

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

Dear Trustees and Fellow ACA Members,

The unaudited financial statements for the month of November 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 November is posted in January.

SEVENTH TRADITION CONTRIBUTIONS REPORT

Seventh Tradition Contributions from members, meetings, groups, intergroups, and regions through this year to date are just under 21% 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](https://www.venmo.com/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 \$951,023 are 53% of the Total Assets of \$1,779,004. This percentage is up slightly from last month.

About 48% of the Total Current Assets are in cash or cash equivalents, 39% is in inventory, and the rest is in prepaid expenses and miscellaneous. \$150,000 of the \$453,217 in checking and savings accounts (such as certificates of deposit) is designated as our Prudent Reserve.

WSO's Total Current Liabilities of \$147,571 are 16% 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 \$850,177 is up 15.5% from Total Equity of \$735,685 at the end of 2022.

Net Income is \$115,502.

PROFIT & LOSS STATEMENT – CURRENT AND LAST MONTH

The Profit & Loss Statement shows Total Income in November of \$169,479 is down \$40,204 from last month. Total Income includes sales from Shopify (the WSO retail store), Amazon, International, Digital Books, and 7th Tradition Contributions. In October, the 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 \$35,110 which is up almost 14% over last month's total of \$30,910. This is just under 21% of total income. Many other Twelve Step fellowships receive more than 40% of total income from contributions.

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

The combined Cost of Goods Sold (COGS) decreased 14% from the prior month to \$82,223.

Total Income minus the Cost of Goods Sold leaves a Gross Profit of \$87,256 which is 24% lower than the previous month when additional income from the Boca Raton events was received.

Total Expenses of \$89,902, which include payroll, overhead, and operating expenses, were about 45% lower than in the prior month. This decrease is due to the \$71,294 in prior month expenses associated with the in-person events in Boca Raton which 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 \$-2,646 compared to \$-48,190 for the previous month. Again, this is due to the expense of the Boca Raton events in October.

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 \$2,081,486 exceeds the budgeted amount by about 6%. 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 three-quarter times the amount expected.

The \$996,357 in Total Cost of Goods Sold is 10% lower than the budget projected at this point in the year.

Total Expenses of \$969,628 for the period from January 1 to the end of the current month are just under 4% higher than expected in the budget. Net income is \$115,502 compared to a projected deficit of \$ -78,511. These figures are distorted by the effects of the additional income and expense budget for the Boca Raton event.

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

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

Adult Children of Alcoholics World Service Organization Statement of Financial Position (Balance Sheet) as of November 30, 2023, and October 31, 2023.

	Nov 30, 23	Oct 31, 23
ASSETS		
Current Assets		
Checking/Savings		
1000 · Cash & Cash Equivalents	453,217.22	404,097.72
Total Checking/Savings (includes Prudent Reserve of \$150,000)	453,217.22	404,097.72
Accounts Receivable		
1300 · Customer Receivable	17,606.77	20,641.43
Total Accounts Receivable	17,606.77	20,641.43
Other Current Assets		
1310 · Other Receivables	12,271.00	12,271.00
1320 · SHOPIFY-Shopping cart receivables	5,790.39	5,673.67
1330 · Interest Receivable	2,271.48	1,878.56
1350 · Prepaid Expenses	93,140.64	89,256.57
1400 · Inventory Asset	366,725.01	370,291.56
Total Other Current Assets	480,198.52	479,371.36
Total Current Assets	951,022.51	904,110.51
Fixed Assets		
1800 · Fixed Assets	212,433.66	212,433.66
1830 · Right Of Use Assets (Leased Assets)	742,193.20	755,446.65
1860 · Accumulated Depreciation and Amortization	-126,645.30	-125,345.80
Total Fixed Assets	827,981.56	842,534.51
TOTAL ASSETS	1,779,004.07	1,746,645.02
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 · Accounts Payable	45,101.79	33,236.86
Total Accounts Payable	45,101.79	33,236.86
Credit Cards		
2011 · Bank of America-Corp Card #1794	-8,171.64	-11,994.71
2012 · Bank of America-Corp Card #0904	58.69	58.69
2013 · Bank of America-Corp Card #4978	6,237.47	1,621.93
Total Credit Cards	-1,875.48	-10,314.09
Other Current Liabilities		
2100 · Payroll Liabilities	44,362.52	38,355.82
2130 · Other Liabilities	39,141.54	37,433.68
2200 · Accrued Liabilities	11,084.00	5,477.50
25500 · Sales Taxes Payable	9,756.68	8,376.09
Total Other Current Liabilities	104,344.74	89,643.09
Total Current Liabilities	147,571.05	112,565.86
Long Term Liabilities		
2300 · ROU Liability (Lease Liability)	781,256.00	781,256.00
Total Long Term Liabilities	781,256.00	781,256.00
Total Liabilities	928,827.05	893,821.86
Equity		
32000 · Unrestricted Net Assets	712,212.16	712,833.34
32001 · Retained Earnings	-722.52	-722.52
32100 · Restricted Net Assets	23,185.51	22,564.33
Net Income	115,501.87	118,148.01
Total Equity	850,177.02	852,823.16
TOTAL LIABILITIES & EQUITY	1,779,004.07	1,746,645.02

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

Adult Children of Alcoholics World Service Organization

Statement of Activities

as of November 30, 2023, and October 31, 2023.

	Nov 23	Oct 23	\$ Change	% Change
Income				
4010 · Shopify Revenue	58,891.88	63,387.77	-4,495.89	-7.09%
4030 · Amazon Revenue	71,658.69	68,511.04	3,147.65	4.59%
4050 · Digital Books Revenue	518.20	712.77	-194.57	-27.3%
4060 · Audible Revenue	2,488.62	2,370.43	118.19	4.99%
4080 · 7th Traditions Contributions	35,110.31	30,890.13	4,220.18	13.66%
4160 · International Sales	0.00	16,145.28	16,145.28	-100.0%
4200 · Other Revenue	811.25	27,665.10	26,853.85	-97.07%
Total Income	169,478.95	209,682.52	40,203.57	-19.17%
Cost of Goods Sold				
5000 · Shopify-Cost of Goods Sold	37,825.87	45,335.90	-7,510.03	-16.57%
5050 · Amazon COGS	44,247.74	42,026.28	2,221.46	5.29%
5150 · International COGS	149.47	8,045.97	-7,896.50	-98.14%
Total COGS	82,223.08	95,408.15	13,185.07	-13.82%
Gross Profit	87,255.87	114,274.37	27,018.50	-23.64%
Expense				
6010 · Payroll Expense	38,399.37	38,549.08	-149.71	-0.39%
6030 · Payroll Taxes	2,610.10	2,741.64	-131.54	-4.8%
6054 · Contractors	4,551.67	4,587.76	-36.09	-0.79%
6057 · Events	866.64	72,806.07	71,939.43	-98.81%
6070 · Program Initiatives	8,446.98	2,439.87	6,007.11	246.21%
6080 · Professional Fees	10,234.50	6,860.58	3,373.92	49.18%
6090 · Technology IT Support	6,358.87	15,902.28	-9,543.41	-60.01%
6110 · Insurance Expense	437.00	437.00	0.00	0.0%
6120 · Rent Expense	13,253.45	13,253.45	0.00	0.0%
6130 · Utilities Expense	400.21	1,524.83	-1,124.62	-73.75%
6140 · Office Expense	265.27	1,542.04	-1,276.77	-82.8%
6150 · Dues and Subscriptions	242.24	-1,160.64	1,402.88	120.87%
6160 · Repairs & Maintenance	-864.77	295.00	-1,159.77	-393.14%
6200 · Bank & Merchant Fees	3,855.64	2,843.99	1,011.65	35.57%
6210 · Depreciation & Amortization	1,299.50	25.92	1,273.58	4,913.5%
9999 · Suspense Costs	-454.66	-184.10	-270.56	-146.96%
Total Expense	89,902.01	162,464.77	72,562.76	-44.66%
Net Income	-2,646.14	-48,190.40	45,544.26	94.51%

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

Adult Children of Alcoholics World Service Organization
Statement of Activities Budget vs. Actual
as of November 30, 2023

	<u>Jan - Nov 23</u>	<u>Budget</u>	<u>% of Budget</u>
Income			
4010 · Shopify Revenue	683,542.03	624,708.34	109.42%
4030 · Amazon Revenue	798,079.53	931,608.33	85.67%
4050 · Digital Books Revenue	6,875.45	3,208.33	214.3%
4060 · Audible Revenue	24,476.12	25,208.33	97.1%
4070 · Royalty Contract Revenue	4,025.84	2,933.33	137.25%
4080 · 7th Traditions Contributions	444,904.21	338,300.00	131.51%
4160 · International Sales	82,770.46	29,700.00	278.69%
4200 · Other Revenue	36,812.82	4,025.34	914.53%
Total Income	<u>2,081,486.46</u>	<u>1,959,692.00</u>	<u>106.22%</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	482,415.56	431,993.07	111.67%
5050 · Amazon COGS	474,114.85	648,083.34	73.16%
5150 · International COGS	39,826.66	20,991.67	189.73%
5560 · Internat'l Printing Costs-ILSF	0.00	3,941.67	0.0%
Total COGS	<u>996,357.07</u>	<u>1,105,009.75</u>	<u>90.17%</u>
Gross Profit	1,085,129.39	854,682.25	126.96%
Expense			
6010 · Payroll Expense	403,754.84	416,145.18	97.02%
6030 · Payroll Taxes	31,265.58	28,481.47	109.78%
6050 · Travel & Mileage Expense	1,773.76	5,025.01	35.3%
6054 · Contractors	75,483.92	77,133.33	97.86%
6056 · Trademarks	0.00	275.00	0.0%
6057 · Events	73,917.98	59,658.67	123.9%
6070 · Program Initiatives	36,560.51	20,350.00	179.66%
6080 · Professional Fees	83,315.92	87,168.71	95.58%
6090 · Technology IT Support	56,732.00	40,356.89	140.58%
6100 · License & Permits	0.00	550.00	0.0%
6110 · Insurance Expense	5,047.84	2,805.92	179.9%
6120 · Rent Expense	122,364.03	122,456.73	99.92%
6130 · Utilities Expense	10,641.72	7,865.00	135.31%
6140 · Office Expense	16,764.04	12,525.00	133.85%
6150 · Dues and Subscriptions	2,253.19	2,291.67	98.32%
6160 · Repairs & Maintenance	6,683.99	4,033.33	165.72%
6190 · Tax Expense	246.97	916.67	26.94%
6200 · Bank & Merchant Fees	31,188.99	29,791.67	104.69%
6210 · Depreciation & Amortization	14,799.30	15,180.00	97.49%
6400 · Other Expense	0.00	183.33	0.0%
9999 · Suspense Costs	-3,167.06		
Total Expense	<u>969,627.52</u>	<u>933,193.58</u>	<u>103.9%</u>
Net Income	<u><u>115,501.87</u></u>	<u><u>-78,511.33</u></u>	<u><u>-147.12%</u></u>

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

7TH TRADITION CONTRIBUTIONS FOR NOVEMBER 2023

CONTRIBUTOR	CONTRIBUTION
Afghanistan Anonymous	57.45
Anonymous	5,665.92
AR Anonymous	21.18
Australia Anonymous	62.19
AWC 2023	6.00
AZ Anonymous	10.00
AZ0132	10.00
AZ0159	120.00
AZ0170	51.43
AZ105	112.37
CA Anonymous	1,985.20
CA1024	179.08
CA1047	10.00
CA1100	50.00
CA1144	51.43
CA1179	50.00
CA1180	51.43
CA1193	51.43
CA1267	100.00
CA1407	52.00
CA1467	134.25
CA1467	59.06
CA1472	170.86
CA1501	5.36
CA1528	150.00
CA1549	34.05
CA1549	38.14
CA1563	800.00
CA959	1.33
CA993	3.00
CA993	10.00
CA993	1.00
CA993	2.00

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

CONTRIBUTOR	CONTRIBUTION
CA993	1.00
CA993	2.00
CA993	2.00
CA993	3.00
CA993	3.00
CA993	2.00
CA993	3.00
CAN0352	102.56
CAN141	80.27
Canada Anonymous	734.04
CO Anonymous	88.06
CO0061	10.00
CO0070	60.00
CO0090	25.00
CO0115	60.00
CO045	10.00
CT Anonymous	60.00
CT095	10.50
DC Anonymous	271.35
DE Anonymous	112.30
FL Anonymous	814.60
FL0251	50.00
FL0256	51.43
FL0344	200.00
FL0377	62.80
FL0826	92.33
FL134	5.60
France Anonymous	58.28
GA Anonymous	66.85
GA0041	10.00
GA0041	10.53
GA0047	125.00
Germany Anonymous	18.97
HI Anonymous	51.43
IA029	106.00
ID Anonymous	31.06

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

CONTRIBUTOR	CONTRIBUTION
IG589	10.53
IG625	200.00
IG648	25.87
IG721	12.00
IG721	5.42
IL Anonymous	369.13
IL0230	76.99
IL0234	150.00
IL139	51.43
IL172	240.00
IL208	70.00
IN Anonymous	41.33
IN0078	42.40
IN063	72.00
Japan Anonymous	8.65
KS Anonymous	10.53
KS0026	185.00
KY Anonymous	20.00
KY017	100.00
LA Anonymous	103.30
MA Anonymous	305.30
MA030	306.59
MA035	10.53
MA036	155.45
MD Anonymous	300.12
MD0075	273.00
MD040	51.43
MD040	51.43
MD040	50.00
ME Anonymous	63.21
MEX0042	23.49
MEX0042	10.00
MI Anonymous	252.99
MI0171	40.00
MN Anonymous	52.18
MN0154	150.00

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

CONTRIBUTOR	CONTRIBUTION
MN0174	150.00
MN096	65.00
MN135	23.00
MO Anonymous	71.74
MS Anonymous	5.42
MT Anonymous	51.43
MT0022	115.00
MT0022	25.00
NC Anonymous	170.67
Netherlands Anonymous	10.41
New Zealand Anonymous	25.37
NH Anonymous	25.87
NH0013	67.00
NJ Anonymous	252.25
NJ0169	100.00
NJ0183	50.00
NM Anonymous	23.70
NM0045	132.00
NM0045	8.33
NM0055	10.53
NM033	8.33
Norway Anonymous	34.39
NV Anonymous	10.53
NV0064	600.14
NV0077	170.00
NV038	255.93
NY Anonymous	483.34
NY0154	65.00
NY0213	10.53
NY0217	500.00
NY0236	100.00
NY0247	13.50
NY118	20.76
OH Anonymous	25.87
OK Anonymous	800.53
OK0058	30.00

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

CONTRIBUTOR	CONTRIBUTION
OR Anonymous	238.81
PA Anonymous	122.24
PA0144	13.73
PA0174	100.00
PA078	10.53
PA105	25.87
PA105	2.00
PA105	10.53
PA105	2.00
PA105	12.00
PA105	2.00
PA105	2.00
PA105	25.00
PA123	2.00
PA131	15.64
Portugal Anonymous	5.60
Puerto Rico Anonymous	5.00
Region 5	130.00
RI Anonymous	85.53
SC Anonymous	126.00
Singapore Anonymous	25.00
Spain Anonymous	10.00
SWE063	33.60
Sweden Anonymous	76.89
Sweden Telephone	144.03
TEL 046	25.23
TEL 046	25.23
TEL023	25.00
TEL0344	25.00
TEL0395	13.74
TEL0395	102.56
TEL046	5.44
TEL046	25.23
TEL046	25.23
TEL0482	13.74
TEL0522	100.00

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

CONTRIBUTOR	CONTRIBUTION
TEL118	25.87
TEL118	15.64
TEL150	10.00
TEL150	8.34
TEL176	10.00
TEL272	30.98
TEL272	10.00
TN Anonymous	131.60
TN0075	220.00
TN0085	50.77
TN0118	150.00
TN036	2.00
TN036	10.53
TN036	409.30
TN036	100.00
TN056	50.00
TN056	189.34
TX Anonymous	3,323.71
TX0151	161.16
TX0250	15.00
TX0264	15.64
TX0271	5.00
TX092	110.22
TX092	76.27
TX096	10.53
TX145	37.75
UK Anonymous	807.22
UK Skype	2.98
UK Zoom	303.52
UT Anonymous	41.64
VA Anonymous	293.11
VA0131	25.87
VI Anonymous	100.00
W10125	20.00
WA Anonymous	167.45
WA0190	10.00

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

CONTRIBUTOR	CONTRIBUTION
WA0201	102.56
WA0251	100.00
WEB 0111	10.53
WEB 0193	90.32
WEB 0638	3.00
WEB0020	25.00
WEB0101	5.42
WEB0111	25.00
WEB0111	12.00
WEB0111	3.56
WEB0112	102.56
WEB0112	10.53
WEB0112	25.00
WEB0112	10.53
WEB0112	10.00
WEB0120	7.52
WEB0120	7.46
WEB0120	450.00
WEB0152	350.00
WEB0179	10.00
WEB0202	10.53
WEB0207	51.43
WEB0211	127.00
WEB0270	10.53
WEB0288	10.00
WEB0294	50.00
WEB0301	10.53
WEB0302	100.00
WEB0310	25.87
WEB0344	75.00
WEB0392	192.98
WEB0394	10.53
WEB0394	76.99
WEB0397	5.00
WEB0446	128.17

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

CONTRIBUTOR	CONTRIBUTION
WEB0510	26.01
WEB0531	20.76
WEB0532	6.64
WEB0611	10.00
WEB0638	10.00
WEB0638	5.46
WEB0638	5.00
WEB0638	30.00
WEB0638	20.00
WEB0638	5.46
WEB0638	25.87
WEB0638	5.46
WEB0675	10.53
WEB0675	10.53
WEB0675	10.53
WEB0675	25.87
WEB0706	25.87
WEB0706	2.00
WEB0706	14.00
WEB0706	25.87
WEB0710	5.42
WEB0726	5.42
WEB0775	138.34
WEB0793	50.00
WEB0822	25.87
WEB0822	10.53
WEB0829	155.00
WEB0831	10.53
WEB0858	22.01
WEB0866	142.07
WEB0872	250.00
WEB0881	3.92
WEB0897	29.47
WEB0915	32.01
WEB0934	7.58

WSO BOARD TREASURER'S REPORT FOR NOVEMBER 2023

CONTRIBUTOR	CONTRIBUTION
WEB0934	10.53
WEB1047	10.53
WEB1075	14.46
WEB1093	30.00
WEB1101	111.60
WEB1106	105.80
WEB1119	9.00
WEB1162	10.00
WEB1162	10.70
WEB1162	3.22
WI Anonymous	196.27
WSO MI0166	25.87
WV Anonymous	25.87
Zoom	28.87
Subtotal - General Fund	34,489.13
INT LIT FUND-CA Anonymous	36.01
INT LIT FUND-GA Anonymous	10.53
INT LIT FUND-WEB0445	50.00
INT LIT FUND-WEB0120	7.00
INT LIT FUND-Canada Anonymous	14.85
INT LIT FUND-CAN312	211.12
INT LIT FUND-WEB0294	50.00
INT LIT FUND-Switzerland Anonymous	10.61
INT LIT FUND-WEB0120	100.00
INT LIT FUND-NV Anonymous	10.00
INT LIT FUND-MN Anonymous	10.53
INT LIT FUND-CA1267	100.00
INT LIT FUND-FL0230 Meeting	10.53
Subtotal - Literature Fund	621.18
Total Contributions	35,110.31