

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

	<u>Sep 18</u>	<u>Aug 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jan - Sep 18</u>
Revenue					
4010 - Shopify Revenue					
4011 - Textbook Revenue	18,791	29,502	(10,711)	(36%)	313,305
4012 - Workbook Revenue	8,606	13,037	(4,431)	(34%)	165,223
4013 - Tri-Fold Revenue	845	1,428	(583)	(41%)	9,876
4014 - Audio Royalty Revenue	207	336	(129)	(38%)	12,629
4015 - Medallions & Chip Revenue	1,488	1,885	(397)	(21%)	19,855
4017 - 7th Tradition Contributions	3,645	2,385	1,260	53%	72,488
4018 - Shipping And Handling	6,211	7,705	(1,494)	(19%)	68,814
4019 - Complimentary Copy	19	143	(124)	(87%)	724
4029 - Returns and Allowances	0	(406)	406	100%	1,996
4010 - Shopify Revenue - Other	0	0	0	0%	268
Total 4010 - Shopify Revenue	<u>39,812</u>	<u>56,015</u>	<u>(16,203)</u>	<u>(29%)</u>	<u>665,178</u>
4030 - Amazon Revenue					
4031 - Textbook Revenue	14,767	17,052	(2,285)	(13%)	32,403
4032 - Workbook Revenue	11,169	11,958	(789)	(7%)	23,574
4034 - E-Book Royalty Revenue	17	1,761	(1,744)	(99%)	15,631
4036 - Shipping Revenue	1,204	1,367	(163)	(12%)	8,372
4038 - Discounts	0	(427)	427	100%	(1,248)
4039 - Returns and Allowances	0	24	(24)	(100%)	(263)
4040 - Gift Wrap Revenue	4	0	4	100%	4
Total 4030 - Amazon Revenue	<u>27,161</u>	<u>31,735</u>	<u>(4,574)</u>	<u>(14%)</u>	<u>78,473</u>
4050 - Barnes & Noble Revenue					
4056 - E-Book Royalty Revenue	91	97	(6)	(6%)	188
Total 4050 - Barnes & Noble Revenue	<u>91</u>	<u>97</u>	<u>(6)</u>	<u>(6%)</u>	<u>188</u>
4060 - Audible Revenue					
4064 - Audio Royalty Revenue	1,950	1,636	314	19%	3,586
Total 4060 - Audible Revenue	<u>1,950</u>	<u>1,636</u>	<u>314</u>	<u>19%</u>	<u>3,586</u>
4070 - Royalty Contract Revenue					
Reimbursable costs-EUR Printi	0	0	0	0%	(14)
4071 - Textbook Printing Revenue	0	0	0	0%	7,499
Total 4070 - Royalty Contract Revenue	<u>0</u>	<u>0</u>	<u>0</u>	<u>0%</u>	<u>7,485</u>
4080 - 7th Traditions Contributions	977	4,966	(3,989)	(80%)	5,943
4100 - Consignment	0	0	0	0%	1,110
4150 - European Sales	0	0	0	0%	6,724
4200 - Other Revenue					
4201 - Bank Interest	7	7	0	0%	79
4299 - Miscellaneous Revenue	0	0	0	0%	1
Total 4200 - Other Revenue	<u>7</u>	<u>7</u>	<u>0</u>	<u>0%</u>	<u>80</u>
Total Revenue	<u>\$ 69,998</u>	<u>\$ 94,456</u>	<u>\$ (24,458)</u>	<u>\$ (0)</u>	<u>\$ 768,767</u>
Cost of Goods Sold					
5000 - Shopify-Cost of Goods Sold					
5010 - Shopify COGS					
5011 - Textbooks	5,481	9,524	(4,043)	(42%)	94,914
5012 - Workbooks	2,443	4,201	(1,758)	(42%)	43,683
5013 - Tri-Folds	345	623	(278)	(45%)	4,728
5015 - Medallions/Chips	485	645	(160)	(25%)	7,626
Total 5010 - Shopify COGS	<u>8,754</u>	<u>14,993</u>	<u>(6,239)</u>	<u>(42%)</u>	<u>150,951</u>
5020 - Shopify-Fulfillment Costs					
Fulfillment, BANG	0	0	0	0%	133
Fulfillment, Ware-Pak	0	0	0	0%	10,287
5021 - Shipping Supplies	32	1,213	(1,181)	(97%)	5,237
5022 - Freight Out (order Fulfillment)	4,459	7,487	(3,028)	(40%)	67,984
Total 5020 - Shopify-Fulfillment Costs	<u>4,491</u>	<u>8,700</u>	<u>(4,209)</u>	<u>(48%)</u>	<u>83,641</u>
5030 - Direct Labor					

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5031 · Direct Salary & Wages	5,308	5,533	(225)	(4%)	38,654
5032 · Workers Compensation	167	182	(15)	(8%)	1,724
Total 5030 · Direct Labor	5,475	5,715	(240)	(4%)	40,378
5040 · Employer Taxes-Direct Labor					
5042 · FICA Taxes-Direct Labor	242	769	(527)	(69%)	1,012
Total 5040 · Employer Taxes-Direct Labor	242	769	(527)	(69%)	1,012
Total 5000 · Shopify-Cost of Goods Sold	18,962	30,177	(11,215)	(37%)	275,982
5050 · Amazon COGS					
Fulfillment, Amazon UK	868	1,097	(229)	(21%)	4,681
Fulfillment, Amazon US	20,345	11,975	8,370	70%	120,105
5051 · Textbooks	3,426	3,878	(452)	(12%)	7,436
5052 · Workbooks	1,996	2,137	(141)	(7%)	4,212
5058 · Freight-Out(Order Fulfillment)	0	435	(435)	(100%)	485
5059 · Freight-In(Transfers)	815	397	418	105%	1,212
Total 5050 · Amazon COGS	27,450	19,919	7,531	38%	138,131
5100 · Consignment COGS	0	0	0	0%	1,179
5560 · European Sales-COGS	0	0	0	0%	2,990
Total COGS	46,412	50,096	(3,684)	(7%)	418,282
Gross Profit	23,586	44,360	(20,774)	(47%)	350,485
Expense					
6010 · Payroll Expense					
6011 · Exempt Salary & Wages	5,276	4,615	661	14%	35,353
6012 · Non-Exempt Salary & Wages	6,770	4,110	2,660	65%	66,866
6013 · Workers' Compensation	96	227	(131)	(58%)	565
6015 · Vacation Expense	271	4,105	(3,834)	(93%)	4,376
6016 · Payroll Service Fees	144	144	0	0%	1,294
6017 · Employee Mileage	0	0	0	0%	124
Total 6010 · Payroll Expense	12,557	13,201	(644)	(5%)	108,578
6030 · Payroll Taxes					
6031 · Non-Exempt Employer Taxes	326	626	(300)	(48%)	7,378
6032 · Exempt Employer Taxes	297	905	(608)	(67%)	1,202
Total 6030 · Payroll Taxes	623	1,531	(908)	(59%)	8,580
6050 · Travel & Mileage Expense					
6052 · Board Travel Expense					
MPS Committee Expenses	0	0	0	0%	819
6052 · Board Travel Expense - Other	0	424	(424)	(100%)	16,815
Total 6052 · Board Travel Expense	0	424	(424)	(100%)	17,634
Total 6050 · Travel & Mileage Expense	0	424	(424)	(100%)	17,634
6060 · Conference & Conventions					
2018 ABC/AWC	0	764	(764)	(100%)	764
2018 ABC/AWC Revenues	0	0	0	0%	(26,645)
2018 ABC/AWC expense	0	0	0	0%	65,691
Conferences/Meetings	0	0	0	0%	594
6061 · Conference-Travel & Lodging	619	981	(362)	(37%)	3,643
6062 · Facility Fees	0	(1,094)	1,094	100%	385
6063 · Event Meals	0	29	(29)	(100%)	29
Total 6060 · Conference & Conventions	619	680	(61)	(9%)	44,461
6070 · Program Initiatives					
6071 · Materials	78	2,181	(2,103)	(96%)	5,320
6072 · Other Program Costs					
Audio/E-Book Expense	0	0	0	0%	3
Lit-Misc. Expense	0	0	0	0%	1,136
Total 6072 · Other Program Costs	0	0	0	0%	1,139
Total 6070 · Program Initiatives	78	2,181	(2,103)	(96%)	6,459
6080 · Professional Fees					
6081 · Accounting Expense	8,234	7,734	500	6%	70,895

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6082 · Legal Fees	0	0	0	0%	2,200
6083 · Staffing Services	0	1,882	(1,882)	(100%)	18,891
Total 6080 · Professional Fees	8,234	9,616	(1,382)	(14%)	91,986
6090 · Technology IT Support					
6091 · Website Expenses	710	1,077	(367)	(34%)	15,634
6092 · Software Support Expense	0	0	0	0%	175
6093 · Storage & Anti-virus Protection	49	49	0	0%	2,964
Total 6090 · Technology IT Support	759	1,126	(367)	(33%)	18,773
6100 · License & Permits	0	10	(10)	(100%)	40
6110 · Insurance Expense					
6112 · Business & Property Liability	103	103	0	0%	929
Total 6110 · Insurance Expense	103	103	0	0%	929
6120 · Rent Expense	3,026	3,108	(82)	(3%)	27,431
6130 · Utilities Expense					
6131 · Electric Expense	266	342	(76)	(22%)	1,760
6132 · Telephone Expense	220	220	0	0%	1,788
Total 6130 · Utilities Expense	486	562	(76)	(14%)	3,548
6140 · Office Supplies Expense					
6141 · Postage Expense	0	0	0	0%	222
6143 · Office equipment/machines	377	0	377	100%	2,628
6144 · Misc. Expense	196	338	(142)	(42%)	3,214
Total 6140 · Office Supplies Expense	573	338	235	70%	6,064
6150 · Dues and Subscriptions	194	895	(701)	(78%)	1,509
6160 · Repairs & Maintenance	0	414	(414)	(100%)	1,625
6170 · Books & Publication Expense	0	0	0	0%	3
6190 · Tax Expense					
6193 · Sales Tax Expense	0	0	0	0%	2,670
Total 6190 · Tax Expense	0	0	0	0%	2,670
6200 · Bank & Merchant Fees					
6205 · Shopify Fees	730	1,123	(393)	(35%)	7,969
6207 · PayPal Fee	396	506	(110)	(22%)	4,863
6209 · Foreign Exchange (Gain)Loss	(220)	(332)	112	34%	(552)
Total 6200 · Bank & Merchant Fees	906	1,297	(391)	(30%)	12,280
Total Expense	\$ 28,158	\$ 35,486	\$ (7,328)	\$ (0)	\$ 352,570
Net Revenue	\$ (4,572)	\$ 8,874	\$ (13,446)	\$ (2)	\$ (2,085)