

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

October 2017

	<u>Oct 17</u>	<u>Jan - Oct 17</u>
Ordinary Income/Expense		
Income		
Distribution Centers Sales		
Sales		
Chips/Medallion Sales	1,218	16,649
Fellowship Textbook Sales	19,889	189,429
Laundry List Workbooks	3,758	40,095
Literature Sales-Other	2,672	29,559
Meditation Book Sales	6,265	65,075
Workbook Sales	9,857	101,951
Non-U.S. Literature sales	0	5,969
Total Sales	<u>43,659</u>	<u>448,727</u>
Intergroup Discount Sales		
IG Chips/Medallion Sales	315	4,314
IG-Fellowship Textbook Sales	2,569	25,328
IG Laundry List Workbook Sales	848	6,846
IG Literature Sales-Other	605	5,131
IG Meditation Book Sales	1,747	14,034
IG Workbook Sales	2,156	12,101
Total Intergroup Discount Sales	<u>8,240</u>	<u>67,754</u>
Shipping And Handling	7,668	88,549
Shrinkage		
Provision on Inventory	0	6,175
Shrinkage - Other	(71)	(8,111)
Total Shrinkage	<u>(71)</u>	<u>(1,936)</u>
Total Distribution Centers Sales	<u>59,496</u>	<u>603,094</u>
Total Income	<u>59,496</u>	<u>603,094</u>
Cost of Goods Sold		
Cost-Chips/Medallions	571	8,486
Cost-Fellowship Textbook	7,599	76,642
Cost-Literature -Other	1,345	15,930
Cost-Laundry List Workbook	1,445	15,505
Cost-Meditation Book	1,715	16,724
Cost-Workbooks	3,319	32,239
Non-U.S. Literature Costs	0	3,146
Total COGS	<u>15,994</u>	<u>168,672</u>
Gross Profit	<u>43,502</u>	<u>434,422</u>
Expense		
Distribution Centers Expenses		
Accounting-Distribution Center		
Write up Services	0	9,862
Accounting-Distribution Center - Other	0	2,238
Total Accounting-Distribution Center	<u>0</u>	<u>12,100</u>
Dues and Subscriptions	0	184

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Freight Out		
UPS	4,213	42,845
USPS	590	13,472
Freight Out - Other	1,206	13,628
	<u>6,009</u>	<u>69,945</u>
Total Freight Out		
Fulfillment, Amazon UK	147	4,477
Fulfillment, Amazon US	7,157	49,983
Fulfillment, Ware-Pak	4,018	49,719
Lodging/Travel	594	5,135
Merchant Fees		
Shopify Fees	165	185
Banks	0	39
PayPal Fee	1,066	14,001
	<u>1,231</u>	<u>14,225</u>
Total Merchant Fees		
Office Expenses		
Employee Administration	99	2,513
Gas & Electric	188	1,610
Misc. Expense	0	37
Office Supplies	175	2,561
Postage/Printing	0	85
Telephone/Internet Services	180	1,647
Office Expenses - Other	0	182
	<u>642</u>	<u>8,635</u>
Total Office Expenses		
Payroll		
Staffing Services	1,299	7,063
Mileage	0	16
Wages	7,595	59,341
Employer Payroll Taxes	544	5,875
Payroll Service Fees	142	761
Workers Compensation	148	8,442
	<u>9,728</u>	<u>81,498</u>
Total Payroll		
Repairs & Maintenance	0	2,895
Rents		
Bang Storage	0	371
PO Box Rent	0	32
Rent-Distribution Center	2,938	23,931
Storage Locker	0	931
	<u>2,938</u>	<u>25,265</u>
Total Rents		
Sales Tax		
Sales Taxes Paid	2,717	7,721
Sales Tax Paid on Purchases	358	863
CA/IL Sales Tax Collected	(497)	(6,279)
	<u>2,578</u>	<u>2,305</u>
Total Sales Tax		
Technology (IT)		

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Backup	0	100
Computer Antivirus/Support	0	255
Computer Rack Space	150	1,477
Small Computer Accessories	0	88
Website/Shopping Cart Expense	7,331	27,981
Total Technology (IT)	7,481	29,901
Warehouse Pack/Ship Supplies	29	1,900
Total Distribution Centers Expenses	42,552	358,167
Total Expense	42,552	358,167
Net Ordinary Income	950	76,255
Other Income/Expense		
Other Income		
World Service Organization		
7th Tradition Contributions	5,810	63,531
ABC AWC Audio	177	2,272
Audio books	1,605	12,348
Bank Interest	10	90
E-books	1,702	16,964
Miscellaneous Income	0	10
Refund 2016 W.C.	0	53,086
Total World Service Organization	9,304	148,301
Total Other Income	9,304	148,301
Other Expense		
World Service Organization .		
Accounting-WSO Write up service	0	10,149
Audit Services	0	20,878
Conferences/Meetings		
2017 ABC/AWC		
2017 AWC		
AWC Scholarship Donations	0	(143)
AWC Registration Receipts	0	(14,270)
AWC Literature Sales	0	(365)
AWC Meal Expen' Net of Receipts	0	(8,038)
AWC Printing	0	641
AWC Other Expenses	0	1,510
Total 2017 AWC	0	(20,665)
2017 ABC		
ABC Lunch/Banquet Net Receipts	0	(2,886)
ABC Conference Expense	0	558
ABC Printing	0	2,788
ABC F&BTravel/Meals	454	20,687
ABCAWC Hotel/Meeting room	0	31,411
Total 2017 ABC	454	52,558
Total 2017 ABC/AWC	454	31,893

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2016-European Conference/Riga	0	26
2017 European Conference/Madrid		
Madrid Book Sales	0	(424)
Madrid Registration	0	(939)
Madrid Expenses	0	5,015
Total 2017 European Conference/Madrid	0	3,652
Trustee Annual/Strategic Meet'g	9,046	13,493
Total Conferences/Meetings	9,500	49,064
Committees		
Audit Committee	0	815
European Committee	182	5,164
Executive Board Committee	0	322
Literature Development Com'		
ISBN	0	252
Adobe Creative Cloud	758	857
Audio/E-Book Expense	0	1,125
Complimentary Copies	0	415
Lit-Misc. Expense	500	500
Translation Costs	0	1,828
Total Literature Development Com'	1,258	4,977
Member & Public Services Com'		
Hospitals & Institutions Com'	37	705
MPS Literature Sales	0	(2,998)
MPS Committee Expenses	537	5,893
Total Member & Public Services Com'	574	3,600
Total Committees	2,014	14,878
Insurance		
Liability	1,152	3,421
Total Insurance	1,152	3,421
License & Permits	0	126
Programs/Projects		
Board Book Initiative	0	587
Total Programs/Projects	0	587
Special Workers		
Admin Wages	1,023	15,354
Design Editor Wages	3,150	35,895
Meeting Transcription Services	0	658
MPS-Wages	0	5,000
SW-Employer Taxes	356	4,991
SW-Payroll Service Fee	53	613
SW-Workers' Compensation	60	834
Total Special Workers	4,642	63,345
Tax		
Government Fees	0	11

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State Franchise Taxes	0	10
Total Tax	0	21
Total World Service Organization Expenses	17,308	162,469
Total Other Expense	17,308	162,469
Net Other Income	(8,004)	(14,168)
Net Income	(7,054)	62,087