



ACA WSO Distribution Center Oversight Committee Report

2019 ABC – MALMÖ, SWEDEN

Submitted by Bill D., DCOC Chair
ACA WSO Board of Trustees

Jim B., DCOC Vice-Chair
ACA WSO Board of Trustees

David M., Board Operations
Manager Liaison
ACA WSO Board of Trustees

Hej Familjen!

Jag är ett vuxenbarn och mina namn är Bill D.

In additon to being treasurer and finance committee chair, I also serve as the chair of the WSO office oversight committee

Förutom att vara din kassör och finansutskottsstol, tjänar jag också som ordförande i WSO: s kontor för tillsynsövervakning

It is my privilege to present the Office Oversight Committee's report to the board, delegates and guests here today.

Det är mitt privilegium att presentera övervakningskommitténs rapport till styrelsen, delegater och gäster här idag



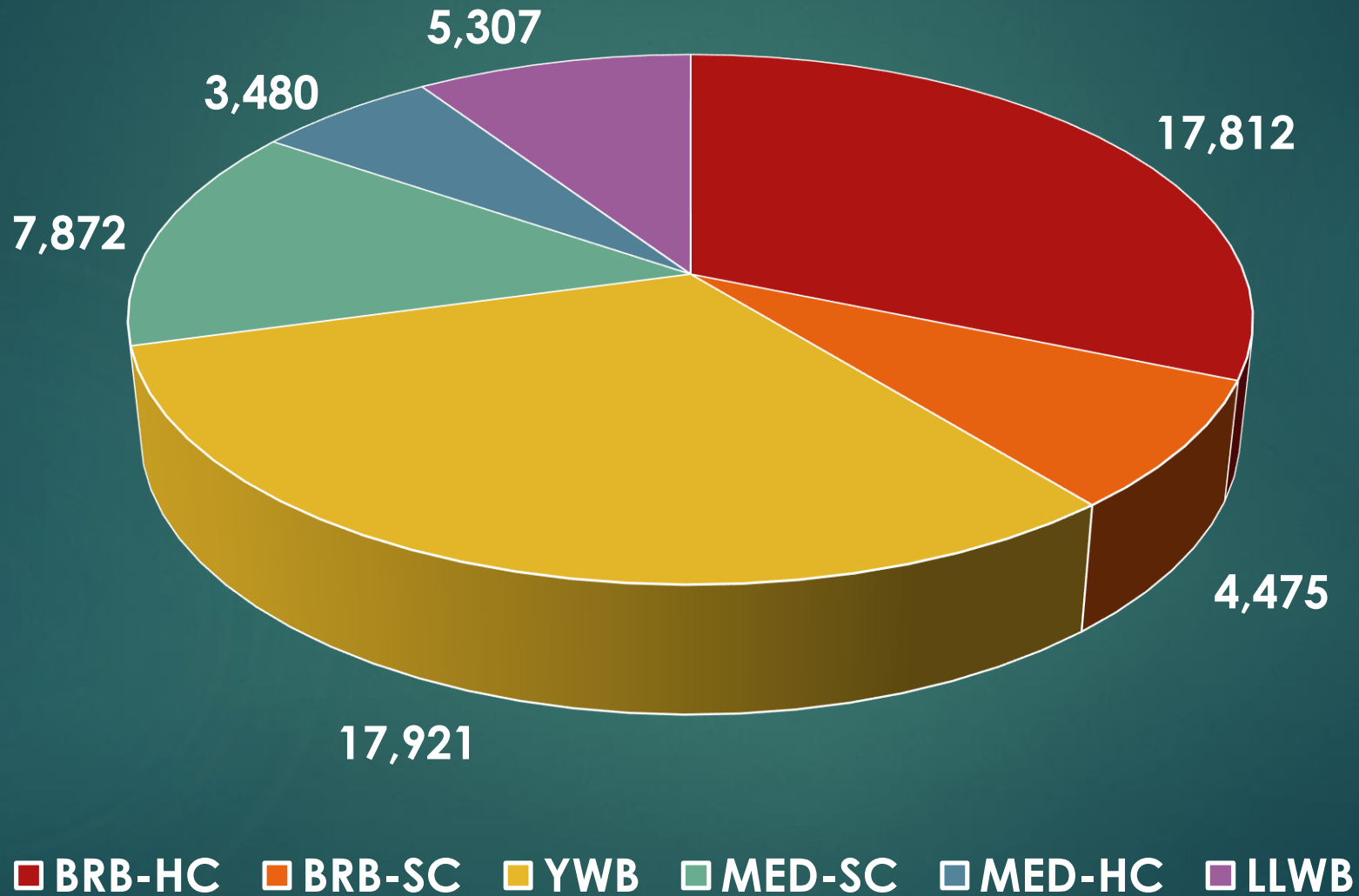
WSO WORLD SERVICE OFFICE & DISTRIBUTION CENTER OVERVIEW

- Combined Office and Warehouse space of 2,720 Square Feet
- Located in Signal Hill, California USA
- 3 Full time and 1 part time employee at the Signal Hill office
- 2 part time remote workers doing fellowship services and literature design
- Literature sales through shop.adultchildren.com and Amazon

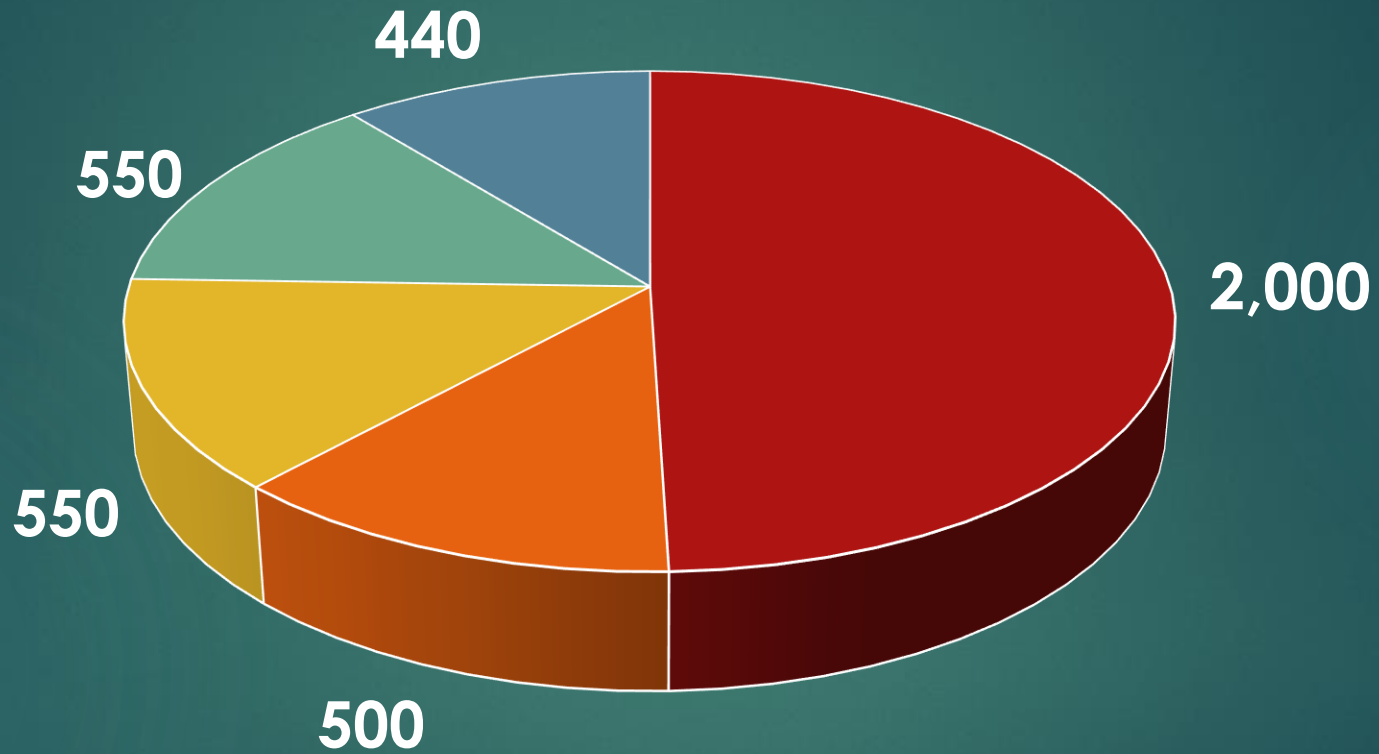
2018 BOOKS SALES HIGHLIGHTS

- Combined book sales of \$914,756 in 2018
- English language book sales in 2018 - 56,867 units
- Foreign Language book sales in 2018 – 4,040 units
- Amazon US book sales – 19,637 units, up from 11,2394 in 2017
- Amazon UK book sales – 1,408 units, up from 354 in 2017
- Total Sales increased 22% for 2018 over 2017

WSO 2018 Book Sales English Language Units Sold



WSO 2018 Book Sales Foreign Language



■ Russian - BRB

■ Danish - BRB

■ Finnish - YWB

■ Danish - YWB

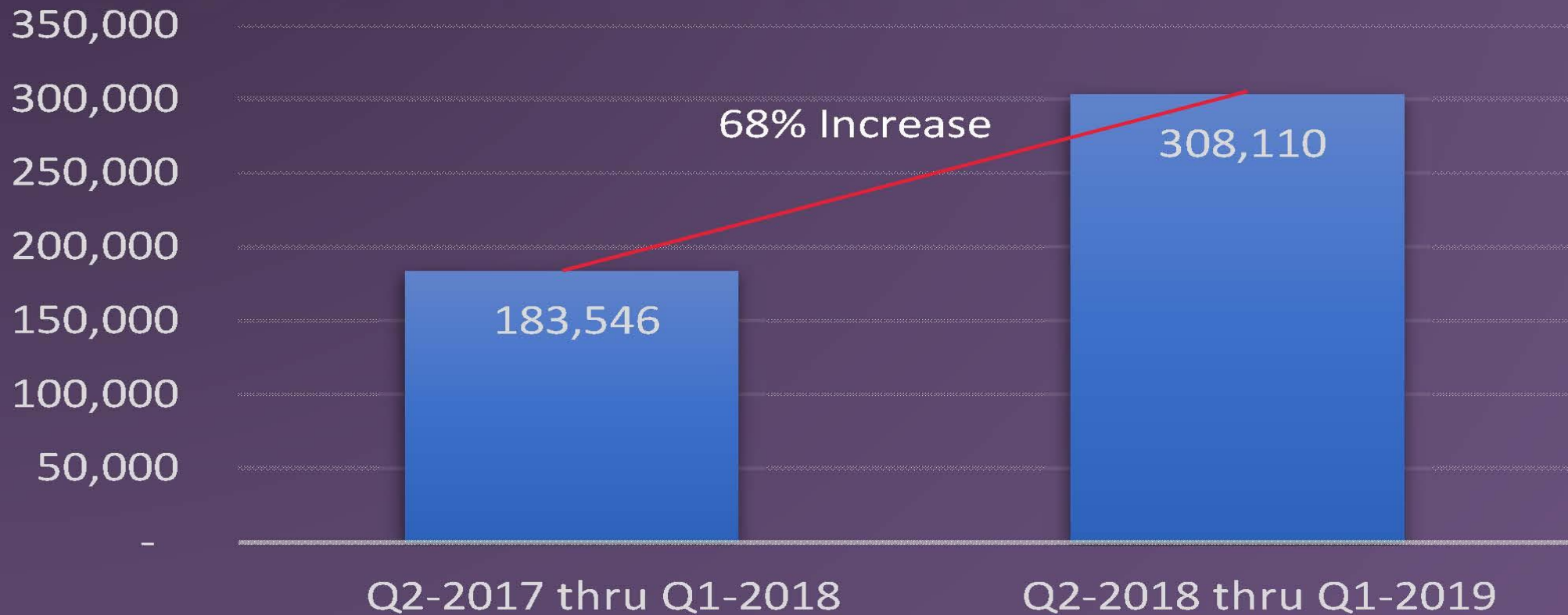
AMAZON US UNITS SOLD FOR 12 MONTH PERIOD 2 YEARS AGO VERSUS PAST YEAR



AMAZON US GROSS REVENUE

FOR 12 MONTH PERIOD

2 YEARS AGO VERSUS PAST YEAR



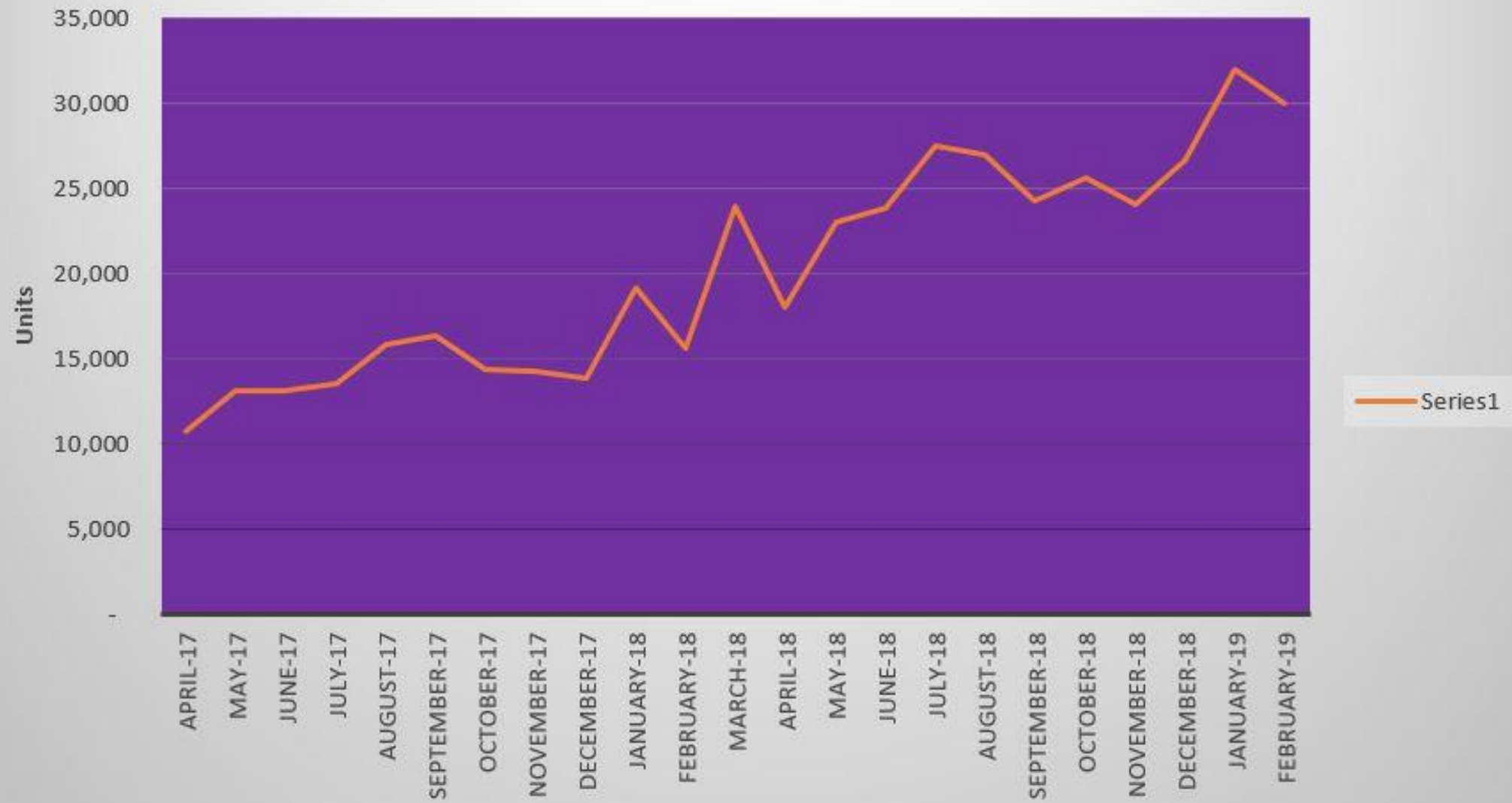
GROSS SALES

All outlets 2015-2018



AMAZON US REVENUE US DOLLARS


APRIL 2017 - FEBRUARY 2019





162


VA
HIC
CES

 ADULT CHILDREN
WORLD SERVICES

1460

 ADULT CHILDREN
WORLD SERVICES

58

 Omnicroft

1456





THE WSO OFFICE CREW




Nick - Operations Manager; Jose - Warehouse; Keara - Office Manager





STEPS TO ENSURE WSO CONTINUES TO MEET THE FELLOWSHIP & LITERATURE NEEDS

- Continue to respond to and meet the needs of the fellowship by anticipating needs and providing timely responses
- Continue to assess capacity of existing warehouse versus sales growth to determine if a larger space for inventory is needed
- Continue to fund foreign literature publishing efforts
- Improve our inventory management systems
- Continue to support our employees by being good employers



Thank you for your attention!
Tack för din uppmärksamhet!

Any Questions?

**If there are any deeper questions please feel free to see me
during the conference.**

My new email after the ABC will be dcocchair@acawso.org