

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

| | <u>Oct 21</u> | <u>Budget</u> | <u>\$ Over Budget</u> |
|-------------------------------------|--------------------------|--------------------------|-------------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 4010 · Shopify Revenue | 75 647,73 | 48 935,48 | 26 712,25 |
| 4030 · Amazon Revenue | 56 403,17 | 59 403,56 | -3 000,39 |
| 4050 · Barnes & Noble Revenue | 41,94 | 91,67 | -49,73 |
| 4060 · Audible Revenue | 1 918,18 | 2 150,00 | -231,82 |
| 4070 · Royalty Contract Revenue | 2 328,05 | 1 050,00 | 1 278,05 |
| 4080 · 7th Traditions Contributions | 20 378,10 | 18 416,67 | 1 961,43 |
| 4150 · European Sales | 12,74 | | |
| 4200 · Other Revenue | 8,70 | 483,33 | -474,63 |
| Total Income | <u>156 738,61</u> | <u>130 530,71</u> | <u>26 207,90</u> |
| Cost of Goods Sold | | | |
| 5000 · Shopify-Cost of Goods Sold | 64 886,02 | 34 697,32 | 30 188,70 |
| 5050 · Amazon COGS | 46 644,83 | 39 115,43 | 7 529,40 |
| 5560 · European Sales-COGS | 5,21 | | |
| Total COGS | <u>111 536,06</u> | <u>73 812,75</u> | <u>37 723,31</u> |
| Gross Profit | 45 202,55 | 56 717,96 | -11 515,41 |
| Expense | | | |
| 6010 · Payroll Expense | 22 861,41 | 29 311,35 | -6 449,94 |
| 6030 · Payroll Taxes | 1 755,64 | 2 304,34 | -548,70 |
| 6050 · Travel & Mileage Expense | 5 570,43 | 16 541,67 | -10 971,24 |
| 6054 · Contractors | 6 749,36 | 6 583,33 | 166,03 |
| 6057 · Events | 1 808,30 | 25 626,67 | -23 818,37 |
| 6070 · Program Initiatives | 0,00 | 1 629,17 | -1 629,17 |
| 6080 · Professional Fees | 6 926,06 | 5 467,84 | 1 458,22 |
| 6090 · Technology IT Support | 2 541,31 | 3 222,11 | -680,80 |
| 6100 · License & Permits | 0,00 | 8,33 | -8,33 |
| 6110 · Insurance Expense | 252,25 | 255,08 | -2,83 |
| 6120 · Rent Expense | 3 484,43 | 3 927,65 | -443,22 |
| 6130 · Utilities Expense | 590,05 | 525,00 | 65,05 |
| 6140 · Office Expense | 1 701,50 | 1 250,01 | 451,49 |
| 6150 · Dues and Subscriptions | 56,04 | 91,67 | -35,63 |
| 6160 · Repairs & Maintenance | 0,00 | 208,33 | -208,33 |
| 6180 · Warehouse Supplies | 73,52 | 833,33 | -759,81 |
| 6190 · Tax Expense | -0,04 | 91,66 | -91,70 |
| 6200 · Bank & Merchant Fees | 6 389,34 | 2 162,50 | 4 226,84 |
| 6210 · Depreciation & Amortization | 1 225,16 | 1 460,75 | -235,59 |
| 9999 · Suspense | -785,22 | | |
| Total Expense | <u>61 199,54</u> | <u>101 500,79</u> | <u>-40 301,25</u> |
| Net Ordinary Income | <u>-15 996,99</u> | <u>-44 782,83</u> | <u>28 785,84</u> |
| Net Income | <u><u>-15 996,99</u></u> | <u><u>-44 782,83</u></u> | <u><u>28 785,84</u></u> |