

GLOBAL GIFTS, INC

VOLUNTEERS | FINANCIAL POSITION | SALES ANALYSIS | PROFIT & LOSS

OUR MISSION

Incorporated in Indiana since 1988, Global Gifts is a nonprofit business committed to creating sustainable economic opportunities and safe and equitable working conditions for disadvantaged artisans and farmers around the world by:

- Providing vital fair income and employment for people of limited opportunity;
- Marketing ethically produced and ethically obtained handmade products;
- Respecting cultural identity and educating the public about the cultures and traditions associated with items we sell; and
- Helping consumers spend their shopping dollars in ways that support marginalized communities and environmental sustainability through the principles of Fair Trade.

STORE LOCATIONS

INDIANAPOLIS, IN (MASS AVE)

446 Massachusetts Avenue
Indianapolis, IN 46204
317-423-3148

INDIANAPOLIS, IN (NORA)

1300 East 86th Street, Suite 17
Indianapolis, IN 46240
317-569-0670

BLOOMINGTON, IN

122 North Walnut Street
Bloomington, IN 47404
812-336-7402

COLUMBUS, OH (SHORT NORTH)

682 North High Street
Columbus, OH 43215
614-621-1744

CONNECT

FACEBOOK

www.facebook.com/globalgiftsmassave
www.facebook.com/globalgiftsnora
www.facebook.com/globalgiftsbloomington
www.facebook.com/globalgiftsshortnorth

TWITTER

@GlobalgiftsFT
@GlobalGiftsCbus

PINTEREST

www.pinterest.com/globalgiftsft

INSTAGRAM

www.instagram.com/globalgiftsmassave
www.instagram.com/globalgiftsnora
www.instagram.com/globalgiftsshortnorth
www.instagram.com/globalgiftsbloomington

BOARD OF DIRECTORS

Andrew Crecelius, Board Chair
Tom Kashin, Vice Chair
Kyle Stiffney, Treasurer
Madhuri Bhaskar, Secretary
Jo Ellen Buffie, Former Chair
Jay Brubaker
Marks Cannon Jr.
Mark Cardwell
Abri Hochstetler
Gracia Valiant
Meredith Jones
Rhonda Sherer



2020 REPORT

STAFF

ADMINISTRATIVE STAFF

Alissa Head, Executive Director
Sarah Swank, Marketing Manager
William Powell, Accountant
Hans Sorenson, Marketing Intern



INDIANAPOLIS, IN (MASS AVE)

Dianna Norris, Store Manager
Gina Huff, Volunteer Coordinator
Lynne Watson, Assist. Manager
Sarah MacDougall, Sales Associate
Dorothy Ilgen, Sales Associate
Kim Johnson, Sales Associate
Katherine Zahid, Seasonal Employee
Jennifer Crisman, Seasonal Employee

COLUMBUS, OH

Amy Phillips-Gary, Manager
Frances Wilson, Assist. Manager/Volunteer Coordinator
Heather Giffen, Sales Associate
Jess Kavinsky, Sales Associate
Marjorie Kirk, Sales Associate
Emma Traylor, Sales Associate
Heather Ziegler, Sales Associate

INDIANAPOLIS, IN (NORA PLAZA)

Kinsey Davis, Store Manager
Kim Lingeman, Assist. Manager/Volunteer Coordinator
Becky Wigginton, Offsite Sales
Anne Lennon, Sales Associate
Amanda Lyons, Sales Associate
Dee Shuppert, Sales Associate
Divya Pathak, Seasonal Employee
Nina Chilbert, Seasonal Employee

BLOOMINGTON, IN

Dave Debikey, Store Manager
Melissa Adkins, Assist. Manager/Volunteer Coordinator
Sophia Goris, Sales Associate
Amanda Eby, Sales Associate
Olivia McDermott-Sipe, Sales Associate
Patty Moon, Seasonal Employee

LETTER FROM THE DIRECTOR



It would be an understatement to say 2020 presented new and unique challenges. From the Coronavirus pandemic to civil unrest, Global Gifts kept “pivoting” and rising to whatever issues we faced. Although our sales were down 30% from 2019, I’m so proud of everything our team accomplished in 2020. We created protocols to be able to reopen our stores safely. We focused on ecommerce, creating systems for in store pick up and shipping, and increased those sales by over 600%. We expanded with new product concepts, and new kitenge and merino woolens from our artisan partners in Kenya. We raised over \$36,000 in donations to help us keep our retail marketplace open. We applied for and received federal funding to help make up for the sales loss that would have seriously compromised our cash position and financial viability.

We initiated our first fundraising events: Move 4 Fair Trade and Love Fair Trade. In short, we persevered and there is much we were able to overcome. I believe we are stronger and more dedicated to our mission than ever before. And it is due to the continued support of our Board, Staff, and Volunteers who stepped up in new and creative ways to show their love for Global Gifts and Fair Trade. Thank you!

We launched two important committees in 2020. Our Local Impact Initiatives Committee was formed, helping us work with at-risk people in our own communities whose lives can be impacted positively by Fair Trade enterprise. Our JEDI Committee has identified areas where we fall short in our goal to be an inclusive organization and is helping us on the journey to becoming a more just, diverse, and equitable business.

Not only am I proud of all we achieved in 2020, I’m excited! I’m excited for the strong foundations we’ve laid for continued growth. I’m excited to expand our customer base in North America, and expand our capacity for more sales of Fair Trade products, helping artisans grow their businesses which in turn supports more people in their communities. I’m excited because, if nothing else, the past year has shown us that people are hungry for a new way of doing business – a way that is fair, just, and more human. A way that supports and cares for its people. A way that fosters relationship building and equitable partnerships. And this way is what Fair Trade is all about! The time is right for Fair Trade!

In Gratitude and Solidarity,

Alissa Head

ALISSA HEAD
GLOBAL GIFTS, EXECUTIVE DIRECTOR

VOLUNTEERS I

INDIANAPOLIS, INDIANA -
MASS AVE

**400+
HOURS**

Kaylynn Kenekham

**100+
HOURS**

Coco Nate
Nancy Boettner (5)

**50+
HOURS**

Caroline King
Christine Jackson (3)
Enzo Nate
Tony Welch (4)



Mary Liechty (32)
Ann McKenzie (13)
Marilyn Holmes (11)
Jo Ellen Buffie (10)
Kathleen Flannery (9)

Ellen Robinson (9)
Maria Porter (6)
Katie Buschmann (4)
Andrew Crecelius (4)
Marie Cameron (2)

Brooklyn Ahnafield
Elaine Banter
Jennifer Daugherty
Gabrielle DiMartin
Pat Dugan

Candice Eck
Lillian Lacy
Jenna Newton
Lauren Rowe
Judi Walter

*Years of service indicated in parenthesis for volunteers who have served over a year.

VOLUNTEERS I

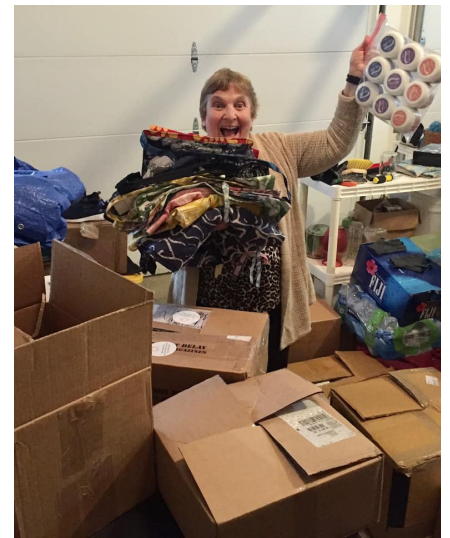
INDIANAPOLIS, INDIANA -
NORA PLAZA

100+ HOURS

Ann Carlson (13)
Joanne Dankert (4)
Cindy Mast (32)
Divya Pathak (2)
Marcella Slabosky (10)
Anarene Yim (4)

50+ HOURS

Nina Chilbert (2)
Bev Hendricks (5)
Jennifer Kaufmann (8)
Piper Murphy
Suzanne Murray (8)
Rhonda Sherer (32)
Iris Smith



Lu Culp (32)
Allen Mast (32)
Margaret Miller (32)
Marsha McDaniel (25)
Linda Bullard (14)
Barb Minks (14)
Alice Oestreich (12)
Kelly Trimble (10)
Stacey Cassell (9)
Rick Peters (8)

Sue Hittle (7)
Mona Stephens (7)
Rachel Meyer (7)
Beverly Cox (5)
Eva Riddick (5)
Jane Bostwick (5)
Ann Lennon (5)
Mia Essig (4)
Katherine Essink (4)

Grace Geeganage (4)
Cianna Anderson (4)
Rebecca Huet (3)
Maureen Meyer (3)
Ariane Stallard (3)
Nancy Lyons (2)
Joy Rothrock (2)
Hank Dusard (2)
Pam Estes (2)

Didi Ariens
Olivia Ariens
Katie Brindle
Macaira O'Connel
Candy Juarez
Heidi Davis
Nadia Neal
Dee Shuppert

*Years of service indicated in parenthesis for volunteers who have served over a year.

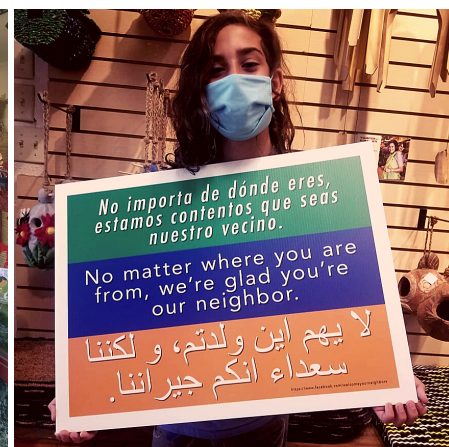
VOLUNTEERS | BLOOMINGTON, INDIANA

100+ HOURS

Catherine Walsh
Barbara von Prezewoski (4)

50+ HOURS

Gracia Valliant (8)
Kiley Ross
Molly Bui



Lori Dahlstrom (11)
Jill Kovach (11)
Gail Weaver (11)
Christie Bowman (10)
Patty Moon (7)
Mary Sullivan (6)
Gigi Kirkley (4)
Ada Lynch (4)
Quinn Wilson (4)
Jules Wood (4)
Maeve Flaherty (3)
Lauren Juarez (3)

Molly Livingston (3)
Marty McDonald (3)
Donna Goings (3)
Addie Schmucker
Alyssa Huffman
Barb Johnson
Bella Inman
Beth Reynolds
Carol Kelly
Cat Blankensop
Charlize Tanlim
Chloe Halbert

Daniel Mutchler
Elizabeth Baker
Fabiana Santos
Grace Hager
Hannah Fry
Janice Gray
Kara Brinkley
Kaye Hill
Kristin Sheikh
Lauren Fox
Linda McCoy
Lucy Ellis
Maya Painter

Nancy Henry
Olivia Ryan
Paige Venturi
Ralph Gaebler
Riley Moore
Roma Matharu
Ryan Stringer
Sam Fischman
Steph Gano
Victoria Cheng
Sarah Ericson
Kelli Debikey
Grey Debikey

*Years of service indicated in parenthesis for volunteers who have served over a year.

VOLUNTEERS | COLUMBUS, OHIO

100+ HOURS

Sheneve Butler (6)
Emily Mays
Savannah Merriman
Cha'Noah Powell

50+ HOURS

Darien Mayle
Marybeth Auletto
Avery Dare
Micah Phillips-Gary (4)



Madhuri Bhaskar (6)
Sue Wolford (6)
Joanna Suter (5)
Heather Giffen (4)
Betsy Loeb (4)
Anne O'Farrell Devoe (3)
Karen Hull (3)
Connie Melvin (2)
Laura Roberts (2)

Roxanne Demarest
Alison Elzinga
Donald Ford
Patti Gehred
Gretchen Geyer
Jennifer Goodman
Emily Gresko
Madison Hookfin
Lynsey Johnson

Brenda Kinzer
Rebecca Kuhr
Andrea (Andi) Labita
Jingjing Li
Andrew Arndt
Muskan Moni
Chris Oliver
Jack Pelleriti
Debbie Petroff

Jennifer Rash
Kim Savon
Samantha Solis
Julia Speitel
Sarah Thomas
Paula Wolter
Shaquanna Wright
Tina Xie
Phoebe Yoder-Tiedt
Christa Zianni

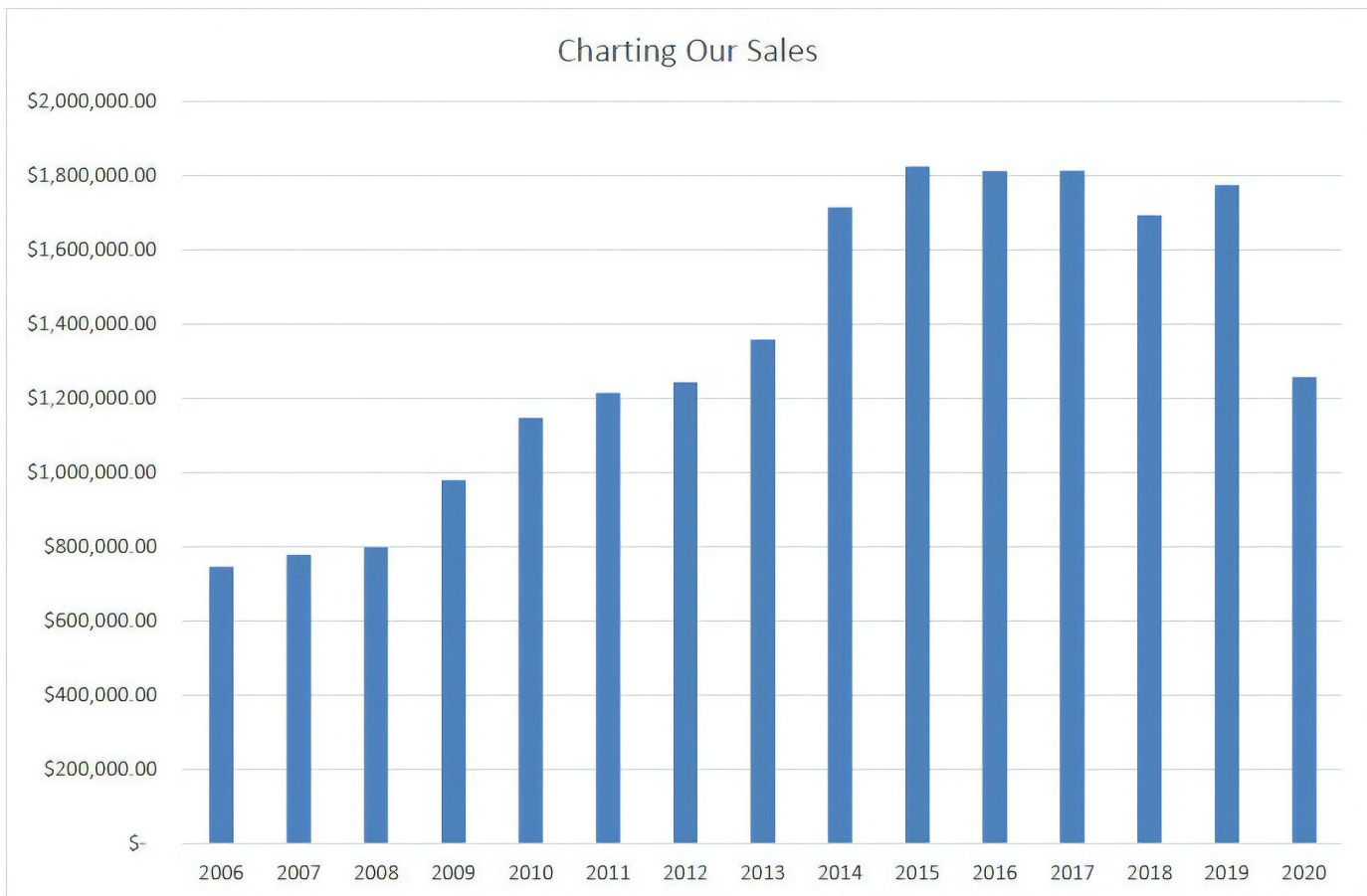
*Years of service indicated in parenthesis for volunteers who have served over a year.

STATEMENT OF FINANCIAL POSITION

Global Gifts, Inc Balance Sheet vs. Prior Year As of December 31, 2020

	<u>Dec 31, 20</u>	<u>Dec 31, 19</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1100 · CHECKING (SUMMARY ONLY)	331,319	345,748	(14,429)
1000 · CASH (SUMMARY ONLY)	4,451	6,331	(1,880)
1200 · SAVINGS (SUMMARY ONLY)	1,569	6,706	(5,138)
Total Checking/Savings	337,338	358,785	(21,447)
Other Current Assets			
1500 · Inventory (SUMMARY ONLY)	245,500	286,656	(41,156)
1490 · Prepaid Expense	2,659	2,659	
Total Other Current Assets	248,159	289,315	(41,156)
Total Current Assets	585,497	648,100	(62,603)
Fixed Assets			
Other Assets	12,024	12,024	
TOTAL ASSETS	<u>597,521</u>	<u>660,124</u>	<u>(62,603)</u>
LIABILITIES & EQUITY			
Liabilities			
Long Term Liabilities			
2991 · EIDL Loan	150,000		150,000
2990 · PPP Loan Funds	95,000		95,000
Total Long Term Liabilities	245,000		245,000
Current Liabilities	157,742	175,569	(17,826)
Total Liabilities	402,742	175,569	227,174
Equity			
3200 · Retained Earnings	352,500	343,791	8,709
3000 · Opening Balance Equity	132,056	132,056	
Net Income	(289,777)	8,709	(298,485)
Total Equity	194,779	484,555	(289,777)
TOTAL LIABILITIES & EQUITY	<u>597,521</u>	<u>660,124</u>	<u>(62,603)</u>

CHARTING OUR SALES



2006 \$ 746,585.00

2007 \$ 778,912.00

2008 \$ 797,936.00

2009 \$ 980,497.00

2010 \$ 1,147,663.00

2011 \$ 1,215,151.00

2012 \$ 1,243,914.00

2013 \$ 1,358,911.00

2014 \$ 1,714,213.00

2015 \$ 1,824,486.00

2016 \$ 1,811,810.00

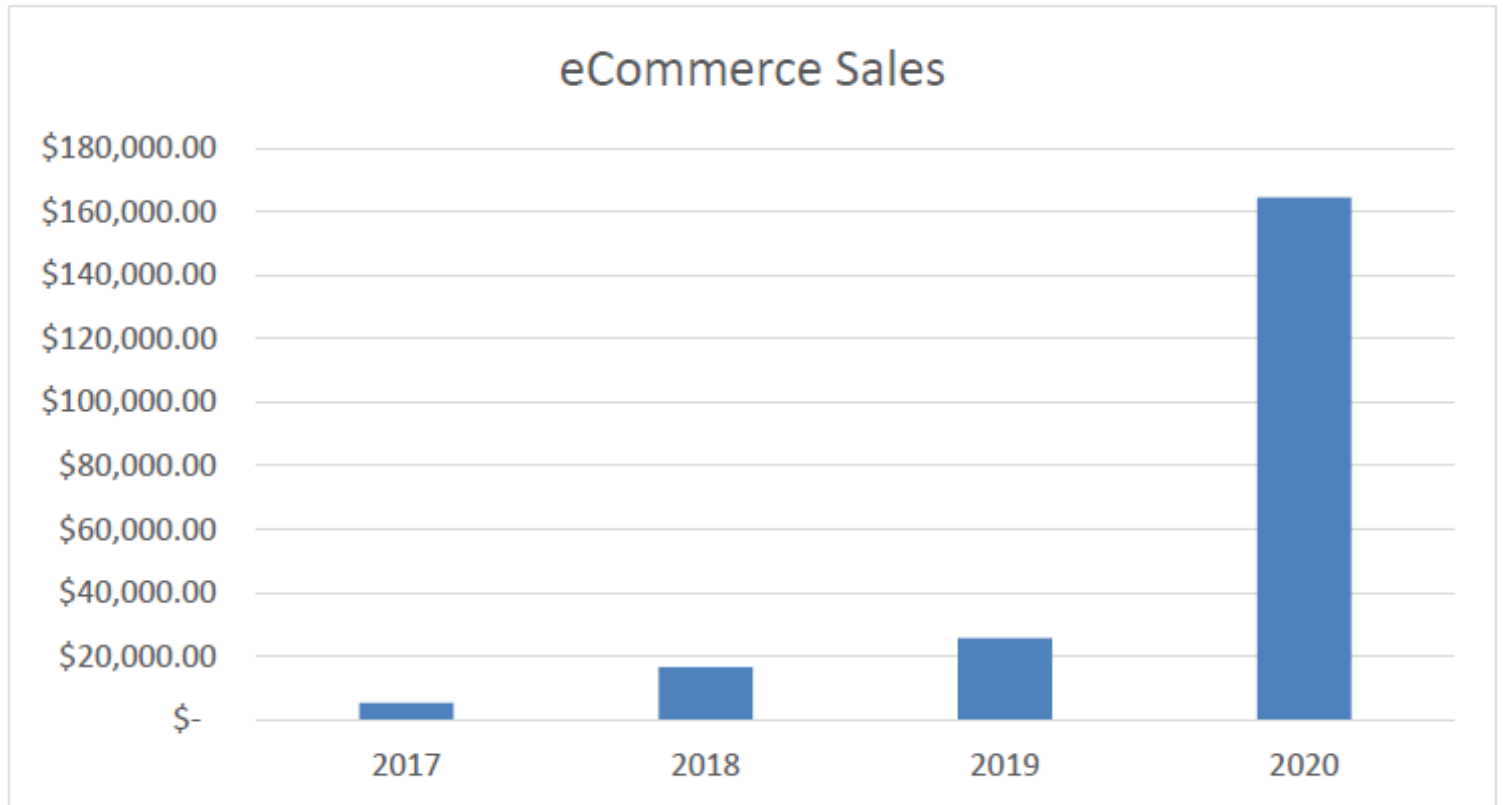
2017 \$ 1,813,306.00

2018 \$ 1,694,497.00

2019 \$ 1,774,717.00

2020 \$ 1,256,965.00

ECOM SALES



2017 \$ 5,422.72

2018 \$ 16,590.53

2019 \$ 25,715.78

2020 \$ 164,420.00

1,136,997 page views in 2020!

BEST SELLERS

Rank	Description	Avg Price	Vendor Name	\$ Sold	Qty Sold
1	Kitenge Face Mask	\$ 6.16	Global Gifts - Creation Hive	\$ 4,414.00	717
2	Tie Dye Face Mask	\$ 6.89	Unique Batik	\$ 2,026.15	294
3	Real Butterfly Wing Sterling Silver Bracelet	\$ 179.00	Silver Tree Designs	\$ 1,969.00	11
4	Plain Cotton Face Mask	\$ 5.23	Unique Batik	\$ 1,729.65	331
5	Cotton 3-Layer Face Mask	\$ 6.89	Fair Anita	\$ 1,439.55	209
6	Embroidered Wool Felt Dryer Ball	\$ 10.85	Ganesh Himal	\$ 1,247.60	115
7	Embroidered Sugar Skull Face Mask	\$ 9.93	Lucia's Imports	\$ 1,241.50	125
8	Embroidered Frida Face Mask	\$ 9.88	Lucia's Imports	\$ 1,087.00	110
9	Chocolate Flight - Gift Set of 6 Petite Bars	\$ 6.70	Servv	\$ 910.75	136
10	Embroidered Cotton Face Mask	\$ 9.83	Lucia's Imports	\$ 894.50	91
11	Organic 2-Ply Batik Adult Face Mask	\$ 7.92	Global Mamas	\$ 855.20	108
12	Justice Ruth String Doll Keychain	\$ 10.74	Kamibashi	\$ 826.65	77
13	Teardrop Butterfly Earrings 112 Chrysidia Rhipheus/Sunset Moth	\$ 78.00	Silver Tree Designs	\$ 780.00	10
14	Heart in Progress Handmade Kisii Stone	\$ 3.91	Venture Imports	\$ 739.20	189
15	Real Butterfly Wing Sterling Silver Pendant - 1.5" 112 Chrysidia Rhipheus/!	\$ 59.00	Silver Tree Designs	\$ 708.00	12
16	Ikat Duckbill Face Mask medium	\$ 8.95	Lucia's Imports	\$ 707.40	79
17	Phoenician Hand Blown Glass Votive Holder - 3.5	\$ 38.57	Ten Thousand Villages	\$ 694.20	18
18	Mountainside Chess Set Stone	\$ 170.63	Ten Thousand Villages	\$ 682.50	4
19	Beaded Hummingbird Ornament	\$ 3.73	Unique Batik	\$ 634.50	170
20	Peace Sign Layered Wood Wreath	\$ 31.36	Servv	\$ 627.20	20
21	Peace Sign Wood Vine Wreath	\$ 32.00	Servv	\$ 608.00	19
22	6" Bronze Singing Bowl with Mallet	\$ 150.00	Ten Thousand Villages	\$ 600.00	4
23	Thai Dye Headwrap	\$ 13.93	Unique Batik	\$ 585.20	42
24	Gold and White Paper Star Ornament	\$ 2.65	Ten Thousand Villages	\$ 582.00	220
25	Layered Thai Dye Tunic	\$ 57.04	Unique Batik	\$ 570.40	10
26	Soapstone Word Heart Rock	\$ 4.00	Venture Imports	\$ 563.40	141
27	Cotton Romper S/M	\$ 36.66	Ganesh Himal	\$ 549.90	15
28	Cat Eyeglass Holder	\$ 28.94	Matr Boomie	\$ 492.00	17
29	Wooden Nose Eyeglass Holder	\$ 18.85	Matr Boomie	\$ 490.20	26
30	Kantha Dish Towel	\$ 11.80	Servv	\$ 483.60	41
31	Mama Tierra 1lb Coffee	\$ 12.62	Equal Exchange	\$ 467.03	37
32	Tree of Life Wooden Trivet	\$ 19.04	Servv	\$ 457.00	24
33	Ikat Duckbill Face Mask large	\$ 8.94	Lucia's Imports	\$ 455.85	51
34	Carved Animal Balsa Wood Crayons - 8 Pack	\$ 13.98	Minga Imports	\$ 447.50	32
35	Organic Sisters Blend Coffee 1lb Drip Grind	\$ 11.42	Equal Exchange	\$ 445.52	39
36	Peruvian Travel Chess Set	\$ 36.56	Minga Imports	\$ 438.75	12
37	Bright Day Recycled Sari Hamper	\$ 72.77	Ten Thousand Villages	\$ 436.60	6
38	Adult Animal Hat: Unicorn	\$ 33.48	Andes Gifts	\$ 435.20	13
39	Sunflower Wool Felt Birdhouse	\$ 39.00	DZI Handmade	\$ 429.00	11
40	Cecilia's Poncho	\$ 59.00	Minga Imports	\$ 413.00	7
41	Fabric Face Masks	\$ 8.69	Minga Imports	\$ 408.60	47
42	Peacock Eyeglass Holder	\$ 29.00	Matr Boomie	\$ 406.00	14
43	Real Butterfly Wing Flutter Earrings Shimmering Blues	\$ 67.43	Silver Tree Designs	\$ 404.60	6
44	Chocolate Covered Espresso Beans	\$ 8.79	Women's Bean Project	\$ 404.54	46
45	Yuzu Citrus Hand-Scooped Chocolate	\$ 6.32	Zotter Chocolate	\$ 404.17	64
46	Just Haiti Medium Roast Whole Bean Coffee	\$ 13.85	Just Haiti	\$ 401.76	29
47	Owl Rosewood Eyeglass Holder	\$ 28.70	Matr Boomie	\$ 401.74	14
48	Three Metal Ring	\$ 4.99	Minga Imports	\$ 394.00	79
49	Recycled Sari Flower	\$ 8.00	Ten Thousand Villages	\$ 392.00	49
50	Corte Pleated Face Mask	\$ 9.71	Unique Batik	\$ 388.50	40

BEST SELLERS - TOP 10

- 1 Kitenge Face Mask - Global Gifts/Creation Hive
- 2 Tie Dye Face Mask - Unique Batik
- 3 Real Butterfly Wing Sterling Silver Bracelet - Silver Tree Designs
- 4 Plain Cotton Face Mask - Unique Batik
- 5 Cotton 3-Layer Face Mask - Fair Anita
- 6 Embroidered Wool Felt Dryer Ball - Ganesh Himal
- 7 Embroidered Sugar Skull Face Mask - Lucia's Imports
- 8 Embroidered Frida Face Mask - Lucia's Imports
- 9 Chocolate Flight - Gift Set of 6 Petite Bars - Serrv
- 10 Embroidered Cotton Face Mask - Lucia's Imports



PROFIT & LOSS

NORA

		10-Nora		
		Jan - Dec 20	Jan - Dec 19	\$ Change
	Income			
	4000 · Income - Sales (SUMMARY ONLY)	318,668	410,633	(91,965)
	4900 · Other Income (SUMMARY)	13,619	1,558	12,061
	Total Income	332,287	412,191	(79,904)
	Cost of Goods Sold	181,705	219,524	(37,819)
	Gross Profit	150,582	192,667	(42,085)
	Expense			
	6100 · Payroll (SUMMARY ONLY)	137,226	105,694	31,532
	7000 · Stores & Facilities (SUMMARY)	70,630	57,511	13,119
	8200 · General & Admin (SUMMARY ONLY)	14,871	15,436	(565)
	8100 · Advertising & Promo (SUMMARY)	7,571	11,068	(3,497)
	6200 · Other Staffing Expense (SUMMARY)	1,017	2,903	(1,886)
	Total Expense	231,315	192,612	38,703
	Net Income	(80,733)	55	(80,788)

MASS AVE

		20-Mass Ave		
		Jan - Dec 20	Jan - Dec 19	\$ Change
	Income			
	4000 · Income - Sales (SUMMARY ONLY)	302,922	479,070	(176,148)
	4900 · Other Income (SUMMARY)	12,936	1,286	11,650
	Total Income	315,858	480,356	(164,498)
	Cost of Goods Sold	153,681	233,199	(79,518)
	Gross Profit	162,177	247,157	(84,980)
	Expense			
	6100 · Payroll (SUMMARY ONLY)	144,270	149,632	(5,362)
	7000 · Stores & Facilities (SUMMARY)	66,542	60,243	6,299
	8200 · General & Admin (SUMMARY ONLY)	14,099	16,797	(2,698)
	8100 · Advertising & Promo (SUMMARY)	7,795	6,247	1,548
	6200 · Other Staffing Expense (SUMMARY)	1,406	3,602	(2,196)
	Total Expense	234,112	236,521	(2,409)
	Net Income	(71,935)	10,636	(82,571)

PROFIT & LOSS

BLOOMINGTON

		30-Bloomington		
		Jan - Dec 20	Jan - Dec 19	\$ Change
	Income			
	4000 · Income - Sales (SUMMARY ONLY)	281,748	403,628	(121,880)
	4900 · Other Income (SUMMARY)	12,944	1,261	11,683
	Total Income	294,692	404,889	(110,197)
	Cost of Goods Sold	143,578	205,927	(62,349)
	Gross Profit	151,114	198,962	(47,848)
	Expense			
	6100 · Payroll (SUMMARY ONLY)	157,653	136,161	21,492
	7000 · Stores & Facilities (SUMMARY)	39,269	31,851	7,418
	8200 · General & Admin (SUMMARY ONLY)	16,420	15,057	1,363
	8100 · Advertising & Promo (SUMMARY)	11,114	9,943	1,171
	6200 · Other Staffing Expense (SUMMARY)	1,454	4,534	(3,080)
	Total Expense	225,910	197,546	28,364
	Net Income	(74,796)	1,416	(76,212)

COLUMBUS

		40-Columbus		
		Jan - Dec 20	Jan - Dec 19	\$ Change
	Income			
	4000 · Income - Sales (SUMMARY ONLY)	334,967	443,301	(108,334)
	4900 · Other Income (SUMMARY)	13,935	1,589	12,346
	Total Income	348,902	444,890	(95,988)
	Cost of Goods Sold	165,239	241,042	(75,803)
	Gross Profit	183,663	203,848	(20,185)
	Expense			
	6100 · Payroll (SUMMARY ONLY)	145,675	128,379	17,296
	7000 · Stores & Facilities (SUMMARY)	73,075	48,696	24,379
	8200 · General & Admin (SUMMARY ONLY)	19,103	17,874	1,229
	8100 · Advertising & Promo (SUMMARY)	7,668	6,789	879
	6200 · Other Staffing Expense (SUMMARY)	2,269	5,087	(2,818)
	Total Expense	247,790	206,825	40,965
	Net Income	(64,127)	(2,977)	(61,150)

PROFIT & LOSS

WHOLESALE

		Total 80-Wholesale		
		Jan - Dec 20	Jan - Dec 19	\$ Change
	Income			
	4000 · Income - Sales (SUMMARY ONLY)	18,660	12,551	6,109
	4900 · Other Income (SUMMARY)	360	83	277
	Total Income	19,020	12,634	6,386
	Cost of Goods Sold	13,690	10,130	3,560
	Gross Profit	5,330	2,504	2,826
	Expense			
	6100 · Payroll (SUMMARY ONLY)		9,938	(9,938)
	7000 · Stores & Facilities (SUMMARY)	13	2,036	(2,023)
	8200 · General & Admin (SUMMARY ONLY)	3,400	566	2,834
	8100 · Advertising & Promo (SUMMARY)			
	6200 · Other Staffing Expense (SUMMARY)	105		105
	Total Expense	3,518	12,540	(9,022)
	Net Income	1,812	(10,036)	11,848

TOTAL

		TOTAL		
		Jan - Dec 20	Jan - Dec 19	\$ Change
	Income			
	4000 · Income - Sales (SUMMARY ONLY)	1,256,965	1,774,899	(517,934)
	4900 · Other Income (SUMMARY)	53,794	5,942	47,852
	Total Income	1,310,759	1,780,841	(470,082)
	Cost of Goods Sold	657,893	910,056	(252,163)
	Gross Profit	652,866	870,785	(217,919)
	Expense			
	6100 · Payroll (SUMMARY ONLY)	584,824	539,742	45,082
	7000 · Stores & Facilities (SUMMARY)	249,529	203,113	46,416
	8200 · General & Admin (SUMMARY ONLY)	67,893	69,048	(1,155)
	8100 · Advertising & Promo (SUMMARY)	34,148	34,047	101
	6200 · Other Staffing Expense (SUMMARY)	6,251	16,126	(9,875)
	Total Expense	942,645	862,076	80,569
	Net Income	(289,779)	8,709	(298,488)



**Learn more about Global
Gifts or shop with us
online at**

GLOBALGIFTSFT.COM