

Contemplative Outreach Ltd.

Profit and Loss

January - December 2020

January - June, 2021

	Total		Total
Income			
Major Gifts			
Circle of Friends	258,383.17		115,000.00
Bequests	23,874.45		5,893.95
Total Major Gifts	\$ 282,257.62	\$	120,893.95
Total Chapter Donations	\$ 15,266.75	\$	4,350.00
Total Direct Mail & Monthly Donation	\$ 106,451.33	\$	74,383.00
All other Donations			
Tithing Donation	40,842.00		24,067.00
On-Line Donations	147,317.02		42,362.86
General Donations	55,268.82		16,370.31
Total All other Donations	\$ 243,427.84	\$	82,800.17 *Note 1
Total Supporting Members/Newsletter	\$ 23,493.90	\$	12,007.00
Total Designated Income	\$ 115,583.00	\$	1,075.60 *Note 2
Grants			
Total Grants	\$ 27,500.00	\$	0.00
Total Course/Conference Revenue	\$ 1,294.95	\$	0.00
Total Investment Income	\$ 89,180.53	\$	59,051.76
Royalties Earned			
CD & Video Royalties	2,759.02		1,955.19
Book Royalties	8,146.48		2,844.09
E-Commerce Royalties	27,426.07		14,580.37
Total Royalties Earned	\$ 38,331.57	\$	19,379.65
Total Books & Tapes	\$ 73,577.11	\$	20,408.37 *Note3
Total CLP	\$ 35,606.88	\$	10,705.15
Total Income	\$ 1,051,971.48	\$	405,054.65

Cost of Goods Sold

Total Books & Tapes	\$	31,134.43		10,933.98
Total CLP Purchases & Production	\$	11,625.35		4,076.40
Total Fulfillment Costs	\$	27,806.90		10,012.31
Total Cost of Goods Sold	\$	70,566.68	\$	25,022.69
<u>Gross Profit</u>	\$	<u>981,404.80</u>	\$	<u>380,031.96</u>

Expenses

Postage & Shipping		28,115.54		9,698.49
Printing & Design		51,633.60		27,921.92
Total Printing & Postage	\$	79,749.14	\$	37,620.41
Employee compensation				
Mgmt & Admin Compensation		126,400.02		56,244.56
Chapter Resource Compensation		50,926.91		26,243.20
Program Compensation		100,462.54		58,743.19
Fundraising & Development Comp		28,384.62		14,194.54
Employee 403B Match		17,279.81		7,096.42
Health Insurance		47,930.72		19,923.94
Payroll Processing Fees		4,867.11		4,305.91
Payroll Taxes		24,815.52		12,983.10
Workers Comp Insurance		3,236.62		2,016.74
<u>Total Employee compensation</u>	\$	<u>404,303.87</u>	\$	<u>201,751.60</u>
Contractor Compensation				
Audio, Video, App Production		30,109.95		10,510.75
Database, Website Contractor		73,661.05		14,539.26
Stipends & Occasional Help		48,483.86		24,339.67
<u>Total Contractor Compensation</u>	\$	<u>152,254.86</u>	\$	<u>49,389.68</u>

***Note4**

Total Office Expenses	\$	16,547.06	\$	3,439.33
Total Travel	\$	10,507.16	\$	1,472.37
Total Fees & Services General	\$	17,064.03	\$	6,494.03
Fees & Services Professional				
Legal Services		8,285.85		0.00
Accounting Services		14,552.95		450.95 *Note5
Total Fees & Services Professional	\$	22,838.80	\$	450.95
Liability Insurance		2,678.10		1,092.18
Rent		1,568.40		560.70
Other				
Staff Training		800.00		1,000.00
Spiritual Enrichment		500.00		0.00
Charitable Gifts / Donations		43,336.00		4,566.03 *Note6
Scholarships		2,614.83		81.25
Chapter Support Expense		12,000.00		1,000.00
Total Other	\$	59,250.83	\$	6,647.28
Total Expenses	\$	766,762.24	\$	308,918.53
Net Operating Income	\$	214,642.56	\$	71,113.43
Other Income				
Revenue Released from Restriction		101,809.83		74,730.92
Total Other Income	\$	101,809.83	\$	74,730.92
Other Expenses				
Restricted Revenue		107,543.00		5,075.60
Total Other Expenses	\$	107,543.00	\$	5,075.60
Net Other Income	-\$	5,733.17	\$	69,655.32
Net Income	\$	208,909.39	\$	140,768.75

*Note 1 -- 2020 Donations included funds received for Cynthia Bourgeault's South Africa ZOOM Conference, which was not held in 2021

*Note 2 -- Direct Mail Campaign in 2020 was designated for website/tech use

*Note 3 -- Book sales were higher in 2020 due in part to The Secret Embrace being sold in association with SA Conference

*Note4 -- Website was updated in 2020; therefore contractor expense was higher

*Note 5 -- COL 2020 audit is not yet completed, and we have not been billed by auditors

*Note 6 -- Charitable Gifts were higher in 2020 because we gifted Global Team CP Groups with funds from SA Conference

August '21 unaudited financial figures