

Adult Children of Alcoholics World Service Organization

Profit & Loss - Original Budget vs Revised Budget

For the year 2025

Adopted 10/02/25

Account	Original Budget	Revised Budget	Variance
Income			
4010 · Shopify Revenue	1,099,149	803,363	(295,786)
4030 · Amazon Revenue	899,550	812,332	(87,218)
4050 · Digital Books Revenue	98,592	88,624	(9,968)
4060 · Audible Revenue	45,290	29,505	(15,785)
4160 · International Sales	116,977	125,119	8,142
4200 · Other Revenue	9,870	9,870	0
4290 · eBay Sales	3,392	1,986	(1,406)
4295 · Shopify Canada Revenue	22,284	42,302	20,018
Sales Income	\$ 2,295,104	\$ 1,913,101	\$ (382,003)
Other Income			
4080 · 7th Traditions Contributions	467,230	504,494	37,264
Total Income	\$ 2,762,334	\$ 2,417,595	\$ (344,739)
Cost of Goods			
5000 · Shopify-Cost of Goods Sold	616,568	540,877	(75,691)
5050 · Amazon COGS	579,651	527,740	(51,911)
5150 · International COGS	45,224	71,356	26,132
Total COGS	\$ 1,241,443	\$ 1,139,973	\$ (101,470)
Gross Profit	\$ 1,520,891	\$ 1,277,622	\$ (243,269)
Cost of Goods			
6010 · Payroll Expense	539,153	542,826	3,673
6030 · Payroll Taxes	37,721	37,721	(0)
6050 · Travel & Mileage Expense	43,084	4,759	(38,325)
6054 · Contractors	348,588	241,288	(107,300)
6057 · Events	-	5,023	5,023
6070 · Program Initiatives	44,713	24,776	(19,937)
6080 · Professional Fees	149,126	136,766	(12,360)
6090 · Technology IT Support	70,008	73,735	3,727
6110 · Insurance Expense	7,134	7,134	0
6120 · Rent Expense	167,641	172,365	4,724
6130 · Utilities Expense	14,846	14,846	(0)
6140 · Office Expense	7,153	7,153	0
6150 · Dues and Subscriptions	501	501	-
6160 · Repairs & Maintenance	5,513	5,513	(0)
6190 · Tax Expense	500	500	(0)
6200 · Bank & Merchant Fees	57,227	57,227	0
6210 · Depreciation & Amortization	16,769	16,769	-
9999 · Suspense Costs	1,000	1,000	(0)
Total Expense	\$ 1,510,677	\$ 1,349,901	\$ (160,776)
Gross Profit	\$ 10,214	\$ (72,279)	\$ (82,493)