

**Adult Children of Alcoholics World Service Organization Inc**  
**Profit & Loss YTD Comparison**

December 2021

|  | <u>Dec 21</u>     | <u>Jan - Dec 21</u> |
|--|-------------------|---------------------|
| <b>Ordinary Income/Expense</b>                 |                   |                     |
| <b>Income</b>                                  |                   |                     |
| <b>4010 · Shopify Revenue</b>                  |                   |                     |
| 4011 · Textbook Revenue                        | 27,610.00         | 363,065.50          |
| 4012 · Workbook Revenue                        | 9,296.00          | 142,824.00          |
| 4013 · Tri-Fold Revenue                        | 1,033.79          | 10,224.18           |
| 4014 · Audio Royalty Revenue                   | 249.00            | 3,876.00            |
| 4015 · Medallions & Chip Revenue               | 1,442.00          | 13,583.00           |
| 4018 · Shipping And Handling                   | 9,472.32          | 128,110.01          |
| 4019 · Complimentary Copy                      | 156.20            | 1,383.76            |
| 4025 · Intergroup Discount                     | -740.70           | -16,327.36          |
| 4028 · Sales Discounts                         | -205.30           | -5,915.20           |
| 4029 · Returns and Allowances                  | -346.70           | -3,701.88           |
| <b>Total 4010 · Shopify Revenue</b>            | <u>47,966.61</u>  | <u>637,122.01</u>   |
| <b>4030 · Amazon Revenue</b>                   |                   |                     |
| 4031 · Textbook Revenue                        | 32,113.64         | 354,496.42          |
| 4032 · Workbook Revenue                        | 11,447.83         | 212,131.09          |
| 4034 · E-Book Royalty Revenue                  | 4,892.45          | 42,179.02           |
| 4036 · Shipping Revenue                        | 1,131.78          | 18,773.14           |
| 4037 · Gift Wrap Revenue                       | 57.13             | 549.25              |
| 4038 · Discounts                               | -469.82           | -7,339.30           |
| 4039 · Returns and Allowances                  | 107.00            | 50.64               |
| <b>Total 4030 · Amazon Revenue</b>             | <u>49,280.01</u>  | <u>620,840.26</u>   |
| <b>4050 · Barnes &amp; Noble Revenue</b>       |                   |                     |
| 4056 · E-Book Royalty Revenue                  | 0.00              | 807.82              |
| 4050 · Barnes & Noble Revenue - Other          | 0.00              | 132.81              |
| <b>Total 4050 · Barnes &amp; Noble Revenue</b> | <u>0.00</u>       | <u>940.63</u>       |
| <b>4060 · Audible Revenue</b>                  |                   |                     |
| 4064 · Audio Royalty Revenue                   | 4,457.55          | 26,083.00           |
| <b>Total 4060 · Audible Revenue</b>            | <u>4,457.55</u>   | <u>26,083.00</u>    |
| <b>4070 · Royalty Contract Revenue</b>         |                   |                     |
| 4071 · Textbook Printing Revenue               | 0.00              | 28,741.07           |
| <b>Total 4070 · Royalty Contract Revenue</b>   | <u>0.00</u>       | <u>28,741.07</u>    |
| 4080 · 7th Traditions Contributions            | 44,726.83         | 270,961.74          |
| 4150 · European Sales                          | 14.00             | 166.74              |
| <b>4200 · Other Revenue</b>                    |                   |                     |
| 4201 · Bank Interest                           | 8.90              | 177.43              |
| 4202 · Credit Card Rewards                     | 2,716.35          | 2,716.35            |
| <b>Total 4200 · Other Revenue</b>              | <u>2,725.25</u>   | <u>2,893.78</u>     |
| <b>Total Income</b>                            | <u>149,170.25</u> | <u>1,587,749.23</u> |
| <b>Cost of Goods Sold</b>                      |                   |                     |
| <b>5000 · Shopify-Cost of Goods Sold</b>       |                   |                     |
| 5010 · Shopify COGS                            |                   |                     |
| 5011 · Textbooks                               | 8,719.54          | 101,420.66          |

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| 5012 · Workbooks                                 | 2,195.00         | 33,804.42           |
| 5013 · Tri-Folds                                 | 349.90           | 3,510.81            |
| 5015 · Medallions/Chips                          | 472.70           | 4,536.81            |
| <b>Total 5010 · Shopify COGS</b>                 | <b>11,737.14</b> | <b>143,272.70</b>   |
| <b>5020 · Shopify-Fulfillment Costs</b>          |                  |                     |
| 5021 · Shipping Supplies                         | 1,980.78         | 18,711.89           |
| 5022 · Freight Out (order Fulfillment)           | 7,339.97         | 129,091.16          |
| 5024 · Fulfillment, BANG                         | 175.52           | 175.52              |
| 5026 · Bang Storage                              | 0.00             | 1,290.74            |
| <b>Total 5020 · Shopify-Fulfillment Costs</b>    | <b>9,496.27</b>  | <b>149,269.31</b>   |
| <b>5030 · Direct Labor</b>                       |                  |                     |
| 5031 · Direct Salary & Wages                     | 11,880.26        | 128,875.66          |
| 5032 · Workers Compensation                      | 178.05           | 3,212.44            |
| 5035 · Employer Taxes-Direct Labor               | 1,333.62         | 11,510.03           |
| 5030 · Direct Labor - Other                      | 0.00             | 16,563.44           |
| <b>Total 5030 · Direct Labor</b>                 | <b>13,391.93</b> | <b>160,161.57</b>   |
| <b>Total 5000 · Shopify-Cost of Goods Sold</b>   | <b>34,625.34</b> | <b>452,703.58</b>   |
| <b>5050 · Amazon COGS</b>                        |                  |                     |
| 5056 · AMZ MCF Adjustments                       | 0.00             | -1,470.72           |
| 5051 · Textbooks                                 | 7,309.72         | 73,154.54           |
| 5052 · Workbooks                                 | 1,689.87         | 28,657.86           |
| 5053 · Fulfillment, Amazon UK                    | 1,290.11         | 53,199.08           |
| 5054 · Fulfillment, Amazon US                    | 29,938.03        | 284,718.21          |
| <b>Total 5050 · Amazon COGS</b>                  | <b>40,227.73</b> | <b>438,258.97</b>   |
| <b>5560 · International Printing Costs</b>       | <b>2,887.12</b>  | <b>2,954.85</b>     |
| <b>Total COGS</b>                                | <b>77,740.19</b> | <b>893,917.40</b>   |
| <b>Gross Profit</b>                              | <b>71,430.06</b> | <b>693,831.83</b>   |
| <b>Expense</b>                                   |                  |                     |
| <b>6010 · Payroll Expense</b>                    |                  |                     |
| 6011 · Exempt Salary & Wages                     | 14,985.37        | 133,756.55          |
| 6012 · Non-Exempt Salary & Wages                 | 6,484.29         | 72,583.91           |
| 6013 · Workers' Compensation                     | 361.76           | 4,923.82            |
| 6016 · Payroll Service Fees                      | 425.27           | 4,334.77            |
| <b>Total 6010 · Payroll Expense</b>              | <b>22,256.69</b> | <b>215,599.05</b>   |
| <b>6030 · Payroll Taxes</b>                      |                  |                     |
| 6031 · Non-Exempt Employer Taxes                 | 846.52           | 6,562.97            |
| 6032 · Exempt Employer Taxes                     | 1,406.29         | 10,922.15           |
| <b>Total 6030 · Payroll Taxes</b>                | <b>2,252.81</b>  | <b>17,485.12</b>    |
| <b>6050 · Travel &amp; Mileage Expense</b>       |                  |                     |
| 6052 · Airfare & Vehicle Rentals                 | 1,727.98         | 10,246.13           |
| 6053 · Lodging                                   | 1,900.00         | 8,873.26            |
| 6050 · Travel & Mileage Expense - Other          | 812.00           | 2,303.96            |
| <b>Total 6050 · Travel &amp; Mileage Expense</b> | <b>4,439.98</b>  | <b>21,423.35</b>    |
| <b>6054 · Contractors</b>                        | <b>5,104.64</b>  | <b>55,674.45</b>    |

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| <b>6057 · Events</b>                      |                  |                     |
| 6058 · Event Meals                        | 174.93           | 4,336.38            |
| 6059 · Facility                           | 10,000.00        | 10,530.54           |
| 6057 · Events - Other                     | 0.00             | 149.36              |
| <b>Total 6057 · Events</b>                | <u>10,174.93</u> | <u>15,016.28</u>    |
| <b>6070 · Program Initiatives</b>         |                  |                     |
| 6071 · Materials                          | 596.51           | 2,137.01            |
| 6072 · Other Program Costs                | 3,611.38         | 3,611.38            |
| <b>Total 6070 · Program Initiatives</b>   | <u>4,207.89</u>  | <u>5,748.39</u>     |
| <b>6080 · Professional Fees</b>           |                  |                     |
| 6081 · Accounting Expense                 | 5,589.08         | 59,980.48           |
| 6082 · Legal Fees                         | 1,500.00         | 3,738.48            |
| 6083 · HR Consulting                      | 611.27           | 6,969.94            |
| <b>Total 6080 · Professional Fees</b>     | <u>7,700.35</u>  | <u>70,688.90</u>    |
| <b>6090 · Technology IT Support</b>       |                  |                     |
| 6091 · Website Expenses                   | 396.70           | 2,310.47            |
| 6092 · Software Support Expense           | 775.71           | 10,156.55           |
| 6093 · Storage & Anti-virus Protection    | 126.00           | 1,414.00            |
| 6094 · Sales Support                      | 115.99           | 1,391.88            |
| 6095 · Accounting IT                      | 1,515.33         | 17,791.57           |
| 6090 · Technology IT Support - Other      | 0.00             | 159.00              |
| <b>Total 6090 · Technology IT Support</b> | <u>2,929.73</u>  | <u>33,223.47</u>    |
| <b>6100 · License &amp; Permits</b>       | 104.00           | 104.00              |
| <b>6110 · Insurance Expense</b>           |                  |                     |
| 6111 · Board Insurance (EO) Expense       | 109.50           | 1,485.93            |
| 6112 · Business & Property Liability      | 130.08           | 1,560.96            |
| <b>Total 6110 · Insurance Expense</b>     | <u>239.58</u>    | <u>3,046.89</u>     |
| <b>6120 · Rent Expense</b>                | 3,949.43         | 47,358.78           |
| <b>6130 · Utilities Expense</b>           |                  |                     |
| 6131 · Electric Expense                   | 233.12           | 2,534.08            |
| 6132 · Telephone Expense                  | 98.35            | 4,338.97            |
| <b>Total 6130 · Utilities Expense</b>     | <u>331.47</u>    | <u>6,873.05</u>     |
| <b>6140 · Office Expense</b>              |                  |                     |
| 6143 · Office equipment/machines          | 229.31           | 1,753.77            |
| 6144 · Misc. Expense                      | 0.00             | 369.00              |
| 6145 · PO Box Fee                         | 0.00             | 134.00              |
| 6146 · Supplies                           | 758.35           | 5,065.10            |
| 6140 · Office Expense - Other             | 225.00           | 1,275.00            |
| <b>Total 6140 · Office Expense</b>        | <u>1,212.66</u>  | <u>8,596.87</u>     |
| <b>6150 · Dues and Subscriptions</b>      | 56.04            | 1,263.27            |
| <b>6160 · Repairs &amp; Maintenance</b>   | 0.00             | 2,145.00            |
| <b>6180 · Warehouse Supplies</b>          | 0.00             | 73.52               |
| <b>6190 · Tax Expense</b>                 | 97.00            | 1,471.22            |
| <b>6200 · Bank &amp; Merchant Fees</b>    |                  |                     |

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| 6205 · Shopify Fees                                 | 1,070.55               | 14,500.12                |
| 6206 · Stripe Fees                                  | 624.98                 | 2,222.13                 |
| 6207 · PayPal Fee                                   | 1,035.88               | 12,680.10                |
| 6208 · Credit Card Fees (Finance charg              | 0.64                   | 24.17                    |
| 6209 · Translation Exchange G/L                     | 1,290.83               | 12,193.49                |
| 6200 · Bank & Merchant Fees - Other                 | 22.61                  | 237.20                   |
| <b>Total 6200 · Bank &amp; Merchant Fees</b>        | <u>4,045.49</u>        | <u>41,857.21</u>         |
| 6210 · Depreciation & Amortization                  |                        |                          |
| 6211 · Depreciation Expense                         | 307.33                 | 4,764.99                 |
| 6212 · Amortization Expense                         | 917.83                 | 11,058.49                |
| <b>Total 6210 · Depreciation &amp; Amortization</b> | <u>1,225.16</u>        | <u>15,823.48</u>         |
| 9999 · Suspense                                     |                        |                          |
| 9992 · Inventory Transfers                          | 264.66                 | 828.56                   |
| 9991 · Inventory Adjustments                        | -1,666.05              | -583.33                  |
| <b>Total 9999 · Suspense</b>                        | <u>-1,401.39</u>       | <u>245.23</u>            |
| <b>Total Expense</b>                                | <u>68,926.46</u>       | <u>563,717.53</u>        |
| <b>Net Ordinary Income</b>                          | <u>2,503.60</u>        | <u>130,114.30</u>        |
| <b>Net Income</b>                                   | <u><u>2,503.60</u></u> | <u><u>130,114.30</u></u> |