

Adult Children of Alcoholics World Service Organization
Statement of Activities Budget vs. Actual
March 2023

	Mar 23	Budget	\$ Over Budget
Income			
4010 · Shopify Revenue	62 713,19	56 791,66	5 921,53
4030 · Amazon Revenue	79 773,13	84 691,67	-4 918,54
4050 · Digital Books Revenue	843,85	291,67	552,18
4060 · Audible Revenue	4 263,84	2 291,67	1 972,17
4070 · Royalty Contract Revenue	0,00	266,67	-266,67
4080 · 7th Traditions Contributions	55 114,76	28 300,00	26 814,76
4160 · International Sales	16 382,08	2 700,00	13 682,08
4200 · Other Revenue	124,05	141,66	-17,61
Total Income	219 214,90	175 475,00	43 739,90
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	48 370,11	39 139,19	9 230,92
5050 · Amazon COGS	45 430,82	58 916,66	-13 485,84
5150 · International COGS	6 622,77	1 908,33	4 714,44
5560 · International Printing Costs	0,00	358,33	-358,33
Total COGS	100 423,70	100 322,51	101,19
Gross Profit	118 791,20	75 152,49	43 638,71
Expense			
6010 · Payroll Expense	32 038,99	32 600,37	-561,38
6030 · Payroll Taxes	2 395,14	2 589,23	-194,09
6050 · Travel & Mileage Expense	0,00	375,03	-375,03
6054 · Contractors	8 780,96	8 366,67	414,29
6056 · Trademarks	0,00	25,00	-25,00
6057 · Events	0,00	83,33	-83,33
6070 · Program Initiatives	10 134,67	1 849,96	8 284,71
6080 · Professional Fees	7 282,34	8 106,25	-823,91
6090 · Technology IT Support	3 139,12	4 299,59	-1 160,47
6100 · License & Permits	0,00	50,00	-50,00
6110 · Insurance Expense	437,00	255,08	181,92
6120 · Rent Expense	12 934,63	12 934,63	0,00
6130 · Utilities Expense	564,10	715,00	-150,90
6140 · Office Expense	1 067,72	1 075,00	-7,28
6150 · Dues and Subscriptions	117,53	208,33	-90,80
6160 · Repairs & Maintenance	230,00	366,67	-136,67
6190 · Tax Expense	0,00	83,33	-83,33
6200 · Bank & Merchant Fees	1 308,25	2 708,33	-1 400,08
6210 · Depreciation & Amortization	1 384,08	1 380,00	4,08
6400 · Other Expense	0,00	16,67	-16,67
9999 · Suspense Costs	3 202,50		
Total Expense	85 017,03	78 088,47	6 928,56
Net Income	<u>33 774,17</u>	<u>-2 935,98</u>	<u>36 710,15</u>