

Adult Children of Alcoholics World Service Organization

Profit & Loss YTD Comparison

December 2022

	Dec 22	Jan - Dec 22	% YTD
Income			
4010 · Shopify Revenue	47,440.40	603,142.30	7.87%
4030 · Amazon Revenue	63,690.89	787,442.33	8.09%
4050 · Digital Books Revenue	1,044.36	3,161.52	33.03%
4060 · Audible Revenue	4,209.64	24,992.34	16.84%
4070 · Royalty Contract Revenue	245.00	2,889.03	8.48%
4080 · 7th Traditions Contributions	36,191.68	300,999.17	12.02%
4160 · International Sales	0.00	29,522.58	0.0%
4200 · Other Revenue	5.12	1,566.47	0.33%
Total Income	152,827.09	1,753,715.74	8.71%
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold	31,283.43	442,166.62	7.08%
5050 · Amazon COGS	44,112.93	561,820.10	7.85%
5150 · International COGS	144.17	20,859.49	0.69%
5560 · International Printing Costs	0.00	3,951.57	0.0%
Total COGS	75,540.53	1,028,797.78	7.34%
Gross Profit	77,286.56	724,917.96	10.66%
Expense			
6010 · Payroll Expense	35,158.52	344,490.29	10.21%
6030 · Payroll Taxes	3,017.39	26,645.79	11.32%
6050 · Travel & Mileage Expense	726.79	25,276.28	2.88%
6054 · Contractors	4,101.47	79,359.01	5.17%
6056 · Trademarks	0.00	238.52	0.0%
6057 · Events	283.37	1,368.73	20.7%
6070 · Program Initiatives	1,873.23	22,205.26	8.44%
6080 · Professional Fees	6,493.41	93,285.60	6.96%
6090 · Technology IT Support	2,470.47	42,075.53	5.87%
6100 · License & Permits	0.00	544.00	0.0%
6110 · Insurance Expense	373.08	3,925.62	9.5%
6120 · Rent Expense	9,057.40	86,325.82	10.49%
6130 · Utilities Expense	600.67	7,660.73	7.84%
6140 · Office Expense	1,174.82	12,622.66	9.31%
6150 · Dues and Subscriptions	208.13	2,338.08	8.9%
6160 · Repairs & Maintenance	180.00	6,120.56	2.94%
6190 · Tax Expense	0.00	339.31	0.0%
6200 · Bank & Merchant Fees	461.21	34,576.24	1.33%
6210 · Depreciation & Amortization	1,330.32	14,451.52	9.21%
6400 · Other Expense	0.00	133.45	0.0%
6500 · Bad Debt Expense	0.00	99.10	0.0%
9999 · Suspense Costs	4,745.01	2,670.70	177.67%
Total Expense	72,255.29	806,752.80	8.96%
Net Income	5,031.27	-81,834.84	-6.15%