

Adult Children of Alcoholics World Service Organization Inc
Profit & Loss YTD Comparison
 March 2017

	Mar 17	Jan - Mar 17
Distribution Centers Sales		
Sales		
Chips/Medallion Sales	\$ 1,601	\$ 5,050
Fellowship Textbook Sales	12,848	50,766
Laundry List Workbooks	2,589	12,609
Literature Sales-Other	2,892	9,050
Meditation Book Sales	5,362	21,878
Workbook Sales	7,371	26,794
Total Sales	32,664	126,147
Intergroup Discount Sales		
IG Chips/Medallion Sales	930	2,515
IG-Fellowship Textbook Sales	2,121	8,372
IG Laundry List Workbook Sales	588	2,234
IG Literature Sales-Other	297	1,355
IG Meditation Book Sales	1,887	5,695
IG Workbook Sales	924	3,388
Total Intergroup Discount Sales	6,748	23,560
Shipping And Handling	7,110	29,482
Shrinkage	5,136	2,391
Total Distribution Centers Sales	51,658	181,580
Cost of Goods Sold		
Cost-Chips/Medallions	1,032	3,702
Cost-Fellowship Textbook	6,070	23,920
Cost-Literature -Other	1,296	4,320
Cost-Laundry List Workbook	1,146	5,246
Cost-Meditation Book	1,730	6,482
Cost-Workbooks	2,538	9,276
Total COGS	13,813	52,948
Gross Profit	37,845	128,632
Distribution Centers Expenses		
Accounting-Distribution Center	4,000	11,575
Freight Out		
UPS	3,747	11,330
USPS	301	5,892
Freight Out - Other	1,941	3,926
Total Freight Out	5,990	21,148
Fulfillment, Amazon UK	42	87
Fulfillment, Ware-Pak	8,671	17,875
Lodging/Travel	1,565	2,771
Merchant Fees		
PayPal Fee	1,376	4,984
Merchant Fees - Other	261	260
Total Merchant Fees	1,637	5,244

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Office Expenses		
Employee Administration	16	998
Gas & Electric	78	330
Office Supplies	232	306
Telephone/Internet Services	274	472
Office Expenses - Other	-	182
Total Office Expenses	600	2,288
Payroll		
Staffing Services	2,138	2,877
Mileage	-	6
Wages	2,466	7,517
Employer Payroll Taxes	405	1,044
Payroll Service Fees	117	247
Workers Compensation	1,300	3,086
Total Payroll	6,426	14,776
Repairs & Maintenance	154	359
Rents		
Bang Storage	45	45
Rent-Distribution Center	1,576	4,729
Storage Locker	190	551
Total Rents	1,811	5,325
Sales Tax		
Sales Taxes Paid	-	4,017
CA/IL Sales Tax Collected	(541)	(2,257)
Total Sales Tax	(541)	1,760
Technology (IT)		
Computer Rack Space	139	554
Website/Shopping Cart Expense	1,680	7,950
Total Technology (IT)	1,819	8,504
Total Distribution Centers Expenses	32,174	91,714
Net Distribution Center Income	5,671	36,918

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World Service Organization		
ABC AWC Audio	87	396
7th Tradition Contributions	7,107	20,290
Audio books	715	2,524
E-books	1,847	5,369
Bank Interest	9	27
Miscellaneous Income	-	10
Total World Service Organization	9,765	28,615
World Service Organization Expense		
Accounting-WSO	-	1,781
Conferences/Meetings		
2017 ABC/AWC		
2017 ABC/AWC Committee Expenses	-	532
2017 Board Travel & Meals	5,826	6,293
2017 ABC-AWC Event		
2017 Registration Fees	(9,558)	(16,646)
2017 ABC AWC Event Expenses	792	974
Total 2017 ABC-AWC Event	(8,765)	(15,672)
Total 2017 ABC/AWC	(2,939)	(8,847)
Total Conferences/Meetings	(2,939)	(8,847)
Committees		
Audit Committee	-	815
European Committee	279	4,284
Executive Board Committee	58	287
Literature Development Com'		
ISBN	-	252
Audio/E-Book Expense	-	1,125
Complimentary Copies	-	27
Translation Costs	-	1,828
Total Literature Development Com'	-	3,233
Member & Public Services Com'		
Hospitals & Institutions Com'	45	45
Total Member & Public Services Com'	45	45
Total Committees	382	8,663

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Insurance		
Liability	-	2,269
Total Insurance	-	2,269
Programs/Projects		
Board Book Initiative	12	236
Total Programs/Projects	12	236
Special Workers		
Admin Wages	1,497	3,938
Design Editor Wages	3,300	9,780
Meeting Transcription Services	411	411
MPS-Wages	842	2,753
SW-Employer Taxes	606	1,734
SW-Payroll Service Fee	10	205
SW-Workers' Compensation	117	225
Total Special Workers	6,781	19,046
Total World Service Organization Expense	4,236	23,147
Net World Service Organization Income	5,529	5,468
Net Distribution Centers and World Service Organization Income	\$ 11,200	\$ 42,386