

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

April 2017

	<u>Apr 17</u>	<u>Jan - Apr 17</u>
Distribution Centers Sales		
Sales		
Chips/Medallion Sales	\$ 1,746	\$ 6,796
Fellowship Textbook Sales	16,008	69,150
Laundry List Workbooks	3,791	16,864
Literature Sales-Other	2,483	11,533
Meditation Book Sales	5,596	27,918
Workbook Sales	8,984	36,930
Total Sales	<u>38,609</u>	<u>169,192</u>
Intergroup Discount Sales		
IG Chips/Medallion Sales	252	2,767
IG-Fellowship Textbook Sales	3,724	12,096
IG Laundry List Workbook Sales	1,176	3,410
IG Literature Sales-Other	661	2,016
IG Meditation Book Sales	1,758	7,454
IG Workbook Sales	1,848	5,236
Total Intergroup Discount Sales	<u>9,419</u>	<u>32,979</u>
Shipping And Handling	7,692	37,251
Shrinkage	14	2,406
Total Distribution Centers Sales	<u>55,734</u>	<u>241,827</u>
Total Income	55,734	241,827
Cost of Goods Sold		
Cost-Chips/Medallions	731	4,433
Cost-Fellowship Textbook	7,350	31,988
Cost-Literature -Other	1,352	5,674
Cost-Laundry List Workbook	1,673	7,041
Cost-Meditation Book	1,732	8,278
Cost-Workbooks	3,026	12,565
Total COGS	<u>15,865</u>	<u>69,979</u>
Gross Profit	39,869	171,847
Distribution Centers Expenses		
Accounting-Distribution Center		
Audit Services	-	9,000
Write up Services	1,800	6,097
Total Accounting-Distribution Center	<u>1,800</u>	<u>15,097</u>
Freight Out		
UPS	1,439	12,768
USPS	1,045	6,937
Freight Out - Other	299	4,226
Total Freight Out	<u>2,783</u>	<u>23,931</u>
Fulfillment, Amazon UK	42	130
Fulfillment, Amazon US	6,750	6,750
Fulfillment, Ware-Pak	1,222	19,097

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Lodging/Travel	-	2,771
Merchant Fees		
PayPal Fee	1,292	6,276
Merchant Fees - Other	-	260
Total Merchant Fees	1,292	6,536
Office Expenses		
Employee Administration	27	1,024
Gas & Electric	64	394
Office Supplies	-	306
Postage/Printing	36	45
Telephone/Internet Services	156	628
Office Expenses - Other	-	182
Total Office Expenses	282	2,580
Payroll		
Staffing Services	2,887	5,764
Mileage	-	6
Wages	3,379	10,896
Employer Payroll Taxes	330	1,374
Payroll Service Fees	61	308
Workers Compensation	1,316	4,401
Total Payroll	7,972	22,748
Repairs & Maintenance	-	359
Rents		
Bang Storage	45	90
Rent-Distribution Center	1,576	6,305
Storage Locker	190	741
Total Rents	1,811	7,136
Sales Tax		
Sales Taxes Paid	344	344
CA/IL Sales Tax Collected	(726)	(2,983)
Total Sales Tax	(383)	(2,640)
Technology (IT)		
Computer Rack Space	156	710
Website/Shopping Cart Expense	1,348	9,298
Total Technology (IT)	1,504	10,008
Warehouse Pack/Ship Supplies	31	31
Total Distribution Centers Expenses	25,107	114,535
Net Distribution Centers Income	14,762	57,312
World Service Organization		
ABC AWC Audio	635	1,031
7th Tradition Contributions	5,024	25,314
Audio books	942	3,466
E-books	65	5,433

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Bank Interest	9	36
Miscellaneous Income	-	10
Total World Service Organization Income	6,675	35,290
World Service Organization Expense		
Accounting-WSO Write up service	1,453	4,621
Conferences/Meetings		
2017 ABC/AWC		
ALL Cash Receipts UNALLOCATED	(9,893)	(26,539)
2017 AWC		
AWC Literature Sales	(365)	(365)
AWC Printing	641	641
AWC Other Expenses	1,303	2,042
Total 2017 AWC	1,579	2,318
2017 ABC		
ABC Lunch/Banquet Net Receipts	(120)	(120)
ABC Conference Expense	793	793
ABC Printing	2,022	2,788
ABC F&BTravel/Meals	7,802	10,880
ABCAWC Hotel/Meeting room	18,604	21,818
Total 2017 ABC	29,101	36,160
Total 2017 ABC/AWC	20,787	11,940
Total Conferences/Meetings	20,787	11,940
Committees		
Audit Committee	-	815
European Committee	-	4,284
Executive Board Committee	15	302
Literature Development Com'		
ISBN	-	252
Audio/E-Book Expense	-	1,125
Complimentary Copies	347	374
Translation Costs	-	1,828
Total Literature Development Com'	347	3,579
Member & Public Services Com'		
Hospitals & Institutions Com'	-	45
Total Member & Public Services Com'	-	45
Total Committees	362	9,026
Insurance		
Liability	-	2,269
Total Insurance	-	2,269
License & Permits	25	25
Programs/Projects		
Board Book Initiative	-	236
Total Programs/Projects	-	236
Special Workers		

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Admin Wages	1,792	5,730
Design Editor Wages	3,300	13,080
Meeting Transcription Services	118	529
MPS-Wages	424	3,176
SW-Employer Taxes	534	2,268
SW-Payroll Service Fee	59	264
SW-Workers' Compensation	70	294
Total Special Workers	<u>6,296</u>	<u>25,341</u>
Total World Service Organization Expense	<u>28,922</u>	<u>53,457</u>
Net World Service Organization Income	<u>(22,247)</u>	<u>(18,166)</u>
Net Distribution Centers and World Service Organization Income	<u>\$ (7,485)</u>	<u>\$ 39,146</u>