

**Adult Children of Alcoholics World Service Organization Inc**  
**Profit & Loss YTD Comparison**  
 April 2018

	<u>Apr 18</u>	<u>Mar 18</u>	<u>Jan - Apr 18</u>
<b>Distribution Centers Sales</b>			
<b>Sales</b>			
Chips/Medallion Sales	\$ 2,385	\$ 2,075	\$ 7,975
Fellowship Textbook Sales	19,696	24,054	92,124
Laundry List Workbooks	3,538	4,619	18,606
Literature Sales-Other	3,412	2,706	12,799
Meditation Book Sales	6,932	6,736	27,929
Workbook Sales	9,682	14,495	51,585
Non-U.S. Literature sales	0	0	7,240
<b>Total Sales</b>	<u>45,645</u>	<u>54,685</u>	<u>218,258</u>
<b>Intergroup Discount Sales</b>			
IG Chips/Medallion Sales	347	315	1,834
IG-Fellowship Textbook Sales	4,410	4,074	14,610
IG Laundry List Workbook Sales	756	756	2,646
IG Literature Sales-Other	1,254	468	2,824
IG Meditation Book Sales	1,910	1,176	6,127
IG Workbook Sales	2,772	924	6,776
<b>Total Intergroup Discount Sales</b>	<u>11,449</u>	<u>7,713</u>	<u>34,817</u>
Shipping And Handling	10,751	8,508	38,202
Shrinkage	984	1,575	2,372
<b>Total Distribution Centers Sales</b>	<u>68,829</u>	<u>72,481</u>	<u>293,649</u>
<b>Cost of Goods Sold</b>			
Cost-Chips/Medallions	1,487	897	4,074
Cost-Fellowship Textbook	8,835	9,383	36,374
Cost-Literature -Other	1,622	1,204	5,572
Cost-Laundry List Workbook	1,306	1,500	6,235
Cost-Meditation Book	1,767	1,486	6,803
Cost-Workbooks	3,688	3,612	15,513
Non-U.S. Literature Costs	0	0	5,642
<b>Total COGS</b>	<u>18,705</u>	<u>18,082</u>	<u>80,213</u>
<b>Distribution Centers Expenses</b>			
<b>Accounting-Distribution Center</b>			
Write up Services	0	0	2,485
Accounting-Distribution Center - Other	2,165	2,265	6,783
<b>Total Accounting-Distribution Center</b>	<u>2,165</u>	<u>2,265</u>	<u>9,268</u>
Dues and Subscriptions	46	46	184
<b>Freight Out</b>			
UPS	3,406	3,992	16,589
USPS	900	1,168	5,767
Freight Out - Other	2,370	1,898	8,871
<b>Total Freight Out</b>	<u>6,676</u>	<u>7,058</u>	<u>31,227</u>
Fulfillment, Amazon UK	352	298	1,402
Fulfillment, Amazon US	10,586	11,669	41,288
Fulfillment, BANG	0	0	80
Fulfillment, Ware-Pak	1,243	1,778	8,060
Lodging/Travel	4	0	4
<b>Merchant Fees</b>			
Shopify Fees	906	983	3,575
PayPal Fee	814	457	2,854
<b>Total Merchant Fees</b>	<u>1,720</u>	<u>1,440</u>	<u>6,429</u>
<b>Office Expenses</b>			
Employee Administration	205	341	1,911
Gas & Electric	145	149	572
Misc. Expense	100	0	100
Office Supplies	827	91	1,501
Postage/Printing	13	0	113
Telephone/Internet Services	166	175	686
<b>Total Office Expenses</b>	<u>1,456</u>	<u>756</u>	<u>4,883</u>
<b>Payroll</b>			

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Staffing Services	1,350	2,150	7,426
Gifts and Awards	0	63	63
Mileage	51	0	124
Wages	3,770	10,151	33,418
Employer Payroll Taxes	1,385	837	3,254
Payroll Service Fees	267	103	510
Workers Compensation	91	286	711
<b>Total Payroll</b>	<u>6,914</u>	<u>13,590</u>	<u>45,506</u>
Repairs & Maintenance	120	0	120
Rents			
Ware-Pak	0	0	270
Bang Storage	45	45	147
Rent-Distribution Center	2,938	2,938	11,750
<b>Total Rents</b>	<u>2,983</u>	<u>2,983</u>	<u>12,167</u>
Sales Tax			
Sales Taxes Paid	650	630	1,296
<b>Total Sales Tax</b>	<u>650</u>	<u>630</u>	<u>1,296</u>
Technology (IT)			
Computer Antivirus/Support	0	0	1,405
Computer Rack Space	148	136	581
Small Computer Accessories	0	889	889
Website/Shopping Cart Expense	2,583	1,375	9,993
<b>Total Technology (IT)</b>	<u>2,731</u>	<u>2,400</u>	<u>12,868</u>
Warehouse Pack/Ship Supplies	1,262	0	1,316
<b>Total Distribution Centers Expenses</b>	<u>38,908</u>	<u>44,913</u>	<u>176,098</u>
<b>Net Distribution Center Income</b>	<u>11,216</u>	<u>9,486</u>	<u>37,338</u>
<b>World Service Organization Revenues</b>			
7th Tradition Contributions	7,984	9,463	43,486
ABC AWC Audio	159	189	669
Audio books	1,514	1,399	5,439
Bank Interest	9	9	37
E-books	2,177	2,019	7,862
Royalty-EURO Printing	3,356	0	6,229
<b>Total World Service Organization Revenues</b>	<u>15,199</u>	<u>13,079</u>	<u>63,722</u>
<b>World Service Organization Expenses</b>			
Accounting Consultants	2,381	4,595	6,976
Accounting-WSO Write up service	1,323	1,323	4,968
Audit Services	0	4,500	9,500
Conferences/Meetings			
2018 ABC/AWC			
2018 ABC/AWC Revenues	(10,898)	(4,841)	(26,834)
2018 ABC/AWC expenses	32,015	529	47,270
<b>Total 2018 ABC/AWC</b>	<u>21,117</u>	<u>(4,312)</u>	<u>20,436</u>
<b>Total Conferences/Meetings</b>	<u>21,117</u>	<u>(4,312)</u>	<u>20,436</u>
Committees			
Finance Committee	0	16	16
European Committee	1,479	45	1,524
Executive Board Committee	3	3	82
Literature Development Com'			
Document Virtual Storage	82	0	82
Complimentary Copies	0	0	91
Lit-Misc. Expense	52	0	1,062
<b>Total Literature Development Com'</b>	<u>134</u>	<u>0</u>	<u>1,235</u>
Member & Public Services Com'			
Hospitals & Institutions Com'	0	0	287
MPS Committee Expenses	200	921	2,198
<b>Total Member &amp; Public Services Com'</b>	<u>200</u>	<u>921</u>	<u>2,485</u>
<b>Total Committees</b>	<u>1,816</u>	<u>985</u>	<u>5,342</u>
Insurance			

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Liability	103	103	413
Total Insurance	103	103	413
Programs/Projects			
Board Book Initiative	380	0	380
Total Programs/Projects	380	0	380
Special Workers			
Admin Wages	689	1,620	5,096
Design Editor Wages	1,724	3,091	12,262
MPS-Wages	846	1,098	1,944
SW-Employer Taxes	340	540	1,453
SW-Payroll Service Fee	69	0	209
SW-Workers' Compensation	22	73	147
Total Special Workers	3,690	6,422	21,111
Total World Service Organization Expenses	30,810	13,616	69,126
Net World Service Organization Income	(15,611)	(537)	(5,404)
Net Distribution Center and World Service Organization Income	<u>\$ (4,395.0)</u>	<u>\$ 8,949.0</u>	<u>\$ 31,934.0</u>