### 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
- Total Income: **$562,581.53**

#### 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
- Total Cost Of Sales: **$274,294.78**

#### 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**

#### Total Shared Operating Expenses
- **$284,626.47**

#### Net Profit/(Loss)
- **$3,660.28**