

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

December 2016

	Dec 16	Jan - Dec 16
Distribution Centers Sales		
Sales		
Chips/Medallion Sales	\$ 1,128	\$ 13,309
Fellowship Textbook Sales	16,638	194,195
Laundry List Workbooks	4,628	61,397
Literature Sales-Other	2,801	36,056
Meditation Book Sales	5,814	63,985
Workbook Sales	9,833	109,672
Total Sales	40,842	478,614
Intergroup Discount Sales		
IG Chips/Medallion Sales	140	952
IG-Fellowship Textbook Sales	15,020	33,838
IG Laundry List Workbook Sales	470	6,014
IG Literature Sales-Other	291	3,036
IG Meditation Book Sales	840	8,345
IG Workbook Sales	1,078	11,921
Total Intergroup Discount Sales	17,839	64,107
Shipping And Handling	12,444	119,767
Shrinkage	(8)	(1,076)
Uncollectable Shipments	(338)	(536)
Total Distribution Centers Sales	70,779	660,876
Cost of Goods Sold		
Cost-Chips/Medallions	797	9,123
Cost-Fellowship Textbook	16,835	85,290
Cost-Literature -Other	1,490	15,769
Cost-Laundry List Workbook	1,784	23,486
Cost-Meditation Book	1,259	17,661
Cost-Workbooks	3,564	40,185
Total COGS	25,729	191,514
Gross Profit	45,050	469,361
Expense		
Distribution Centers Expenses		
Accounting-Distribution Center	3,850	24,573
Dues and Subscriptions	-	47
Freight Out		
UPS	9,674	72,223
USPS	2,101	26,182
Freight Out - Other	4,995	14,396
Total Freight Out	16,770	112,801
Fulfillment, Amazon	18	155
Fulfillment, Ware-Pak	2,012	2,178
Lodging/Travel	-	3,960

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Merchant Fees		
Banks	5	132
PayPal Fee	1,630	17,834
Total Merchant Fees	1,635	17,966
Office Expenses		
Employee Administration	43	914
Gas & Electric	120	1,333
Office Supplies	357	3,430
Postage/Printing	7	22
Telephone/Internet Services	110	2,480
Total Office Expenses	637	8,178
Payroll		
Staffing Services	-	6,668
Benefits	263	473
Mileage	-	22
Wages	4,845	58,697
Employer Payroll Taxes	371	5,305
Payroll Service Fees	61	771
Workers Compensation	1,283	18,076
Total Payroll	6,823	90,012
Repairs & Maintenance	-	150
Rents		
Bang Storage	12	192
PO Box Rent	-	60
Rent-Distribution Center	1,576	17,991
Storage Locker	171	2,080
Total Rents	1,759	20,323
Sales Tax		
Sales Taxes Paid	-	9,182
California Sales Tax Collected	(740)	(7,366)
Total Sales Tax	(740)	1,816
Supply Chain Consultant	1,500	1,500
Technology (IT)		
Backup	-	100
Computer Rack Space	149	1,606
Website/Shopping Cart Expense	3,374	23,754
Total Technology (IT)	3,523	25,461
Warehouse Pack/Ship Supplies	-	8,921
Total Distribution Centers Expenses	37,787	318,041
Net Distribution Centers Income	7,263	151,321

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World Service Organization Income		
ABC AWC Audio	192	1,676
7th Tradition Contributions	8,735	79,525
Audio books	769	11,443
E-books	2,133	18,490
Bank Interest	9	107
Miscellaneous Income	-	210
Total World Service Organization Income	11,839	111,450
World Service Organization Expense		
Accounting-WSO	1,118	10,141
Conferences/Meetings		
2015 ABC		
2015 ABC Transportation/Lodging	-	50
Total 2015 ABC	-	50
2016 ABC/AWC		
2016ABC-Board Travel/M meal	-	8,339
2016 Annual Business Conference	-	5,795
2016-Annual WSO Convention	-	1,246
Total 2016 ABC/AWC	-	15,380
2016-European Conference/Riga	-	1,067
2016-European Con/Netherlands	-	163
Trustee Annual/Strategic Meet'g	783	27,710
Total Conferences/Meetings	783	44,370
Committees		
Finance Committee	-	36
European Committee	2,551	5,193
Executive Board Committee	-	28
Literature Development Com'		
ISBN	-	575
Document Virtual Storage	-	99
Adobe Creative Cloud	-	744
Complimentary Copies	522	840
Lit-Misc. Expense	-	351
Translation Costs	-	975
Total Literature Development Com'	522	3,584
Member & Public Services Com'		
Hospitals & Institutions Com'	130	928
MPS Committee Expenses	-	62
Total Member & Public Services Com'	130	990
Total Committees	3,202	9,831
Insurance		
Bond insurance	-	355
Liability	-	3,169
Total Insurance	-	3,524

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License & Permits	-	75
Programs/Projects		
Board Book Initiative	81	841
Total Programs/Projects	81	841
Special Workers		
Admin Wages	2,113	17,863
Design Editor Wages	5,175	44,310
Meeting Transcription Services	207	1,483
MPS-Wages	1,238	13,882
SW-Employer Taxes	652	6,415
SW-Payroll Service Fee	79	871
SW-Workers' Compensation	166	1,015
Total Special Workers	9,629	85,840
Tax		
State Franchise Taxes	-	10
Total Tax	-	10
Total World Service Organization Expense	14,814	154,632
Net World Service Organization Income	(2,975)	(43,181)
Net Distribution Centers and World Service Organization Income	\$ 4,288	\$ 108,140