

**Adult Children of Alcoholics World Service Organization Inc**  
**Profit & Loss Budget vs. Actual**  
February 2022

	<u>Feb 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4010 · Shopify Revenue	47 715,41	68 491,67	-20 776,26
4030 · Amazon Revenue	64 844,32	54 316,64	10 527,68
4050 · Barnes & Noble Revenue	0,00	100,00	-100,00
4060 · Audible Revenue	0,00	2 800,00	-2 800,00
4070 · Royalty Contract Revenue	256,00	3 091,67	-2 835,67
4080 · 7th Traditions Contributions	28 626,45	31 608,33	-2 981,88
4150 · European Sales	9,34	16,67	-7,33
4200 · Other Revenue	7,67	16,67	-9,00
<b>Total Income</b>	<u>141 459,19</u>	<u>160 441,65</u>	<u>-18 982,46</u>
<b>Cost of Goods Sold</b>			
5000 · Shopify-Cost of Goods Sold	31 529,87	51 076,42	-19 546,55
5050 · Amazon COGS	44 943,26	42 382,07	2 561,19
5560 · International Printing Costs	597,91	316,67	281,24
<b>Total COGS</b>	<u>77 071,04</u>	<u>93 775,16</u>	<u>-16 704,12</u>
<b>Gross Profit</b>	<u>64 388,15</u>	<u>66 666,49</u>	<u>-2 278,34</u>
<b>Expense</b>			
6010 · Payroll Expense	23 613,42	27 174,37	-3 560,95
6030 · Payroll Taxes	2 132,33	2 234,05	-101,72
6050 · Travel & Mileage Expense	2 674,59	400,03	2 274,56
6054 · Contractors	6 248,16	7 280,00	-1 031,84
6057 · Events	0,00	166,70	-166,70
6070 · Program Initiatives	394,99		
6080 · Professional Fees	8 750,17	8 447,70	302,47
6090 · Technology IT Support	5 359,35	4 629,97	729,38
6100 · License & Permits	0,00	16,70	-16,70
6110 · Insurance Expense	278,25	295,83	-17,58
6120 · Rent Expense	5 004,85	5 760,98	-756,13
6130 · Utilities Expense	137,48	536,70	-399,22
6140 · Office Expense	1 049,22	1 555,07	-505,85
6150 · Dues and Subscriptions	136,70	178,33	-41,63
6160 · Repairs & Maintenance	1 889,00	208,33	1 680,67
6180 · Warehouse Supplies	698,00		
6190 · Tax Expense	0,00	125,00	-125,00
6200 · Bank & Merchant Fees	5 403,91	3 191,73	2 212,18
6210 · Depreciation & Amortization	1 169,24	1 318,62	-149,38
9999 · Suspense	1 928,27	25,00	1 903,27
<b>Total Expense</b>	<u>66 867,93</u>	<u>63 545,11</u>	<u>3 322,82</u>
<b>Net Ordinary Income</b>	<u>-2 479,78</u>	<u>3 121,38</u>	<u>-5 601,16</u>
<b>Net Income</b>	<u><b>-2 479,78</b></u>	<u><b>3 121,38</b></u>	<u><b>-5 601,16</b></u>

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February 2022

	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
4010 · Shopify Revenue	69,67%
4030 · Amazon Revenue	119,38%
4050 · Barnes & Noble Revenue	0,0%
4060 · Audible Revenue	0,0%
4070 · Royalty Contract Revenue	8,28%
4080 · 7th Traditions Contributions	90,57%
4150 · European Sales	56,03%
4200 · Other Revenue	46,01%
<b>Total Income</b>	<u>88,17%</u>
<b>Cost of Goods Sold</b>	
5000 · Shopify-Cost of Goods Sold	61,73%
5050 · Amazon COGS	106,04%
5560 · International Printing Costs	188,81%
<b>Total COGS</b>	<u>82,19%</u>
<b>Gross Profit</b>	<u>96,58%</u>
<b>Expense</b>	
6010 · Payroll Expense	86,9%
6030 · Payroll Taxes	95,45%
6050 · Travel & Mileage Expense	668,6%
6054 · Contractors	85,83%
6057 · Events	0,0%
6070 · Program Initiatives	
6080 · Professional Fees	103,58%
6090 · Technology IT Support	115,75%
6100 · License & Permits	0,0%
6110 · Insurance Expense	94,06%
6120 · Rent Expense	86,88%
6130 · Utilities Expense	25,62%
6140 · Office Expense	67,47%
6150 · Dues and Subscriptions	76,66%
6160 · Repairs & Maintenance	906,74%
6180 · Warehouse Supplies	
6190 · Tax Expense	0,0%
6200 · Bank & Merchant Fees	169,31%
6210 · Depreciation & Amortization	88,67%
9999 · Suspense	7 713,08%
<b>Total Expense</b>	<u>105,23%</u>
<b>Net Ordinary Income</b>	<u>-79,45%</u>
<b>Net Income</b>	<u>-79,45%</u>