

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

|   | <u>Jul 18</u> | <u>Jun 18</u> | <u>Jan - Jul 18</u> |
|---|---------------|---------------|---------------------|
| <b>Distribution Centers Sales</b>           |               |               |                     |
| <b>Sales</b>                                |               |               |                     |
| Chips/Medallion Sales                       | \$ 1,398      | \$ 1,403      | \$ 12,384           |
| Fellowship Textbook Sales                   | 20,955        | 21,141        | 155,696             |
| Laundry List Workbooks                      | 4,400         | 4,503         | 31,664              |
| Literature Sales-Other                      | 2,418         | 3,524         | 21,973              |
| Meditation Book Sales                       | 7,813         | 7,488         | 51,695              |
| Workbook Sales                              | 14,246        | 13,987        | 94,031              |
| Non-U.S. Literature sales                   | 0             | 0             | 7,835               |
| <b>Total Sales</b>                          | <u>51,230</u> | <u>52,046</u> | <u>375,278</u>      |
| <b>Intergroup Discount Sales</b>            |               |               |                     |
| IG Chips/Medallion Sales                    | 753           | 543           | 3,733               |
| IG-Fellowship Textbook Sales                | 4,927         | 1,882         | 24,286              |
| IG Laundry List Workbook Sales              | 882           | 252           | 4,536               |
| IG Literature Sales-Other                   | 1,101         | 963           | 5,414               |
| IG Meditation Book Sales                    | 1,714         | 1,467         | 10,730              |
| IG Workbook Sales                           | 2,618         | 770           | 11,704              |
| <b>Total Intergroup Discount Sales</b>      | <u>11,995</u> | <u>5,877</u>  | <u>60,403</u>       |
| Shipping And Handling                       | 7,581         | 6,467         | 58,908              |
| Shrinkage                                   | 129           | 0             | 2,516               |
| <b>Total Distribution Centers Sales</b>     | <u>70,935</u> | <u>64,390</u> | <u>497,105</u>      |
| <b>Cost of Goods Sold</b>                   |               |               |                     |
| Cost-Chips/Medallions                       | 791           | 738           | 6,475               |
| Cost-Fellowship Textbook                    | 8,346         | 6,841         | 59,847              |
| Cost-Literature -Other                      | 1,191         | 1,619         | 9,588               |
| Cost-Laundry List Workbook                  | 1,390         | 1,218         | 10,077              |
| Cost-Meditation Book                        | 1,912         | 1,868         | 12,559              |
| Cost-Workbooks                              | 3,922         | 3,372         | 26,345              |
| Non-U.S. Literature Costs                   | 0             | 0             | 4,169               |
| <b>Total COGS</b>                           | <u>17,552</u> | <u>15,656</u> | <u>129,060</u>      |
| <b>Gross Profit</b>                         | <u>53,383</u> | <u>48,734</u> | <u>368,045</u>      |
| <b>Distribution Centers Expenses</b>        |               |               |                     |
| <b>Accounting-Distribution Center</b>       |               |               |                     |
| Write up Services                           | 3,466         | 3,466         | 21,136              |
| <b>Total Accounting-Distribution Center</b> | <u>3,466</u>  | <u>3,466</u>  | <u>21,136</u>       |
| Dues and Subscriptions                      | 46            | 46            | 421                 |
| <b>Freight Out</b>                          |               |               |                     |
| UPS   | 4,166         | 4,345         | 32,805              |
| USPS  | 900           | 300           | 8,160               |
| Freight Out - Other                         | 77            | 3,641         | 14,889              |
| <b>Total Freight Out</b>                    | <u>5,143</u>  | <u>8,286</u>  | <u>55,854</u>       |
| Fulfillment, Amazon UK                      | 479           | 283           | 2,716               |
| Fulfillment, Amazon US                      | 14,517        | 19,669        | 86,013              |
| Fulfillment, BANG                           | 0             | 0             | 133                 |
| Fulfillment, Ware-Pak                       | 0             | 1,048         | 10,287              |
| Lodging/Travel                              | 3,226         | 7,387         | 16,391              |
| <b>Merchant Fees</b>                        |               |               |                     |
| Shopify Fees                                | 842           | 851           | 6,116               |
| PayPal Fee                                  | 419           | 324           | 3,961               |
| <b>Total Merchant Fees</b>                  | <u>1,261</u>  | <u>1,175</u>  | <u>10,077</u>       |
| <b>Office Expenses</b>                      |               |               |                     |

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| Employee Administration                        | 175           | 119           | 2,375               |
| Gas & Electric                                 | 251           | 180           | 1,152               |
| Misc. Expense                                  | 0             | 0             | 100                 |
| Office Supplies                                | 468           | 389           | 2,518               |
| Postage/Printing                               | 0             | 102           | 222                 |
| Telephone/Internet Services                    | 215           | 172           | 1,259               |
| <b>Total Office Expenses</b>                   | <u>1,109</u>  | <u>962</u>    | <u>7,626</u>        |
| <b>Payroll</b>                                 |               |               |                     |
| Staffing Services                              | 3,310         | 3,450         | 17,009              |
| Gifts and Awards                               | 0             | 0             | 63                  |
| Mileage  | 0             | 0             | 124                 |
| Wages  | 10,003        | 7,230         | 61,167              |
| Employer Payroll Taxes                         | 1,061         | 975           | 6,406               |
| Payroll Service Fees                           | 66            | 220           | 655                 |
| Workers Compensation                           | 271           | 168           | 1,375               |
| <b>Total Payroll</b>                           | <u>14,711</u> | <u>12,043</u> | <u>86,799</u>       |
| Repairs & Maintenance                          | 0             | 49            | 1,211               |
| <b>Rents</b>                                   |               |               |                     |
| Ware-Pak                                       | 0             | 0             | 356                 |
| Bang Storage                                   | 0             | 0             | 159                 |
| Rent-Distribution Center                       | 3,026         | 3,026         | 20,828              |
| <b>Total Rents</b>                             | <u>3,026</u>  | <u>3,026</u>  | <u>21,343</u>       |
| <b>Sales Tax</b>                               |               |               |                     |
| Sales Taxes Paid                               | 0             | 0             | 1,296               |
| CA/IL Sales Tax Collected                      | 0             | 0             | 0                   |
| <b>Total Sales Tax</b>                         | <u>0</u>      | <u>0</u>      | <u>1,296</u>        |
| <b>Technology (IT)</b>                         |               |               |                     |
| Backup   | 0             | 112           | 112                 |
| Computer Antivirus/Support                     | 0             | 240           | 1,645               |
| Computer Rack Space                            | 131           | 148           | 1,003               |
| Small Computer Accessories                     | 839           | 0             | 2,251               |
| Website/Shopping Cart Expense                  | 364           | 1,424         | 13,847              |
| <b>Total Technology (IT)</b>                   | <u>1,334</u>  | <u>1,924</u>  | <u>18,858</u>       |
| Warehouse Pack/Ship Supplies                   | 747           | 1,027         | 3,993               |
| <b>Total Distribution Centers Expenses</b>     | <u>49,065</u> | <u>60,391</u> | <u>344,154</u>      |
| <b>Net Distribution Centers Income</b>         | 4,318         | (11,657)      | 23,891              |
| <b>World Service Organization Income</b>       |               |               |                     |
| 7th Tradition Contributions                    | 7,880         | 8,951         | 66,433              |
| ABC AWC Audio                                  | 372           | 309           | 1,785               |
| Audio books                                    | 1,524         | 1,407         | 10,301              |
| Bank Interest                                  | 9             | 9             | 65                  |
| E-books  | 2,005         | 1,844         | 13,853              |
| Miscellaneous Income                           | 0             | 1             | 1                   |
| Royalty-EURO Printing                          | 0             | 0             | 7,499               |
| Reimbursable costs-EU Printi                   | 0             | (454)         | (464)               |
| <b>Total World Service Organization Income</b> | <u>11,790</u> | <u>12,067</u> | <u>99,473</u>       |
| <b>World Service Organization Expenses</b>     |               |               |                     |
| Accounting Consultants                         | 0             | 4,155         | 11,965              |
| Accounting-WSO Write up service                | 1,748         | 1,523         | 9,987               |
| Audit Services                                 | 0             | 0             | 13,650              |
| Conferences/Meetings                           |               |               |                     |

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| <b>2018 ABC/AWC</b>   |                 |                    |                     |
| 2018 ABC/AWC Revenues   | 0               | 0                  | (26,645)            |
| 2018 ABC/AWC expenses   | 0               | 0                  | 65,693              |
| <b>Total 2018 ABC/AWC</b>   | <u>0</u>        | <u>0</u>           | <u>39,048</u>       |
| <b>2015 ABC</b>   |                 |                    |                     |
| 2015 ABC Miscellaneous  | 0               | 0                  | 0                   |
| <b>Total 2015 ABC</b>   | <u>0</u>        | <u>0</u>           | <u>0</u>            |
| Trustee Annual/Strategic Meet'g                                       | 0               | 0                  | 1,998               |
| Conferences/Meetings - Other  | 594             | 0                  | 594                 |
| <b>Total Conferences/Meetings</b>                                     | <u>594</u>      | <u>0</u>           | <u>41,640</u>       |
| <b>Committees</b>   |                 |                    |                     |
| Finance Committee   | 0               | 0                  | 16                  |
| European Committee  | 0               | 0                  | 1,524               |
| Executive Board Committee   | 0               | 0                  | 88                  |
| Literature Development Com'   |                 |                    |                     |
| Document Virtual Storage  | 49              | 0                  | 131                 |
| Audio/E-Book Expense  | 0               | 3                  | 3                   |
| Complimentary Copies  | 4               | 0                  | 95                  |
| Lit-Misc. Expense   | 0               | 0                  | 1,139               |
| <b>Total Literature Development Com'</b>                              | <u>53</u>       | <u>3</u>           | <u>1,368</u>        |
| Member & Public Services Com'   |                 |                    |                     |
| Hospitals & Institutions Com'   | 0               | 0                  | 287                 |
| MPS Committee Expenses  | 30              | 449                | 2,906               |
| <b>Total Member &amp; Public Services Com'</b>                        | <u>30</u>       | <u>449</u>         | <u>3,193</u>        |
| <b>Total Committees</b>   | <u>83</u>       | <u>452</u>         | <u>6,189</u>        |
| <b>Insurance</b>  |                 |                    |                     |
| Liability   | 103             | 103                | 723                 |
| <b>Total Insurance</b>  | <u>103</u>      | <u>103</u>         | <u>723</u>          |
| License & Permits   | 30              | 0                  | 30                  |
| <b>Programs/Projects</b>  |                 |                    |                     |
| Board Book Initiative   | 0               | 0                  | 576                 |
| <b>Total Programs/Projects</b>  | <u>0</u>        | <u>0</u>           | <u>576</u>          |
| <b>Special Workers</b>  |                 |                    |                     |
| Admin Wages   | 1,753           | 2,151              | 11,176              |
| Design Editor Wages   | 3,606           | 4,301              | 23,988              |
| MPS-Wages   | 2,338           | 2,715              | 9,049               |
| SW-Employer Taxes   | 754             | 935                | 3,903               |
| SW-Payroll Service Fee  | 54              | 20                 | 351                 |
| SW-Workers' Compensation  | 31              | 29                 | 242                 |
| <b>Total Special Workers</b>  | <u>8,536</u>    | <u>10,151</u>      | <u>48,709</u>       |
| <b>Total World Service Organization Expenses</b>                      | <u>11,094</u>   | <u>16,384</u>      | <u>133,469</u>      |
| <b>Net World Service Organization Income</b>                          | <u>696</u>      | <u>(4,317)</u>     | <u>(33,996)</u>     |
| <b>Net Distribution Centers and World Service Organization Income</b> | <u>\$ 5,014</u> | <u>\$ (15,974)</u> | <u>\$ (10,105)</u>  |