

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

October 2016

	<b>Oct 16</b>	<b>Jan - Oct 16</b>
<b>Distribution Center Sales</b>		
<b>Sales</b>		
Chips/Medallion Sales	557	10,874
Fellowship Textbook Sales	5,932	159,979
Laundry List Workbooks	484	49,771
Literature Sales-Other	2,070	29,985
Meditation Book Sales	388	57,283
Workbook Sales	461	87,681
<b>Total Sales</b>	<b>9,892</b>	<b>395,574</b>
<b>Intergroup Discount Sales</b>		
IG Chips/Medallion Sales	151	795
IG-Fellowship Textbook Sales	-	16,298
IG Laundry List Workbook Sales	118	4,838
IG Literature Sales-Other	80	2,618
IG Meditation Book Sales	291	6,805
IG Workbook Sales	462	10,227
<b>Total Intergroup Discount Sales</b>	<b>1,101</b>	<b>41,581</b>
Shipping And Handling	2,297	97,109
Shrinkage	(0)	(1,891)
<b>Total Distribution Center Sales</b>	<b>13,291</b>	<b>532,373</b>
<b>Cost of Goods Sold</b>		
Cost-Chips/Medallions	387	7,494
Cost-Fellowship Textbook	1,777	60,954
Cost-Literature -Other	851	12,747
Cost-Laundry List Workbook	186	19,259
Cost-Meditation Book	162	16,072
Cost-Workbooks	269	32,936
<b>Total COGS</b>	<b>3,633</b>	<b>149,462</b>
<b>Gross Profit</b>	<b>9,658</b>	<b>382,910</b>
<b>Distribution Center Expense</b>		
Accounting-Distribution Center	1,700	20,723
Dues and Subscriptions	-	47
<b>Freight Out</b>		
UPS	3,781	61,672
USPS	678	24,005
Freight Out - Other	3,655	8,352
<b>Total Freight Out</b>	<b>8,114</b>	<b>94,029</b>
Lodging/Travel	-	3,168
<b>Merchant Fees</b>		
Banks	10	127
PayPal Fee	267	14,440
<b>Total Merchant Fees</b>	<b>277</b>	<b>14,568</b>

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<b>Office Expenses</b>		
Employee Administration	16	855
Gas & Electric	109	1,115
Office Supplies	75	3,072
Postage/Printing	-	15
Telephone/Internet Services	370	2,327
<b>Total Office Expenses</b>	<b>570</b>	<b>7,384</b>
<b>Payroll</b>		
Staffing Services	388	6,047
Benefits	-	210
Mileage	-	9
Wages	3,308	50,569
Employer Payroll Taxes	253	4,683
Payroll Service Fees	45	658
Workers Compensation	1,135	15,660
<b>Total Payroll</b>	<b>5,129</b>	<b>77,836</b>
<b>Repairs &amp; Maintenance</b>	<b>-</b>	<b>150</b>
<b>Rents</b>		
Bang Storage	90	180
PO Box Rent	-	60
Rent-Distribution Center	1,484	14,839
Storage Locker	171	1,738
<b>Total Rents</b>	<b>1,745</b>	<b>16,816</b>
<b>Sales Tax</b>		
Sales Taxes Paid	2,432	9,182
California Sales Tax Collected	(162)	(6,070)
<b>Total Sales Tax</b>	<b>2,270</b>	<b>3,112</b>
<b>Technology (IT)</b>		
Backup	-	100
Computer Antivirus/Support	-	1,020
Computer -Amazon Cloud	-	744
Computer Rack Space	-	1,457
Website/Shopping Cart Expense	2,851	18,099
<b>Total Technology (IT)</b>	<b>2,851</b>	<b>21,420</b>
<b>Warehouse Pack/Ship Supplies</b>	<b>30</b>	<b>8,921</b>
<b>Ware-Pak Fulfillment</b>	<b>166</b>	<b>166</b>
<b>Total Distribution Center Expense</b>	<b>22,852</b>	<b>268,340</b>
<b>Net Distribution Center Income</b>	<b>\$ (13,194)</b>	<b>\$ 114,571</b>

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<b>World Service Organization Income</b>		
<b>ABC AWC Audio</b>	135	1,286
<b>7th Tradition Contributions</b>	5,280	65,599
<b>Audio books</b>	971	9,667
<b>E-books</b>	1,497	14,945
<b>Bank Interest</b>	9	89
<b>Miscellaneous Income</b>	-	210
<b>Total World Service Organization Income</b>	<b>7,892</b>	<b>91,796</b>
<b>World Service Organization Expense</b>		
<b>Accounting-WSO</b>	658	9,023
<b>Conferences/Meetings</b>		
<b>2015 ABC</b>		
<b>2015 ABC Transportation/Lodging</b>	-	50
<b>Total 2015 ABC</b>	-	50
<b>2016 ABC/AWC</b>		
<b>2016ABC-Board Travel/Meal</b>	-	8,497
<b>2016 Annual Business Conference</b>	-	5,795
<b>2016-Annual WSO Convention</b>	-	1,246
<b>Total 2016 ABC/AWC</b>	-	15,538
<b>2016-European Conference/Riga</b>	-	1,067
<b>2016-European Con/Netherlands</b>	-	163
<b>Trustee Annual/Strategic Meet'g</b>	791	4,850
<b>Total Conferences/Meetings</b>	791	21,668
<b>Committees</b>		
<b>Finance Committee</b>	-	36
<b>European Committee</b>	-	2,678
<b>Executive Board Committee</b>	-	28
<b>Literature Development Com'</b>		
<b>ISBN</b>	-	575
<b>Archive Expense</b>	-	99
<b>Complimentary Copies</b>	13	221
<b>Lit-Misc. Expense</b>	-	351
<b>Translation Costs</b>	-	451
<b>Total Literature Development Com'</b>	13	1,697
<b>Member &amp; Public Services Com'</b>		
<b>Hospitals &amp; Institutions Com'</b>	-	798
<b>MPS Committee Expenses</b>	-	62
<b>Total Member &amp; Public Services Com'</b>	-	860
<b>Total Committees</b>	13	5,300

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<b>Insurance</b>		
Bond insurance	-	355
Liability	986	3,169
<b>Total Insurance</b>	986	3,524
<b>License &amp; Permits</b>	-	75
<b>Programs/Projects</b>		
Board Book Initiative	-	700
<b>Total Programs/Projects</b>	-	700
<b>Special Workers</b>		
Admin Wages	1,731	14,479
Design Editor Wages	3,600	35,535
Meeting Transcription Services	289	1,276
MPS-Wages	1,133	12,084
SW-Employer Taxes	494	5,347
SW-Payroll Service Fee	77	724
SW-Workers' Compensation	78	783
<b>Total Special Workers</b>	7,402	70,227
<b>Tax</b>		
State Franchise Taxes	-	10
<b>Total Tax</b>	-	10
<b>Total World Service Organization Expense</b>	9,851	110,527
<b>Net World Service Organization Income</b>	\$ (1,959)	\$ (18,731)
<b>Net Distribution Center and World Service Organization Income</b>	<b>\$ (15,153)</b>	<b>\$ 95,840</b>