowship Textbook Sales</b>  | <b>11,732.38</b>  | <b>75,091.95</b>    |
| <b>Literature Sales-Other</b>           |                   |                     |
| Literature sales-Other                  | 2,110.97          | 14,891.79           |
| Calif' Literature Sales-Other           | 278.32            | 4,004.67            |
| Cost-Literature -Other                  | <u>(883.18)</u>   | <u>(7,474.85)</u>   |
| <b>Total Literature Sales-Other</b>     | <b>1,506.11</b>   | <b>11,421.61</b>    |
| <b>Medallion/Chips Sales</b>            |                   |                     |
| Medallion/Chip Sales-Other              | 528.45            | 4,134.21            |
| California Medallion/Chip Sales         | 56.50             | 862.70              |
| Cost-Medallion/Chips                    | <u>(340.27)</u>   | <u>(2,993.09)</u>   |
| <b>Total Medallion/Chips Sales</b>      | <b>244.68</b>     | <b>2,003.82</b>     |
| <b>Meditation Book Sales</b>            |                   |                     |
| Meditation Book Sales-Others            | 5,605.00          | 50,969.00           |
| Calif' Meditation Book Sales            | 1,275.00          | 10,387.32           |
| Cost-Meditation Book                    | <u>(876.70)</u>   | <u>(7,900.08)</u>   |
| <b>Total Meditation Book Sales</b>      | <b>6,003.30</b>   | <b>53,456.24</b>    |
| <b>Workbook Sales</b>                   |                   |                     |
| Workbook Sales-Other                    | 7,388.00          | 46,307.34           |
| California Workbook Sales               | 1,222.96          | 10,974.58           |
| Cost-Workbooks                          | <u>(2,477.12)</u> | <u>(17,648.55)</u>  |
| <b>Total Workbook Sales</b>             | <b>6,133.84</b>   | <b>39,633.37</b>    |
| <b>Shipping And Handling</b>            |                   |                     |
| S/H Fellowship Textbooks                | 5,450.04          | 27,868.83           |
| S/H Literature-Other                    | 773.36            | 2,599.50            |
| S/H Medallion/Chips                     | 156.98            | 1,832.65            |
| S/H Meditation Book                     | 855.06            | 13,035.31           |
| S/H Workbooks                           | <u>1,621.13</u>   | <u>11,720.56</u>    |
| <b>Total Shipping And Handling</b>      | <b>8,856.57</b>   | <b>57,056.85</b>    |
| <b>Shrinkage</b>                        | <u>79.96</u>      | <u>904.99</u>       |
| <b>Total Distribution Center Income</b> | <b>34,556.84</b>  | <b>239,568.83</b>   |
| <b>Distribution Center Expense</b>      |                   |                     |
| Distribribution.Center Acct'g           | 1,300.00          | 9,450.00            |
| Dues and Subscriptions                  | 119.99            | 119.99              |
| Freight Out                             |                   |                     |
| UPS                                     | 6,986.80          | 40,299.69           |
| USPS                                    | <u>1,607.95</u>   | <u>10,465.94</u>    |
| <b>Total Freight Out</b>                | <b>8,594.75</b>   | <b>50,765.63</b>    |
| Fellowship text expenses                |                   |                     |
| Design                                  | -                 | 160.00              |
| Translations                            | <u>-</u>          | <u>259.00</u>       |
| <b>Total Fellowship text expenses</b>   | <b>-</b>          | <b>419.00</b>       |
| Lodging/Travel                          | -                 | 344.13              |
| Merchant Fees                           |                   |                     |
| Banks                                   | 10.00             | 184.59              |
| Paypal Fee                              | <u>1,234.58</u>   | <u>8,699.14</u>     |
| <b>Total Merchant Fees</b>              | <b>1,244.58</b>   | <b>8,883.73</b>     |
| Office Expenses                         |                   |                     |
| Gas & Electric                          | 123.90            | 788.66              |
| Misc. Expense                           | 11.97             | 11.97               |
| Office equipment/machines               | -                 | 59.99               |
| Office Supplies                         | 268.85            | 1,541.02            |
| Postage/Printing                        | 24.20             | 96.93               |
| Rent                                    | 1,398.65          | 5,680.64            |
| Telephone/Internet Services             | <u>211.56</u>     | <u>1,481.89</u>     |
| <b>Total Office Expenses</b>            | <b>2,039.13</b>   | <b>9,661.10</b>     |
| Payroll                                 |                   |                     |
| Benefits                                | 100.00            | 100.00              |
| Mileage                                 | -                 | 51.02               |
| Payroll Service Fees                    | 163.10            | 581.31              |

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| Wages  | 4,147.67            | 35,704.45            |
| Workers Compensation                         | 779.48              | 4,158.50             |
| <b>Total Payroll</b>                         | <b>5,190.25</b>     | <b>40,595.28</b>     |
| Repairs & Maintenance                        | -                   | 149.95               |
| Sales Tax                                    |                     |                      |
| Sales Taxes Paid                             | 1,952.00            | 5,422.92             |
| California Sales Tax Collected               | (474.83)            | (3,751.32)           |
| <b>Total Sales Tax</b>                       | <b>1,477.17</b>     | <b>1,671.60</b>      |
| Warehouse Pack/Ship Supplies                 | 1,723.70            | 8,156.42             |
| <b>Total Distribution Center Expense</b>     | <b>21,689.57</b>    | <b>130,216.83</b>    |
| <b>Distribution Center Net Income</b>        | <b>\$ 12,867.27</b> | <b>\$ 109,352.00</b> |
| <b>World Service Organization Income</b>     |                     |                      |
| 7th Tradition Contributions                  | \$ 3,219.23         | \$ 36,887.42         |
| Amazon                                       | 1,812.98            | 12,103.29            |
| Barnes & Noble                               | 369.99              | 1,246.14             |
| Bank Interest                                | 4.40                | 55.43                |
| Seeding Program                              |                     |                      |
| Sales Seeding Program                        | -                   | 11,025.34            |
| Seeding Program Expenses                     | -                   | (6,258.66)           |
| <b>Total Seeding Program</b>                 | <b>-</b>            | <b>4,766.68</b>      |
| Miscellaneous Income                         | 100.00              | 438.40               |
| <b>World Service Organization Net Income</b> | <b>5,506.60</b>     | <b>55,497.36</b>     |
| <b>World Service Organization Expenses</b>   |                     |                      |
| Admin Wages                                  | 682.33              | 6,164.23             |
| Conferences/Conventions                      |                     |                      |
| Annual Business Conference                   |                     |                      |
| ABC Miscellaneous                            | -                   | 592.06               |
| Meals/Drinks                                 | -                   | 1,289.20             |
| Room Rental                                  | -                   | 675.18               |
| Transportation/Lodging                       | -                   | 8,996.38             |
| <b>Total Annual Business Conference</b>      | <b>-</b>            | <b>11,552.82</b>     |
| European Conference/Riga                     | -                   | 525.00               |
| Trustee Annual Meeting                       | -                   | 5,215.12             |
| <b>Total Conferences/Conventions</b>         | <b>-</b>            | <b>17,292.94</b>     |
| Committees                                   |                     |                      |
| Board Book Initiative                        | 114.19              | 885.33               |
| Literature Committee                         |                     |                      |
| Archive Expenses                             | -                   | 93.00                |
| Purchase                                     | -                   | 88.09                |
| Audio Book Expense                           | 150.00              | 2,190.00             |
| Literature Committee - Other                 | 316.50              | 316.50               |
| <b>Total Literature Committee</b>            | <b>466.50</b>       | <b>2,687.59</b>      |
| H & I Committee Expenses                     | 54.84               | 677.56               |
| MPS Committee                                |                     |                      |
| MPS Committee Expenses                       | 72.78               | 320.25               |
| <b>Total MPS Committee</b>                   | <b>72.78</b>        | <b>320.25</b>        |
| <b>Total Committees</b>                      | <b>708.31</b>       | <b>4,570.73</b>      |
| Executive Board Expenses                     | -                   | 58.76                |
| Insurance                                    |                     |                      |
| Liability                                    | -                   | 1,180.00             |
| <b>Total Insurance</b>                       | <b>-</b>            | <b>1,180.00</b>      |
| Project Consultant                           | -                   | 823.75               |
| Tax  |                     |                      |
| State Franchise Taxes                        | -                   | 85.00                |
| <b>Total Tax</b>                             | <b>-</b>            | <b>85.00</b>         |
| Web and Support                              | 296.23              | 1,015.41             |
| WSO Accounting Services                      | 1,500.00            | 5,307.00             |
| <b>Total World Service Organization</b>      | <b>\$ 3,186.87</b>  | <b>\$ 36,497.82</b>  |
| <b>World Service Organization Net Income</b> | <b>\$ 2,319.73</b>  | <b>\$ 18,999.54</b>  |
| <b>Combined Net Income</b>                   | <b>\$ 15,187.00</b> | <b>\$ 128,351.54</b> |