

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

	<u>Jun 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Income</b>			
4010 · Shopify Revenue	48 151,07	82 519,00	-34 367,93
4030 · Amazon Revenue	55 887,38	62 686,40	-6 799,02
4050 · Barnes & Noble Revenue	48,93	100,00	-51,07
4060 · Audible Revenue	2 245,66	2 800,00	-554,34
4070 · Royalty Contract Revenue	0,00	3 091,67	-3 091,67
4080 · 7th Traditions Contributions	19 169,55	31 608,33	-12 438,78
4150 · European Sales	0,00	16,67	-16,67
4200 · Other Revenue	2,50	16,67	-14,17
<b>Total Income</b>	<u>125 505,09</u>	<u>182 838,74</u>	<u>-57 333,65</u>
<b>Cost of Goods Sold</b>			
5000 · Shopify-Cost of Goods Sold	38 569,49	51 076,37	-12 506,88
5050 · Amazon COGS	39 865,76	42 382,03	-2 516,27
5560 · International Printing Costs	435,54	316,67	118,87
<b>Total COGS</b>	<u>78 870,79</u>	<u>93 775,07</u>	<u>-14 904,28</u>
<b>Gross Profit</b>	<u>46 634,30</u>	<u>89 063,67</u>	<u>-42 429,37</u>
<b>Expense</b>			
6010 · Payroll Expense	29 354,35	27 174,37	2 179,98
6030 · Payroll Taxes	1 915,68	2 233,99	-318,31
6050 · Travel & Mileage Expense	0,00	1 699,97	-1 699,97
6054 · Contractors	6 815,76	8 555,56	-1 739,80
6057 · Events	102,23	999,98	-897,75
6070 · Program Initiatives	1 392,29	4 900,00	-3 507,71
6080 · Professional Fees	4 955,26	10 401,66	-5 446,40
6090 · Technology IT Support	2 965,25	4 646,63	-1 681,38
6100 · License & Permits	0,00	16,66	-16,66
6110 · Insurance Expense	298,50	295,83	2,67
6120 · Rent Expense	8 694,05	5 760,98	2 933,07
6130 · Utilities Expense	570,42	536,66	33,76
6140 · Office Expense	92,23	1 596,66	-1 504,43
6150 · Dues and Subscriptions	113,74	178,33	-64,59
6160 · Repairs & Maintenance	180,00	208,33	-28,33
6190 · Tax Expense	10,00	125,00	-115,00
6200 · Bank & Merchant Fees	3 879,23	3 191,65	687,58
6210 · Depreciation & Amortization	1 180,39	1 318,62	-138,23
9999 · Suspense Costs	12 987,34	158,32	12 829,02
<b>Total Expense</b>	<u>75 506,72</u>	<u>73 999,20</u>	<u>1 507,52</u>
<b>Net Income</b>	<u><u>-28 872,42</u></u>	<u><u>15 064,47</u></u>	<u><u>-43 936,89</u></u>