

**BayNVC**

*Bay Area Nonviolent Communication  
55 Santa Clara Ave. Suite 203  
Oakland, CA 94610*

**Profit & Loss Statement**

**January 2013 through December 2013**

**Income**

Organizational Services and Training	\$64,789.50
Public Workshops	\$150,316.16
Retreats	\$84,632.43
Private Sessions	\$9,850.00
Ongoing Programs	\$173,564.22
Material Sales	\$2,126.46
Other Income	\$5,739.00
Expense Reimbursements	\$16,305.17
Grants/ Family Foundations	\$1,000.00
Individual Donations	\$19,577.65
Restricted Donations	\$12,248.10
Prior Year Income	\$22,432.84
<b>Total Income</b>	<b>\$562,581.53</b>

**Cost Of Sales**

Program RETREAT space & food	\$101,552.95
Program Production	\$9,658.09
Total Promotion	\$3,817.53
Non-Staff Trainers	\$144,481.25
Materials for Resale	\$3,106.06
Program Travel	\$11,678.90
<b>Total Cost Of Sales</b>	<b>\$274,294.78</b>

**Gross Profit****\$288,286.75****Shared Operating Expenses**

Bank/Credit Cd Merchant Fees	\$6,755.66	
Other General Expenses	\$20,070.61	
Consulting Fees	\$28,537.79	
Rent	\$13,860.00	
Total General & Administrative Exp		\$69,224.06
Total Personnel		\$215,402.41
<b>Total Shared Operating Expenses</b>		<b>\$284,626.47</b>

## Net Profit/(Loss)

**\$3,660.28**