Adult Children of Alcoholics World Service Organization Inc
Profit & Loss Budget vs. Actual
January 2021

	Jan 21	Budget	$ Over Budget
Ordinary Income/Expense			
Income			
4010 · Shopify Revenue			
4011 · Textbook Revenue	16,424.00	24,266.63	-7,842.63
4012 · Workbook Revenue	13,000.00	13,300.00	-300.00
4013 · Tri-Fold Revenue	691.85	850.00	-158.15
4014 · Audio Royalty Revenue	357.00	416.63	-59.63
4015 · Medallions & Chip Revenue	723.00	1,308.37	-585.37
4017 · 7th Tradition Contributions	22,025.00	11,691.63	10,333.37
4018 · Shipping And Handling	7,430.72	8,850.00	-1,419.28
4019 · Complimentary Copy	452.95	58.37	394.58
4025 · Intergroup Discount	-759.90	-1,958.37	1,198.47
4028 · Sales Discounts	-739.95	-416.63	-323.32
4029 · Returns and Allowances	-66.00	-366.63	300.63
Total 4010 · Shopify Revenue	59,538.67	58,000.00	1,538.67
4030 · Amazon Revenue			
4031 · Textbook Revenue	35,521.66	28,950.00	6,571.66
4032 · Workbook Revenue	28,866.80	23,475.00	5,391.80
4034 · E-Book Royalty Revenue	2,464.12	3,341.63	-877.51
4036 · Shipping Revenue	2,123.13	1,716.63	406.50
4037 · Gift Wrap Revenue	29.94	16.63	13.31
4038 · Discounts	-885.31	-700.00	-185.31
4039 · Returns and Allowances	-56.36		
Total 4030 · Amazon Revenue	68,063.98	56,799.89	11,264.09
4050 · Barnes & Noble Revenue			
4056 · E-Book Royalty Revenue	84.37	91.63	-7.26
Total 4050 · Barnes & Noble Revenue	84.37	91.63	-7.26
4060 · Audible Revenue			
4064 · Audio Royalty Revenue	2,030.58	2,150.00	-119.42
Total 4060 · Audible Revenue	2,030.58	2,150.00	-119.42
4070 · Royalty Contract Revenue			
4071 · Textbook Printing Revenue	0.00	1,050.00	-1,050.00
Total 4070 · Royalty Contract Revenue	0.00	1,050.00	-1,050.00
4080 · 7th Traditions Contributions	6,530.09	6,725.00	-194.91
4150 · European Sales	14.00		
4200 · Other Revenue			
4201 · Bank Interest	94.67	100.00	-5.33
4202 · Credit Card Rewards	0.00	366.63	-366.63
4299 · Miscellaneous Revenue	0.00	8.37	-8.37
4200 · Other Revenue - Other	0.00	8.37	-8.37
Total 4200 · Other Revenue	94.67	483.37	-388.70
Total Income	136,356.36	125,299.89	11,056.47
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold			
5010 · Shopify COGS			
5011 · Textbooks	4,894.36	7,270.76	-2,376.40
5012 · Workbooks	3,160.97	3,906.74	-745.77
5013 · Tri-Folds	241.40	298.77	-57.37
5015 · Medallions/Chips	280.99	441.63	-160.64
Total 5010 · Shopify COGS	8,577.72	11,917.90	-3,340.18
5020 · Shopify-Fulfillment Costs			
5022 · Freight Out (order Fulfillment)	6,547.53	9,083.37	-2,535.84

	Jan 21	Budget	$ Over Budget
5024 · Fulfillment, BANG	125.00	50.00	75.00
5026 · Bang Storage	0.00	50.00	-50.00
Total 5020 · Shopify-Fulfillment Costs	6,672.53	9,183.37	-2,510.84
5030 · Direct Labor			
5031 · Direct Salary & Wages	9,922.92	9,878.37	44.55
5032 · Workers Compensation	251.26	455.40	-204.14
5035 · Employer Taxes-Direct Labor	1,571.02	733.37	837.65
5030 · Direct Labor - Other	0.00	100.00	-100.00
Total 5030 · Direct Labor	11,745.20	11,167.14	578.06
Total 5000 · Shopify-Cost of Goods Sold	26,995.45	32,268.41	-5,272.96
5050 · Amazon COGS			
5051 · Textbooks	7,608.46	6,025.00	1,583.46
5052 · Workbooks	3,804.99	3,108.37	696.62
5053 · Fulfillment, Amazon UK	3,436.80	1,708.37	1,728.43
5054 · Fulfillment, Amazon US	32,417.71	27,733.37	4,684.34
5058 · Freight-Out(Order Fulfillment)	55.00		
Total 5050 · Amazon COGS	47,322.96	38,575.11	8,747.85
5560 · European Sales-COGS	10.42		
Total COGS	74,328.83	70,843.52	3,485.31
Gross Profit	62,027.53	54,456.37	7,571.16
Expense			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	9,369.23	16,045.00	-6,675.77
6012 · Non-Exempt Salary & Wages	3,890.54	4,128.90	-238.36
6013 · Workers' Compensation	419.13	664.66	-245.53
6016 · Payroll Service Fees	496.15	308.37	187.78
Total 6010 · Payroll Expense	14,175.05	21,146.93	-6,971.88
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	456.39	350.97	105.42
6032 · Exempt Employer Taxes	1,122.77	1,366.64	-243.87
Total 6030 · Payroll Taxes	1,579.16	1,717.61	-138.45
6050 · Travel & Mileage Expense			
6052 · Airfare & Vehicle Rentals	0.00	654.13	-654.13
6053 · Lodging	0.00	595.87	-595.87
6050 · Travel & Mileage Expense - Other	0.00	91.63	-91.63
Total 6050 · Travel & Mileage Expense	0.00	1,341.63	-1,341.63
6054 · Contractors	3,799.72	3,644.37	155.35
6057 · Events			
6058 · Event Meals	248.21	166.63	81.58
6059 · Facility	0.00	533.37	-533.37
6057 · Events - Other	0.00	326.63	-326.63
Total 6057 · Events	248.21	1,026.63	-778.42
6070 · Program Initiatives			
6071 · Materials	12.06	504.13	-492.07
6072 · Other Program Costs	0.00	925.00	-925.00
Total 6070 · Program Initiatives	12.06	1,429.13	-1,417.07
6080 · Professional Fees			
6081 · Accounting Expense	4,590.00	4,884.50	-294.50
6082 · Legal Fees	0.00	166.63	-166.63
6083 · HR Consulting	524.06	416.63	107.43
6084 · Translation Expense	0.00	0.00	0.00
Total 6080 · Professional Fees	5,114.06	5,467.76	-353.70

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6090 · Technology IT Support			
6091 · Website Expenses	0.00	389.57	-389.57
6092 · Software Support Expense	1,637.07	1,118.61	518.46
6093 · Storage & Anti-virus Protection	112.00	126.00	-14.00
6094 · Sales Support	115.99	294.36	-178.37
6095 · Accounting IT	1,438.39	1,293.60	144.79
Total 6090 · Technology IT Support	3,303.45	3,222.14	81.31
6100 · License & Permits	0.00	8.37	-8.37
6110 · Insurance Expense			
6111 · Board Insurance (EO) Expense	122.17	130.10	-7.93
6112 · Business & Property Liability	130.08	125.00	5.08
Total 6110 · Insurance Expense	252.25	255.10	-2.85
6120 · Rent Expense	3,949.43	3,927.65	21.78
6130 · Utilities Expense			
6131 · Electric Expense	189.32	166.63	22.69
6132 · Telephone Expense	349.77	333.37	16.40
6130 · Utilities Expense - Other	0.00	25.00	-25.00
Total 6130 · Utilities Expense	539.09	525.00	14.09
6140 · Office Expense			
6141 · Postage Expense	0.00	0.00	0.00
6143 · Office equipment/machines	0.00	166.63	-166.63
6145 · PO Box Fee	0.00	16.63	-16.63
6146 · Supplies	0.00	1,041.63	-1,041.63
6140 · Office Expense - Other	0.00	25.00	-25.00
Total 6140 · Office Expense	0.00	1,249.89	-1,249.89
6150 · Dues and Subscriptions	103.93	91.63	12.30
6160 · Repairs & Maintenance	0.00	208.37	-208.37
6180 · Warehouse Supplies	1,259.26	833.37	425.89
6190 · Tax Expense			
6191 · Federal Tax Expense	0.00	8.37	-8.37
6190 · Tax Expense - Other	20.28	83.37	-63.09
Total 6190 · Tax Expense	20.28	91.74	-71.46
6200 · Bank & Merchant Fees			
6205 · Shopify Fees	1,163.99	675.00	488.99
6206 · Stripe Fees	0.00	675.00	-675.00
6207 · PayPal Fee	1,133.91	733.37	400.54
6208 · Credit Card Fees (Finance charg	19.64	66.63	-46.99
6209 · Foreign Exchange (Gain)Loss	1,648.97		
6200 · Bank & Merchant Fees - Other	15.00	12.50	2.50
Total 6200 · Bank & Merchant Fees	3,981.51	2,162.50	1,819.01
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	550.00	528.50	21.50
6212 · Amortization Expense	932.00	932.25	-0.25
Total 6210 · Depreciation & Amortization	1,482.00	1,460.75	21.25
9999 · Suspense			
9991 · Inventory Adjustments	625.03		
9999 · Suspense - Other	-24.03		
Total 9999 · Suspense	601.00		
Total Expense	40,420.46	49,810.57	-9,390.11
Net Ordinary Income	21,607.07	4,645.80	16,961.27
Net Income	**21,607.07**	**4,645.80**	**16,961.27**