

**Adult Children of Alcoholics World Service Organization Inc**

**Profit & Loss Budget vs. Actual**

February 2021

	<u>Feb 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4010 · Shopify Revenue</b>			
4011 · Textbook Revenue	15,134.50	24,266.67	-9,132.17
4012 · Workbook Revenue	12,132.00	13,300.00	-1,168.00
4013 · Tri-Fold Revenue	751.35	850.00	-98.65
4014 · Audio Royalty Revenue	198.00	416.67	-218.67
4015 · Medallions & Chip Revenue	530.00	1,308.33	-778.33
4017 · 7th Tradition Contributions	0.00	0.00	0.00
4018 · Shipping And Handling	7,862.22	8,850.00	-987.78
4019 · Complimentary Copy	136.78	58.33	78.45
4025 · Intergroup Discount	-885.15	-1,958.33	1,073.18
4028 · Sales Discounts	-319.96	-416.67	96.71
4029 · Returns and Allowances	-219.98	-366.67	146.69
<b>Total 4010 · Shopify Revenue</b>	<u>35,319.76</u>	<u>46,308.33</u>	<u>-10,988.57</u>
<b>4030 · Amazon Revenue</b>			
4031 · Textbook Revenue	31,703.00	28,950.00	2,753.00
4032 · Workbook Revenue	23,058.18	23,475.00	-416.82
4034 · E-Book Royalty Revenue	0.00	3,341.67	-3,341.67
4036 · Shipping Revenue	1,745.18	1,716.67	28.51
4037 · Gift Wrap Revenue	19.96	16.67	3.29
4038 · Discounts	-792.65	-700.00	-92.65
<b>Total 4030 · Amazon Revenue</b>	<u>55,733.67</u>	<u>56,800.01</u>	<u>-1,066.34</u>
<b>4050 · Barnes &amp; Noble Revenue</b>			
4056 · E-Book Royalty Revenue	136.29	91.67	44.62
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>136.29</u>	<u>91.67</u>	<u>44.62</u>
<b>4060 · Audible Revenue</b>			
4064 · Audio Royalty Revenue	0.00	2,150.00	-2,150.00
<b>Total 4060 · Audible Revenue</b>	<u>0.00</u>	<u>2,150.00</u>	<u>-2,150.00</u>
<b>4070 · Royalty Contract Revenue</b>			
4071 · Textbook Printing Revenue	4,759.89	1,050.00	3,709.89
<b>Total 4070 · Royalty Contract Revenue</b>	<u>4,759.89</u>	<u>1,050.00</u>	<u>3,709.89</u>
4080 · 7th Traditions Contributions	21,387.90	18,416.67	2,971.23
4150 · European Sales	70.00		
<b>4200 · Other Revenue</b>			
4201 · Bank Interest	6.41	100.00	-93.59
4202 · Credit Card Rewards	0.00	366.67	-366.67
4299 · Miscellaneous Revenue	0.00	8.33	-8.33
4200 · Other Revenue - Other	0.00	8.33	-8.33
<b>Total 4200 · Other Revenue</b>	<u>6.41</u>	<u>483.33</u>	<u>-476.92</u>
<b>Total Income</b>	<u>117,413.92</u>	<u>125,300.01</u>	<u>-7,886.09</u>
<b>Cost of Goods Sold</b>			
<b>5000 · Shopify-Cost of Goods Sold</b>			
<b>5010 · Shopify COGS</b>			
5011 · Textbooks	4,254.06	7,270.84	-3,016.78
5012 · Workbooks	2,877.90	3,906.66	-1,028.76
5013 · Tri-Folds	267.22	298.73	-31.51
5015 · Medallions/Chips	182.09	441.67	-259.58
<b>Total 5010 · Shopify COGS</b>	<u>7,581.27</u>	<u>11,917.90</u>	<u>-4,336.63</u>
<b>5020 · Shopify-Fulfillment Costs</b>			
5022 · Freight Out (order Fulfillment)	6,006.68	9,083.33	-3,076.65
5024 · Fulfillment, BANG	0.00	50.00	-50.00

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5026 · Bang Storage	365.30	50.00	315.30
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<b>6,371.98</b>	<b>9,183.33</b>	<b>-2,811.35</b>
<b>5030 · Direct Labor</b>			
5031 · Direct Salary & Wages	10,836.73	9,878.33	958.40
5032 · Workers Compensation	302.88	455.39	-152.51
5035 · Employer Taxes-Direct Labor	966.32	733.33	232.99
5030 · Direct Labor - Other	319.20	100.00	219.20
<b>Total 5030 · Direct Labor</b>	<b>12,425.13</b>	<b>11,167.05</b>	<b>1,258.08</b>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<b>26,378.38</b>	<b>32,268.28</b>	<b>-5,889.90</b>
<b>5050 · Amazon COGS</b>			
5051 · Textbooks	6,499.27	6,025.00	474.27
5052 · Workbooks	3,021.89	3,108.33	-86.44
5053 · Fulfillment, Amazon UK	3,551.48	1,708.33	1,843.15
5054 · Fulfillment, Amazon US	28,402.35	27,733.33	669.02
5058 · Freight-Out(Order Fulfillment)	55.00		
<b>Total 5050 · Amazon COGS</b>	<b>41,529.99</b>	<b>38,574.99</b>	<b>2,955.00</b>
<b>5560 · European Sales-COGS</b>	<b>26.05</b>		
<b>Total COGS</b>	<b>67,934.42</b>	<b>70,843.27</b>	<b>-2,908.85</b>
<b>Gross Profit</b>	<b>49,479.50</b>	<b>54,456.74</b>	<b>-4,977.24</b>
<b>Expense</b>			
<b>6010 · Payroll Expense</b>			
6011 · Exempt Salary & Wages	10,168.08	10,911.67	-743.59
6012 · Non-Exempt Salary & Wages	4,692.00	4,128.86	563.14
6013 · Workers' Compensation	369.77	664.68	-294.91
6016 · Payroll Service Fees	389.83	308.33	81.50
<b>Total 6010 · Payroll Expense</b>	<b>15,619.68</b>	<b>16,013.54</b>	<b>-393.86</b>
<b>6030 · Payroll Taxes</b>			
6031 · Non-Exempt Employer Taxes	401.04	350.93	50.11
6032 · Exempt Employer Taxes	685.67	1,366.66	-680.99
<b>Total 6030 · Payroll Taxes</b>	<b>1,086.71</b>	<b>1,717.59</b>	<b>-630.88</b>
<b>6050 · Travel &amp; Mileage Expense</b>			
6052 · Airfare & Vehicle Rentals	0.00	654.17	-654.17
6053 · Lodging	0.00	595.83	-595.83
6050 · Travel & Mileage Expense - Other	0.00	91.67	-91.67
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<b>0.00</b>	<b>1,341.67</b>	<b>-1,341.67</b>
<b>6054 · Contractors</b>	<b>2,813.00</b>	<b>3,644.33</b>	<b>-831.33</b>
<b>6057 · Events</b>			
6058 · Event Meals	154.13	166.67	-12.54
6059 · Facility	0.00	533.33	-533.33
6057 · Events - Other	0.00	326.67	-326.67
<b>Total 6057 · Events</b>	<b>154.13</b>	<b>1,026.67</b>	<b>-872.54</b>
<b>6070 · Program Initiatives</b>			
6071 · Materials	4.83	504.17	-499.34
6072 · Other Program Costs	0.00	925.00	-925.00
<b>Total 6070 · Program Initiatives</b>	<b>4.83</b>	<b>1,429.17</b>	<b>-1,424.34</b>
<b>6080 · Professional Fees</b>			
6081 · Accounting Expense	5,090.00	4,884.50	205.50
6082 · Legal Fees	0.00	166.67	-166.67
6083 · HR Consulting	524.06	416.67	107.39
6084 · Translation Expense	0.00	0.00	0.00
<b>Total 6080 · Professional Fees</b>	<b>5,614.06</b>	<b>5,467.84</b>	<b>146.22</b>
<b>6090 · Technology IT Support</b>			

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6091 · Website Expenses	0.00	389.53	-389.53
6092 · Software Support Expense	530.00	1,118.66	-588.66
6093 · Storage & Anti-virus Protection	112.00	126.00	-14.00
6094 · Sales Support	115.99	294.32	-178.33
6095 · Accounting IT	1,438.39	1,293.60	144.79
<b>Total 6090 · Technology IT Support</b>	<b>2,196.38</b>	<b>3,222.11</b>	<b>-1,025.73</b>
6100 · License & Permits	0.00	8.33	-8.33
6110 · Insurance Expense			
6111 · Board Insurance (EO) Expense	122.17	130.10	-7.93
6112 · Business & Property Liability	130.08	125.00	5.08
<b>Total 6110 · Insurance Expense</b>	<b>252.25</b>	<b>255.10</b>	<b>-2.85</b>
6120 · Rent Expense	3,949.43	3,927.65	21.78
6130 · Utilities Expense			
6131 · Electric Expense	189.88	166.67	23.21
6132 · Telephone Expense	349.51	333.33	16.18
6130 · Utilities Expense - Other	0.00	25.00	-25.00
<b>Total 6130 · Utilities Expense</b>	<b>539.39</b>	<b>525.00</b>	<b>14.39</b>
6140 · Office Expense			
6141 · Postage Expense	0.00	0.00	0.00
6143 · Office equipment/machines	0.00	166.67	-166.67
6145 · PO Box Fee	0.00	16.67	-16.67
6146 · Supplies	16.68	1,041.67	-1,024.99
6140 · Office Expense - Other	0.00	25.00	-25.00
<b>Total 6140 · Office Expense</b>	<b>16.68</b>	<b>1,250.01</b>	<b>-1,233.33</b>
6150 · Dues and Subscriptions	101.68	91.67	10.01
6160 · Repairs & Maintenance	0.00	208.33	-208.33
6180 · Warehouse Supplies	1,685.75	833.33	852.42
6190 · Tax Expense			
6191 · Federal Tax Expense	0.00	8.33	-8.33
6190 · Tax Expense - Other	-18.40	83.33	-101.73
<b>Total 6190 · Tax Expense</b>	<b>-18.40</b>	<b>91.66</b>	<b>-110.06</b>
6200 · Bank & Merchant Fees			
6205 · Shopify Fees	1,006.45	675.00	331.45
6206 · Stripe Fees	0.00	675.00	-675.00
6207 · PayPal Fee	852.54	733.33	119.21
6208 · Credit Card Fees (Finance charg	-6.47	66.67	-73.14
6209 · Foreign Exchange (Gain)Loss	-1,055.75		
6200 · Bank & Merchant Fees - Other	15.00	12.50	2.50
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<b>811.77</b>	<b>2,162.50</b>	<b>-1,350.73</b>
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	550.00	528.50	21.50
6212 · Amortization Expense	932.00	932.25	-0.25
<b>Total 6210 · Depreciation &amp; Amortization</b>	<b>1,482.00</b>	<b>1,460.75</b>	<b>21.25</b>
9999 · Suspense			
9991 · Inventory Adjustments	1,996.08		
9999 · Suspense - Other	0.00		
<b>Total 9999 · Suspense</b>	<b>1,996.08</b>		
<b>Total Expense</b>	<b>38,305.42</b>	<b>44,677.25</b>	<b>-6,371.83</b>
<b>Net Ordinary Income</b>	<b>11,174.08</b>	<b>9,779.49</b>	<b>1,394.59</b>
<b>Net Income</b>	<b>11,174.08</b>	<b>9,779.49</b>	<b>1,394.59</b>