

WSO BOARD TREASURER'S REPORT FOR OCTOBER 2023

Dear Trustees and Fellow ACA Members,

The unaudited financial statements for the month of October 2023, are posted on the ACA World Service Organization website at acawso.org. Click on Board Treasurer's Report on the side menu to view this report. Please note that Treasurer's reports are posted two months after the current month, so the report for October is posted in December.

SEVENTH TRADITION CONTRIBUTIONS REPORT

Seventh Tradition Contributions from members, meetings, groups, intergroups, and regions through this year to date are about 21.4% of Total Income compared to 17.1% for all of last year. This is down slightly from last month and the month before, but is still a very promising improvement if it could be sustained, and the downward trend in contributions does not continue.

A big thank you to those who contributed to help ACA continue to meet the growing need of the program throughout the world. We need to sustain a higher level of regular contributions by increasing the number of contributors who sign up for a recurring monthly contribution.

WSO has created an electronic Seventh Tradition basket using Venmo @acawso for contributions from inside the US, and can also accept contributions worldwide through PayPal at treasurer@adultchildren.org. We can also accept Zelle transfers by sending them to the Zelle account treasurer@adultchildren.org. Contact finance@acawso.org for the details, if necessary. Please let your fellow travelers know ACA depends on contributions to fund the rapidly expanding fellowship services' needs.

BALANCE SHEET

The Balance Sheet, or Statement of Financial Position, shows that WSO's Total Current Assets of \$910,289 are 52% of the Total Assets of \$1,752,823. This percentage is unchanged from last month.

About 43% of the Total Current Assets are in cash or cash equivalents, 40% is in inventory, and the rest is in prepaid expenses and miscellaneous. \$150,000 of the \$388,322 in cash or cash equivalents (such as certificates of deposit) is designated as the Prudent Reserve.

WSO's Total Current Liabilities of \$103,865 are 12% of Total Liabilities. Long-term liabilities of \$781,256 is due to the new multi-year lease of office and storage property as of August 1, 2023.

Total Equity of \$867,702 is up 18% from \$735,685 at the end of 2022.

Net Income is \$133,027.

PROFIT & LOSS STATEMENT – CURRENT AND LAST MONTH

The Profit & Loss Statement shows Total Income in October of \$210,605 is an increase of 31% from last month. Total Income includes sales from Shopify (the WSO retail store), Amazon, International, Digital Books, and 7th Tradition Contributions. In October, these usual sources of income were enhanced by the \$27,665 received from registration, meals, and other fees for the in-person events conducted by WSO and the northern Florida ACA Intergroups in Boca Raton, Florida.

Contributions for the month were \$30,890 which is virtually the same as last month's total of \$30,910. The downward trend in contributions for the past three months indicates that it may be increasingly difficult to sustain the higher level of contributions received in the first half of this year.

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The combined Cost of Goods Sold (COGS) decreased very slightly from the prior month to \$80,495.

Total Income minus the Cost of Goods Sold leaves a Gross Profit of \$130,110 which is 63% higher than the previous month, mostly due to the additional income from the Boca Raton events.

Total Expenses of \$161,485, which include payroll, overhead, and operating expenses, were about double the \$80,491 of the prior month. This is due to the \$71,294 in expenses associated with the in-person events in Boca Raton. These expenses were partially offset by the \$27,665 in income from the events, and by the prepaid hotel deposit of \$22,675 that WSO was about to forfeit. These offsets left a total remaining expense of \$20,954 which was about 35% under the adopted expense budget for the event.

Net Income for the current month is \$-31,376 compared to \$-801 for the previous month. Again, this is due to the expense of the Boca Raton events.

Measures in this report tend to fluctuate quite a bit from month to month. More significant are trends in the same direction over a few months, or substantial differences from prior years. The next report shows year-to-date results and is generally more reliable than monthly figures.

PROFIT & LOSS – ACTUAL TO BUDGET – YEAR TO DATE

This report shows how WSO has performed from the beginning of 2023 to the end of the current month compared to the adopted budget for the same period.

Total Income of \$1,913,354 exceeds the budgeted amount by about 7%. Six of the eight categories of income are exceeding expectations. Amazon revenue is below expectations partly due to the WSO strategy to encourage purchases directly from WSO instead of from Amazon, where the profit margin is lower. Income from international sales is over two and one-half times the amount expected.

The \$899,540 in Total Cost of Goods Sold is 10% lower than the budget projected at this point in the year.

Total Expenses of \$880,788 for the period from January 1 to the end of the current month are just 3% higher than expected in the budget. Net income is \$133,027 compared to a projected deficit of \$ -78,983. These figures are distorted by the effects of the added budget for the Boca Raton event. Separating the budget for that event from the regular operating budget would result in Total Expenses of about \$810,000 compared to a budget projection of about \$823,000, and Net Income would be about \$168,000 compared to a budget projection of about \$-22,000.

If you have any questions after reviewing these financial statements and my summary report, please feel free to email me at treasurer@adultchildren.org or contact me on Slack at Bradford H.

In love and service,
Bradford H, Treasurer
ACA WSO

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Adult Children of Alcoholics World Service Organization					
Statement of Financial Position (Balance Sheet)					
as of October 31, 2023, and September 30, 2023.					
				Oct 31, 2023	Sep 30, 2023
ASSETS					
Current Assets					
	Checking/Savings				
		1000 · Cash & Cash Equivalents		388,322	463,858
		Total Checking/Savings		388,322	463,858
	Accounts Receivable				
		1300 · Customer Receivable		48,498	9,374
		Total Accounts Receivable		48,498	9,374
	Other Current Assets				
		1310 · Other Receivables		12,271	12,271
		1320 · SHOPIFY-Shopp'g cart receivable		5,620	5,708
		1330 · Interest Receivable		1,879	1,474
		1350 · Prepaid Expenses		85,756	102,878
		1400 · Inventory Asset		367,943	354,471
		Total Other Current Assets		473,469	476,802
		Total Current Assets (Total Checking/Savings + AR + Other Current)		910,289	950,033
	Fixed Assets				
		1800 · Fixed Assets		212,434	235,686
		1830 · ROU Assets (Leased Assets)		755,447	768,700
		1860 · Accumulated Depreciation & Amortization		-125,346	-125,320
		Total Fixed Assets		842,535	879,067
		TOTAL ASSETS (Total Current plus Total Fixed Assets)		1,752,823	1,829,100
LIABILITIES & EQUITY					
	Liabilities				
	Current Liabilities				
		Accounts Payable			
		2000 · Accounts Payable		24,564	7,758
		Total Accounts Payable		24,564	7,758
		Credit Cards			
		2011 · Bank of America-Corp Card #1794		-11,995	5,738
		2012 · Bank of America-Corp Card #0904		59	84
		2013 · Bank of America-Corp Card #4978		1,622	14,086
		Total Credit Cards		-10,314	19,908
		Other Current Liabilities			
		2100 · Payroll Liabilities		38,356	29,496
		2130 · Other Liabilities		37,434	70,812
		2200 · Accrued Liabilities		5,478	12,885
		25500 · Sales Taxes Payable		8,349	7,909
		Total Other Current Liabilities		89,616	121,101
		Total Current Liabilities (Total AP + CC + Other Current)		103,865	148,767
		Long Term Liabilities			
		2300 · ROU Liability (Lease Liability)		781,256	781,256
		Total Long Term Liabilities		781,256	781,256
		Total Liabilities (Total Current plus Total Long Term Liabilities)		885,121	930,023
	Equity				
		32000 · Unrestricted Net Assets		712,833	714,098
		32001 · Retained Earnings		-723	-723
		32100 · Restricted Net Assets		22,564	21,299
		Net Income		133,027	164,402
		Total Equity		867,702	899,077
		TOTAL LIABILITIES & EQUITY (Total Liabilities plus Total Equity)		1,752,823	1,829,100

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Adult Children of Alcoholics World Service Organization						
Statement of Activities						
as of October 31, 2023, and September 30, 2023.						
			Oct 23	Sep 23	\$ Change	% Change
		Income				
		4010 · Shopify Revenue	64,322	61,450	2,872	5%
		4030 · Amazon Revenue	68,499	64,120	4,379	7%
		4050 · Digital Books Revenue	713	812	(100)	-12%
		4060 · Audible Revenue	2,370	2,450	(80)	-3%
		4080 · 7th Traditions Contributions	30,890	30,910	(20)	0%
		4160 · International Sales	16,145	-	16,145	100%
		4200 · Other Revenue	27,665	976	26,689	2733%
		Total Income	210,605	160,718	49,886	31%
		Cost of Goods Sold				
		5000 · Shopify-Cost of Goods Sold	45,530	45,350	180	0%
		5050 · Amazon COGS	26,947	35,418	(8,471)	-24%
		5150 · International COGS	8,017	260	7,757	2978%
		Total COGS	80,495	81,028	(533)	-1%
		Gross Profit	130,110	79,690	50,420	63%
		Expense				
		6010 · Payroll Expense	38,549	34,722	3,827	11%
		6030 · Payroll Taxes	2,742	2,416	325	13%
		6054 · Contractors	4,588	4,780	(192)	-4%
		6057 · Events	71,294	-	71,294	100%
		6070 · Program Initiatives	3,005	2,431	574	24%
		6080 · Professional Fees	6,861	7,650	(789)	-10%
		6090 · Technology IT Support	15,902	2,919	12,983	445%
		6110 · Insurance Expense	437	437	-	0%
		6120 · Rent Expense	13,253	13,253	-	0%
		6130 · Utilities Expense	1,525	1,665	(140)	-8%
		6140 · Office Expense	1,542	3,129	(1,587)	-51%
		6150 · Dues and Subscriptions	(1,161)	1,432	(2,593)	-181%
		6160 · Repairs & Maintenance	295	894	(599)	-67%
		6200 · Bank & Merchant Fees	2,811	2,634	178	7%
		6210 · Depreciation & Amortization	26	2,242	(2,216)	-99%
		9999 · Suspense Costs	(184)	(113)	(71)	-62%
		Total Expense	161,485	80,491	80,994	101%
		Net Income	(31,376)	(801)	(30,575)	-3817%

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Adult Children of Alcoholics World Service Organization						
Statement of Activities Budget vs. Actual						
as of October 31, 2023						
				Jan - Oct 23	Budget	% of Budget
Income						
		4010 · Shopify Revenue		628,240	567,917	111%
		4030 · Amazon Revenue		726,434	846,917	86%
		4050 · Digital Books Revenue		6,357	2,917	218%
		4060 · Audible Revenue		21,988	22,917	96%
		4070 · Royalty Contract Revenue		4,026	2,667	151%
		4080 · 7th Traditions Contributions		409,794	306,900	134%
		4160 · International Sales		80,515	27,000	298%
		4200 · Other Revenue		36,002	3,884	927%
		Total Income		1,913,354	1,781,117	107%
Cost of Goods Sold						
		5000 · Shopify-Cost of Goods Sold		445,086	392,671	113%
		5050 · Amazon COGS		414,792	589,167	70%
		5150 · International COGS		39,662	19,083	208%
		5560 · Internat'l Printing Costs-ILSF		-	3,583	0%
		Total COGS		899,540	1,004,504	90%
		Gross Profit		1,013,815	776,613	131%
Expense						
		6010 · Payroll Expense		364,357	378,406	96%
		6030 · Payroll Taxes		28,655	25,892	111%
		6050 · Travel & Mileage Expense		1,774	4,650	38%
		6054 · Contractors		70,932	70,467	101%
		6056 · Trademarks		-	250	0%
		6057 · Events		71,539	59,575	120%
		6070 · Program Initiatives		30,057	18,500	162%
		6080 · Professional Fees		74,080	80,562	92%
		6090 · Technology IT Support		50,373	37,713	134%
		6100 · License & Permits		-	500	0%
		6110 · Insurance Expense		4,611	2,551	181%
		6120 · Rent Expense		109,111	110,296	99%
		6130 · Utilities Expense		10,242	7,150	143%
		6140 · Office Expense		16,499	11,450	144%
		6150 · Dues and Subscriptions		2,011	2,083	97%
		6160 · Repairs & Maintenance		7,549	3,667	206%
		6190 · Tax Expense		247	833	30%
		6200 · Bank & Merchant Fees		27,303	27,083	101%
		6210 · Depreciation & Amortization		13,500	13,800	98%
		6400 · Other Expense		-	167	0%
		9999 · Suspense Costs		(2,051)		
		Total Expense		880,788	855,596	103%
		Net Income		133,027	(78,983)	-168%

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7TH TRADITION CONTRIBUTIONS FOR OCTOBER 2023

MEETING	CONTRIBUTION
Afghanistan Anonymous	5.59
Alaska Anonymous	5.00
Anonymous	3,668.86
AR Anonymous	57.22
Australia Anonymous	205.72
AZ Anonymous	36.06
AZ0132	10.00
AZ0146	70.40
AZ0147	40.62
AZ0166	323.00
AZ0173	41.21
AZ100	158.16
AZO137	165.20
CA 1464	181.29
CA Anonymous	969.79
CA1009	63.29
CA1495	43.82
CA1501	43.16
CA1562	30.00
CA218	10.53
CA612	12.58
CA940	250.00
CA959	2.00
CA961	76.80
CA993	37.00
CAN0392	35.62
Canada Anonymous	591.75
CO Anonymous	419.01
CO0061	10.00
CO0079	127.50
CO0101	52.00
CO0113	303.99
CO045	214.97

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MEETING	CONTRIBUTION
CT Anonymous	30.00
CT057	30.00
DC Anonymous	15.42
DC0021	40.00
DC009	300.00
DE Anonymous	35.00
Denmark Anonymous	8.11
FL Anonymous	839.44
FL159	100.00
FI198	30.98
France Anonymous	10.73
GA Anonymous	130.76
GA0041	20.53
GA0053	102.56
GA0055	59.22
Germany Anonymous	112.33
HI Anonymous	51.43
IA031	102.56
ID Anonymous	41.59
IG 589	10.53
IG 721	12.00
IG605	705.32
IG610	10.00
IG630	890.00
IG648	25.87
IG664	250.00
IG721	5.42
IL Anonymous	49.02
IL172	240.00
IL191	100.00
IL193	20.00
IN Anonymous	10.00
IN0078	57.90
Ireland Anonymous	10.45
ITA0020	241.03
Japan Anonymous	5.42

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MEETING	CONTRIBUTION
KS Anonymous	10.53
KY Anonymous	20.00
KY0034	76.99
LA Anonymous	50.00
M115	153.62
MA Anonymous	117.35
MA0076	102.56
MA0078	20.00
MA035	10.53
MD Anonymous	325.89
ME Anonymous	15.64
MEX0042	34.48
Mexico Anonymous	25.87
MI 146 test	0.01
MI Anonymous	56.06
MI078	100.00
MI107	100.00
MN Anonymous	159.17
MN100	262.00
MO Anonymous	135.87
MO0038	162.27
MO0049	71.88
MO0051	100.00
MO0057	133.00
MS Anonymous	5.42
MT Anonymous	7.00
MT0041	50.00
MX0042	9.81
NC Anonymous	204.91
NC0103	50.00
NC0113	200.00
NC0115	55.00
NC012	90.00
ND0019	87.22
NE Anonymous	20.91
NH Anonymous	425.89

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MEETING	CONTRIBUTION
NJ Anonymous	179.37
NJ0158	50.00
NM 0045	8.33
NM Anonymous	86.70
NM0055	10.53
NM033	8.33
NV Anonymous	20.76
NV067	238.00
NY Anonymous	1,499.43
NY0157	66.77
NY0200	300.00
NY0213	10.53
NY118	20.76
NY135	55.78
NZL0009	171.27
OH045	128.12
OK Anonymous	10.53
OK0058	30.00
OK025	102.53
OR Anonymous	34.76
OR0124	67.31
OR0163	3.00
OR113	3.00
PA Anonymous	169.30
PA 105	57.40
PA 123	2.00
PA041	81.90
PA123	4.00
Puerto Rico Anonymous	5.00
Region 5	100.00
RI Anonymous	10.53
RI0017	20.00
RI0025	100.00
SC Anonymous	230.00
SC020	60.00
Spain Anonymous	9.81

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MEETING	CONTRIBUTION
Spain IG 723	423.26
Sweden Anonymous	95.43
TEL 023	25.00
TEL118	15.64
TEL150	23.34
TEL176	10.00
TEL272	55.98
Telephone	20.00
TELO46	5.44
TN Anonymous	140.23
TN0085	50.73
TN045	63.50
TX Anonymous	1,855.18
TX0214	35.00
TX0226	391.58
TX0239	29.96
TX0264	15.64
TX096	81.33
TX111	40.00
TX117	75.00
UK Anonymous	279.09
UK Contribution	610.62
UK Skype	4.44
UT Anonymous	51.64
UT0038	144.81
UT0050	250.00
VA Anonymous	303.23
VA0156	33.42
VI Anonymous	100.00
W10125	20.00
WA Anonymous	379.14
WA0190	10.00
WA0201	51.43
WEB 0531	25.87
WEB0020	25.00
WEB0064	9.73

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MEETING	CONTRIBUTION
WEB0101	5.42
WEB0111	47.53
WEB0112	144.15
WEB0120	627.99
WEB0179	10.00
WEB0188	442.85
WEB0202	10.53
WEB0207	51.43
WEB0211	54.00
WEB0245	25.00
WEB0270	10.53
WEB0281	100.00
WEB0288	10.00
WEB0301	10.53
WEB0371	120.00
WEB0394	44.51
WEB0504	40.00
WEB0532	6.35
WEB0547	10.00
WEB0611	10.00
WEB0613	3.56
WEB0623	128.59
WEB0638	97.25
WEB0653	10.00
WEB0673	102.32
WEB0675	98.10
WEB07006	25.87
WEB0702	200.00
WEB0706	97.68
WEB0710	5.42
WEB0726	5.42
WEB0792	25.87
WEB0793	50.00
WEB0872	200.00
WEB0881	3.48
WEB0914	100.00

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MEETING	CONTRIBUTION
WEB0934	18.11
WEB1046	10.61
WEB1077	25.87
WEB1166	25.87
WEB1181	214.15
WI Anonymous	103.78
WI067	144.48
WV Anonymous	25.87
Subtotal - General Fund	29,625.17
INT LIT FUND-Anonymous	32.82
INT LIT FUND-CA Anonymous	115.00
INT LIT FUND-FL0230	10.53
INT LIT FUND-GA Anonymous	10.53
INT LIT FUND-MD Anonymous	50.00
INT LIT FUND-MN Anonymous	86.50
INT LIT FUND-NV Anonymous	10.00
INT LIT FUND-Russia Anonymous	364.37
INT LIT FUND-TN0075	307.00
INT LIT FUND-UK Anonymous	25.89
INT LIT FUND-WEB0120	150.00
INT LIT FUND-WEB0673	102.32
Subtotal - Literature Fund	1,264.96
Total Contributions	30,890.13