

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

| | <u>Dec 21</u> | <u>Budget</u> | <u>\$ Over Budget</u> |
|-------------------------------------|-------------------|-------------------|-----------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 4010 · Shopify Revenue | 47 966,61 | 48 935,48 | -968,87 |
| 4030 · Amazon Revenue | 49 280,01 | 59 403,58 | -10 123,57 |
| 4050 · Barnes & Noble Revenue | 0,00 | 91,67 | -91,67 |
| 4060 · Audible Revenue | 4 457,55 | 2 150,00 | 2 307,55 |
| 4070 · Royalty Contract Revenue | 0,00 | 1 050,00 | -1 050,00 |
| 4080 · 7th Traditions Contributions | 44 726,83 | 18 416,67 | 26 310,16 |
| 4150 · European Sales | 14,00 | | |
| 4200 · Other Revenue | 2 725,25 | 483,33 | 2 241,92 |
| Total Income | <u>149 170,25</u> | <u>130 530,73</u> | <u>18 639,52</u> |
| Cost of Goods Sold | | | |
| 5000 · Shopify-Cost of Goods Sold | 34 625,34 | 34 697,32 | -71,98 |
| 5050 · Amazon COGS | 40 227,73 | 39 115,43 | 1 112,30 |
| 5560 · International Printing Costs | 2 887,12 | | |
| Total COGS | <u>77 740,19</u> | <u>73 812,75</u> | <u>3 927,44</u> |
| Gross Profit | <u>71 430,06</u> | <u>56 717,98</u> | <u>14 712,08</u> |
| Expense | | | |
| 6010 · Payroll Expense | 22 256,69 | 29 277,23 | -7 020,54 |
| 6030 · Payroll Taxes | 2 252,81 | 2 300,29 | -47,48 |
| 6050 · Travel & Mileage Expense | 4 439,98 | 1 341,67 | 3 098,31 |
| 6054 · Contractors | 5 104,64 | 6 583,33 | -1 478,69 |
| 6057 · Events | 10 174,93 | 1 026,67 | 9 148,26 |
| 6070 · Program Initiatives | 4 207,89 | 1 629,17 | 2 578,72 |
| 6080 · Professional Fees | 7 700,35 | 5 467,84 | 2 232,51 |
| 6090 · Technology IT Support | 2 929,73 | 3 222,11 | -292,38 |
| 6100 · License & Permits | 104,00 | 8,33 | 95,67 |
| 6110 · Insurance Expense | 239,58 | 255,08 | -15,50 |
| 6120 · Rent Expense | 3 949,43 | 3 927,65 | 21,78 |
| 6130 · Utilities Expense | 331,47 | 525,00 | -193,53 |
| 6140 · Office Expense | 1 212,66 | 1 250,01 | -37,35 |
| 6150 · Dues and Subscriptions | 56,04 | 91,67 | -35,63 |
| 6160 · Repairs & Maintenance | 0,00 | 208,33 | -208,33 |
| 6180 · Warehouse Supplies | 0,00 | 833,33 | -833,33 |
| 6190 · Tax Expense | 97,00 | 91,66 | 5,34 |
| 6200 · Bank & Merchant Fees | 4 045,49 | 2 162,50 | 1 882,99 |
| 6210 · Depreciation & Amortization | 1 225,16 | 1 460,75 | -235,59 |
| 9999 · Suspense | -1 401,39 | | |
| Total Expense | <u>68 926,46</u> | <u>61 662,62</u> | <u>7 263,84</u> |
| Net Ordinary Income | <u>2 503,60</u> | <u>-4 944,64</u> | <u>7 448,24</u> |
| Net Income | <u>2 503,60</u> | <u>-4 944,64</u> | <u>7 448,24</u> |