

**Adult Children of Alcoholics World Service Organization**  
**Profit & Loss Budget vs. Actual**  
February 2023

	<u>Feb 23</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Income</b>			
4010 · Shopify Revenue	63 993,70	56 791,66	7 202,04
4030 · Amazon Revenue	70 357,41	84 691,67	-14 334,26
4050 · Digital Books Revenue	625,41	291,67	333,74
4060 · Audible Revenue	1 924,40	2 291,67	-367,27
4070 · Royalty Contract Revenue	0,00	266,67	-266,67
4080 · 7th Traditions Contributions	66 232,27	31 300,00	34 932,27
4160 · International Sales	0,00	2 700,00	-2 700,00
4200 · Other Revenue	28,61	141,66	-113,05
<b>Total Income</b>	<u>203 161,80</u>	<u>178 475,00</u>	<u>24 686,80</u>
<b>Cost of Goods Sold</b>			
5000 · Shopify-Cost of Goods Sold	40 735,89	39 139,21	1 596,68
5050 · Amazon COGS	41 988,89	58 916,66	-16 927,77
5150 · International COGS	0,00	1 908,33	-1 908,33
5560 · International Printing Costs	0,00	358,37	-358,37
<b>Total COGS</b>	<u>82 724,78</u>	<u>100 322,57</u>	<u>-17 597,79</u>
<b>Gross Profit</b>	<u>120 437,02</u>	<u>78 152,43</u>	<u>42 284,59</u>
<b>Expense</b>			
6010 · Payroll Expense	29 680,68	32 600,43	-2 919,75
6030 · Payroll Taxes	2 516,03	2 589,23	-73,20
6050 · Travel & Mileage Expense	0,00	375,03	-375,03
6054 · Contractors	8 146,02	6 666,67	1 479,35
6056 · Trademarks	0,00	25,00	-25,00
6057 · Events	0,00	83,33	-83,33
6070 · Program Initiatives	2 816,27	1 850,04	966,23
6080 · Professional Fees	6 252,50	9 106,21	-2 853,71
6090 · Technology IT Support	4 453,77	4 299,60	154,17
6100 · License & Permits	0,00	50,00	-50,00
6110 · Insurance Expense	435,01	255,10	179,91
6120 · Rent Expense	9 057,40	9 067,40	-10,00
6130 · Utilities Expense	835,75	715,00	120,75
6140 · Office Expense	3 686,93	1 075,00	2 611,93
6150 · Dues and Subscriptions	117,53	208,33	-90,80
6160 · Repairs & Maintenance	180,00	366,63	-186,63
6190 · Tax Expense	0,00	83,33	-83,33
6200 · Bank & Merchant Fees	3 533,81	2 708,33	825,48
6210 · Depreciation & Amortization	1 384,08	1 380,00	4,08
6400 · Other Expense	0,00	16,67	-16,67
9999 · Suspense Costs	1 186,71		
<b>Total Expense</b>	<u>74 282,49</u>	<u>73 521,33</u>	<u>761,16</u>
<b>Net Income</b>	<u><u>46 154,53</u></u>	<u><u>4 631,10</u></u>	<u><u>41 523,43</u></u>