

Shanti Christo Foundation
Profit & Loss
 January through December 2018

	Jan - Dec 18
Ordinary Income/Expense	
Income	
Rental Income	150.00
Donations/Contributions	
Class Donations	1,900.00
Unrestricted Contributions	10,054.69
Total Donations/Contributions	11,954.69
Sales	
Way of Knowing Sales	1,363.54
CD Sales	11,511.43
e-books	6,653.73
MP3	9,117.74
Sales Discounts	-10,429.90
Way of Mastery Sales	
Way of Mastery - Spanish	3,001.87
Way of Mastery Sales - Other	55,521.43
Total Way of Mastery Sales	58,523.30
Way of the Heart Sales	4,420.20
Way of Transformation Sales	1,929.80
Wisdom Cards	971.75
Total Sales	84,061.59
Shipping & Handling	10,010.48
Total Income	106,176.76
Cost of Goods Sold	
*Cost of Goods Sold	
Cost of Goods Sold	
Credit Card Fees	3,092.82
Publication Costs	
Way of Knowing	356.00
WOM Spanish 1st P	583.86
Way of Mastery	11,974.09
Way of the Heart	715.14
Way of Transformation	848.15
Wisdom Cards	277.86
Total Publication Costs	14,755.10
S & H	8,272.67
Shipping Supplies	1,130.81
Supplies	1,315.15
Tape/CD Costs	1,212.69
Web Site Exp. - Sales related	6,451.37
Total Cost of Goods Sold	36,230.61
Total COGS	36,230.61
Gross Profit	69,946.15

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Expense	
professional fees ,legal	1,153.37
Cleaning & Maintenance	64.82
Computer Expenses	933.03
Depreciation & amortization exp	230.00
Dues & Subscriptions	927.97
Gifts	1,000.00
Insurance	3,087.00
Inventory Adjustments	582.38
Licenses, Permits & Fees	197.00
Marketing	
E-mail	1,140.00
Web Site	4,532.98
Total Marketing	<u>5,672.98</u>
Meals	895.36
Office Expense	337.40
Payroll Expenses	12,466.49
Postage, shipping, delivery	106.34
Professional Fees	
Accounting	4,441.19
Legal	49.00
Total Professional Fees	<u>4,490.19</u>
Rent	19,950.00
Repairs	245.00
Royalties	8,074.63
Supplies	580.38
Taxes	15.37
Telephone & telecommunications	1,836.30
Travel & meetings expenses	628.13
Utilities	1,713.76
Total Expense	<u>65,187.90</u>
Net Ordinary Income	<u>4,758.25</u>
Other Income/Expense	
Other Income	
Interest Income	55.51
Total Other Income	<u>55.51</u>
Net Other Income	<u>55.51</u>
Net Income	<u><u>4,813.76</u></u>