

Shanti Christo Foundation
Profit & Loss
 January through December 2020

	Jan - Dec 20
Ordinary Income/Expense	
Income	
Rental Income	300
Donations/Contributions	
Class Donations	694
Unrestricted Contributions	11,233
Donations/Contributions - Other	6
Total Donations/Contributions	11,933
Earned revenues	
Miscellaneous revenue	134
Total Earned revenues	134
Sales	
Way of Knowing Sales	1,378
CD Sales	7,485
e-books	8,488
MP3	6,215
Refunds	-217
Sales Discounts	-1,140
Way of Mastery Sales	
Way of Mastery - Spanish	1,484
Way of Mastery Sales - Other	67,038
Total Way of Mastery Sales	68,522
Way of the Heart Sales	9,383
Way of Transformation Sales	1,630
Wisdom Cards	1,136
Sales - Other	16
Total Sales	102,898
Shipping & Handling	13,973
Total Income	129,237
Cost of Goods Sold	
*Cost of Goods Sold	
Cost of Goods Sold	
Credit Card Fees	2,641
Publication Costs	
Way of Knowing	380
WOM Spanish 1st P	271
Way of Mastery	12,464
Way of the Heart	1,537
Way of Transformation	773
Wisdom Cards	320
Publication Costs - Other	295
Total Publication Costs	16,040
S & H	13,082
Shipping Supplies	1,213
Supplies	1,258
Tape/CD Costs	892

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Web Site Exp. - Sales related	13,446
Total Cost of Goods Sold	48,572
Total COGS	48,572
Gross Profit	80,666
Expense	
Computer Expenses	670
Depreciation & amortization exp	939
Dues & Subscriptions	1,010
Gifts	250
Insurance	3,004
Inventory Adjustments	-7
Licenses, Permits & Fees	49
Marketing	
E-mail	1,140
Web Site	4,677
Total Marketing	5,817
Meals	287
Misc expenses	1,611
Office Expense	1,923
Payroll Expenses	
Payroll Taxes	94
Payroll Expenses - Other	13,729
Total Payroll Expenses	13,823
Postage, shipping, delivery	274
Printing & copying	1,167
Professional Fees	
Accounting	4,470
Legal	5,140
Total Professional Fees	9,610
Rent	23,450
Repairs	262
Royalties	2,607
Supplies	22
Taxes	-15
Telephone & telecommunications	1,967
Utilities	1,912
Total Expense	70,631
Net Ordinary Income	10,035
Other Income/Expense	
Other Income	
Interest Income	84
Total Other Income	84
Net Other Income	84
Net Income	10,119