

2021 ANNUAL REPORT



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 (GLOBAL VILLAGE
WELCOME CENTER)
4233 Lafayette Rd.
Indianapolis, IN 46254
(317) 751-5299

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

PINTEREST

www.pinterest.com/globalgiftsft

INSTAGRAM

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

BOARD OF DIRECTORS

Marks Cannon Jr, Board Chair
Madhuri Bhaskar, Vice Board Chair
Kyle Stiffney, Treasurer
Gracia Valliant, Secretary
Jo Ellen Buffie, Former Chair
Jay Brubaker
Marks Cannon Jr.
Mark Cardwell
Sam Carpenter
Mary Clark
Kaitlyn Edwards
Sarah Ericson
Tom Kashin,
Gracia Valiant
Meredith Jones
Rhonda Sherer
Virgil Sauder



2021 REPORT

STAFF

ADMINISTRATIVE STAFF

Alissa Head, Executive Director
Sarah Swank, Marketing Manager
William Powell, Accountant
Freya Sorenson, Ecom Assistant



INDIANAPOLIS, IN (MASS AVE)

Dianna Norris, Store Manger
Gina Huff, Assistant Manage/Volunteer Coordinator
Lynne Waston, Sales Associate
Kim Johnosn, Sales Associate
Dorothy Ilgen, Sales Associate
Caroline King, Seasonal and then Sales Associate
Ali Orihuela, Sales Associate
Linnea Holt, Sales Associate
Noelle Ibrahim, Sales Associate
Phoenix Lyons, Sales Associate
Spring Rodriguez, Seasonal and then Sales Associate
Katherine Minton, Sales Associate
Jenn Crisman, Seasonal

BLOOMINGTON, IN

Dave Debikey, Store Manager
Melissa Adkins, Assist. Manager/Volunteer Coordinator
Sophia Goris, Sales Associate
Lydia Potter, Sales Associate
Olivia McDermott-Sipe, Sales Associate
Patty Moon, Sales Associate

INDIANAPOLIS, IN (NORA PLAZA)

Kinsey Davis, Store Manager (Nora & GVWC)
Kim Lingeman, Assistant Manager & Volunteer Coordinator
Becky Wigginton, Offsite Sales Associate
Anne Lennon, Sales Associate
Dee Shuppert, Sales Associate
Divya Pathak, Sales Associate (Nora & GVWC)
Courtney Tanasovich, Sales Associate
Marissa Kelsey, Sales Associate
Morgan Caylor, Seasonal Employee

COLUMBUS, OH

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

LETTER FROM THE DIRECTOR

It has been my honor to have been your Executive Director for almost 4 years. We have come a long way together during that time, including making great progress on our Strategic Plan. I'm so proud of all our team accomplished in 2021. Our sales reached pre-pandemic levels. We introduced a new wholesale line: Amazonia Vanilla. Our JEDI Committee continues to guide us as we become an organization more committed to justice, equity, diversity, and inclusion, which mirror the fair trade principles we espouse.

I am saddened to be leaving you in 2022. However, I know I leave you in good hands, and your new Executive Director will lead Global Gifts through the next important stage of the organization's long history. As another leader in the fair trade movement recently said, the artisans need you, Global Gifts!

In Gratitude and Solidarity,

Alissa Head

ALISSA HEAD
GLOBAL GIFTS, EXECUTIVE DIRECTOR



LETTER FROM AMAZONIA VANILLA

It has been an exciting 2021 year for The Amazonia Vanilla Company when we emerged and grew from an upstart vision in Ecuador, South America. The Amazonia Vanilla Company “brings people together over good food”, and that we accomplished in many ways.

We registered the company in Quito, Ecuador inviting seven diverse shareholders who bring skills, connections, multi-cultural perspectives and passion. An office and processing facility was opened on the terrace of an urban church active in refugee assistance, thus we can increasingly provide economic opportunities for dislocated and vulnerable people. We hired staff to procure, cure and process vanilla beans from the small- scale growers, support those growers, and involve them in the aspirations of sustainable partnership. The preparations and application for food safety compliance was approved.

Small scale producers give us significant encouragement through their dedication to investing in their production. Together, we held four peer to peer field ‘workshops’ where growers cluster together on each other’s plantations and we bring an Ecuadorian trainer to observe, advise and make incremental adjustments. She is particularly effective as most of our growers are indigenous women who primarily speak local languages. With our assistance ,the volume of vanilla increased four times to over 200kgs of green pods which we procured at prices above world market price.

Challenges and setbacks were inevitable in a post pandemic economy. However, marketing was rewarding as we received enthusiasm among retailers in both Ecuador and the USA on the unique nuance of this vanilla and our intent to preserve the rainforest canopy of the Amazon rainforest through sustainable production. We developed social media avenues to providing the stories, recipes and images of the wild abundance of the Amazon and our growers.

LETTER FROM AMAZONIA VANILLA

The ChocoCyril Pastry establishment is Ecuador's top end gourmet shop and counts as a significant and weekly buyer. The Global Gifts Stores likewise has rewarded us in becoming a reliable partner to fair trade stores. We are grateful to other new 2021 partners, the coffee shops, organic and local food grocery stores and online buyers who purchased and became our means to further invest in 2022.

Loren Hostetter

LOREN HOSTETTER
AMAZONIA VANILLA, EXECUTIVE DIRECTOR



Green vanilla pods.



Amazonia Vanilla products.



Training Growers on Pollinating Vanilla Flowers

JEDI IMPACT REPORT

Justice, Equity, Diversity, and Inclusion (JEDI) initiatives are important for any organization, but especially ours with a mission to promote Fair Trade Principles.

2021 was a great year for the JEDI Committee! We focused on education and training of staff in implicit bias and inclusive leadership. We partnered with community organizations to further our reach in racial justice, gender equity, and LGBTQIA advocacy. We made globalgiftsft.com ADA compliant and reviewed accessibility in stores.

The committee created diversity goals for the organization, as well as reviewing organizational materials to be more inclusive, including our Human Rights Declaration Statement.

We are still learning and have so much work to do.

Global Gifts

THE JEDI COMMITTEE

Would you like to learn more, or serve on the JEDI Committee?

Send an email to jedi@globalgiftsft.com!

VOLUNTEERS | INDIANAPOLIS, INDIANA - MASS AVE

**650+
HOURS**

Kaylynn Kenekham (3)

**100+
HOURS**

Nancy Boettner (7)

Tony Welch (5)

Christine Jackson (4)

**50+
HOURS**

Ellen Robinson (11)

Elaine Banter (2)

Caroline King (3)

Merry Blakey

Mary Liechty (40)

Katie Buschmann (6)

Katherine Minton (4)

Ann McKenzie (14)

Christopher Huff



Jennifer Daugherty
Annika Harshbarger
Marilyn Holmes
Kennedy Manuel
Coco Nate
Dazjane Nesbitt
Aaron Teater
Ellen Robinson



Brooke Ahnafield
Andrew Crecelius
Lillian Lacy
Jenna Newton
Cole Smith
Kiana Kenmotsu

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

VOLUNTEERS |

INDIANAPOLIS, INDIANA -
NORA PLAZA

400+ HOURS

Cindy Mast (33)

200+ HOURS

Marcella Slabosky (11)

100+ HOURS

Joanne Dankert (5)

Ann Carlson (14)

Linda Bullard (15)

Rick Peters (9)

Mona Stephens (8)

Zora Wilcher

50+ HOURS

Nina Chilbert (2)

Jane Bostwick (5)

Suzanne Murray (9)

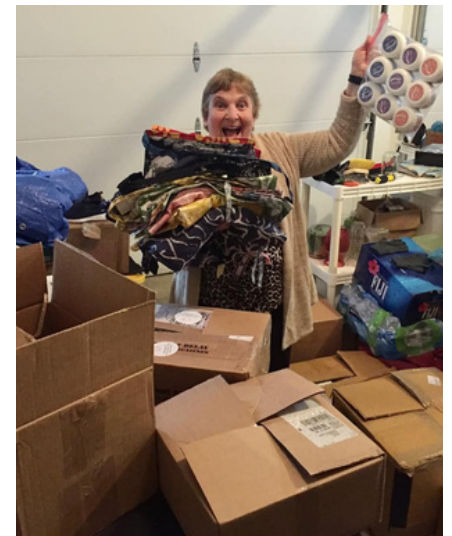
Katherine Essink (5)

Kimberly Harden (2)

Divya Pathak (4)

Jennifer Kaufmann (9)

Elizabeth Kashin (2)



Bev Hendricks (5)

Rhonda Sherer (33)

Allen Mast (32)

Margaret Miller (32)

Alice Oestreich (13)

Kelly Trimble (11)

Sue Hittle (8)

Rebecca Huet (4)

Pam Estes (3)

Dee Shuppert

Nyah Conway

Natalie Dorsch

Marissa Kelsey

Caitlyn McEvoy

Caroline Thoman

Macaira O'Connell

Thomas Janson

Katie Lawless

Iris Smith

Piper Murphy

Cecile Rock

Olivia Ariens

Christine Fox

Rachel Fox

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

VOLUNTEERS | BLOOMINGTON, INDIANA

100+ HOURS

Alyssa Huffman (2)
Barbara von Prezewoski (6)
Gracia Valliant (10)
Kathleen Hugo
Hanh Bui (4)

50+ HOURS

Addie Schmucker (3)
Barb Johnson (3)
Carol Kelly (4)
Catherine Walsh
Donna Goings (5)
Elizabeth Baker (3)
Finn Champagne
Jules Wood (6)
Kalina May
Meg Keller
Patty Moon (8)
Poorabi Nanda
Sam Fischman (3)
Sarah Ericson
Steph Gano (3)



Ada Lynch (5)
Alexandra King
Carina Jacobson
Cat Blankensop (3)
Chloe Halbert
Dorothy Lenard (11)
Gigi Kirkley (5)
Hannha Chenevert
Janice Gray (4)
Jill Kovach (12)
Juliana Wigsмоen
Kiley Ross
Larry Walsh

Layla Vamos
Lilly Rust
Linnea Holt (2)
Maeve Flaherty (4)
Mary Sullivan (7)
Maya Painter (2)
Nancy Woolery
Odessa Lyon
Olivia McDermott-
Sipe (6)
Olivia Ryan
Roma Matharu
Ryan Stringer

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

VOLUNTEERS | COLUMBUS, OHIO

100+ HOURS

Sheneve Butler (7)
Naomi Cazares

50+ HOURS

Marybeth Auletto
Josephine, Balasooriya
Gabrielle Creston
Vincent Jerrome
Laura Roberts
Samantha Solis



Nyah Conway
Alexandria Fairall
Alicia Frazier
Roxanne Demarest
Patti Gehred
Gretchen Geyer
Jennifer Goodman (2)
Maggie Hannon
Sona Hardikar

Traci Hedstrom
Karen Hull (4)
Vidhya Kewale
Brenda Kinzer
Andrea (Andi) Labita
Cassidy Law
Betsy Loeb (5)
Chavi Mohan
Anne O'Farrell Devoe (4)

Debbie Petroff
Maria Rivera-Alvarez
Jessica Sarff
Hannah Sexton
Julia Speitel
Sarah Thomas
Kelly Slavnik

Brooke Taylor
Willow Tyl
Alexis Willoughby
Sue Wolford
Kendall Watkins
Tina Xie

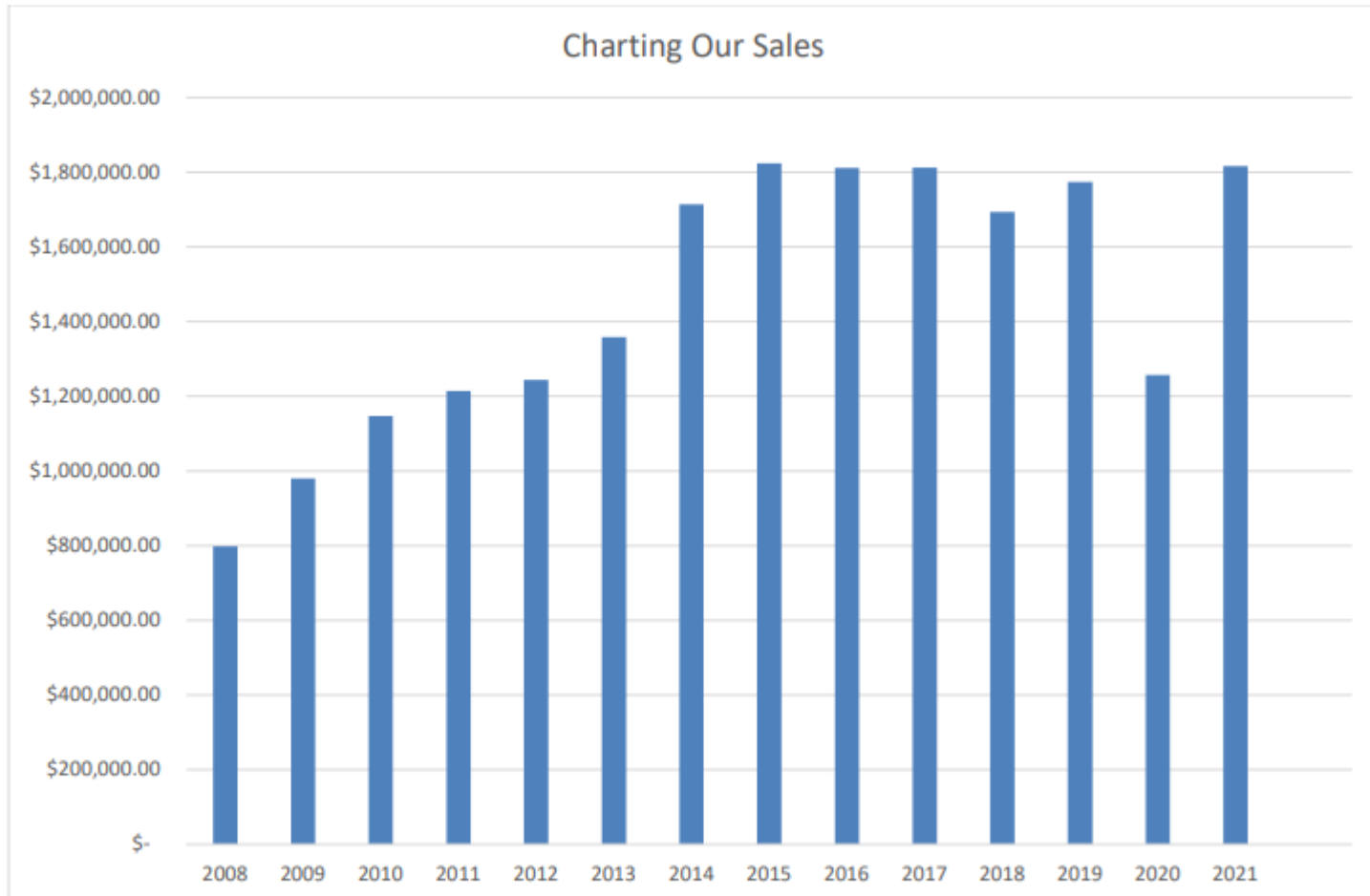
*Years of service indicated in parenthesis for volunteers who have served over a year.

STATEMENT OF FINANCIAL POSITION

Global Gifts, Inc
Balance Sheet vs. Prior Year
As of December 31, 2021

	<u>Dec 31, 21</u>	<u>Dec 31, 20</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings	329,026	337,338	(8,312)
Other Current Assets			
1500 · Inventory (SUMMARY ONLY)	287,143	245,500	41,643
1490 · Prepaid Expense	2,659	2,659	
Total Other Current Assets	<u>289,802</u>	<u>248,159</u>	<u>41,643</u>
Total Current Assets	<u>618,828</u>	<u>585,497</u>	<u>33,331</u>
Fixed Assets			
1700 · Property (SUMMARY ONLY)	110,111	110,111	
1800 · Accumulated Depn (SUMMARY ONLY)	<u>(110,111)</u>	<u>(110,111)</u>	
Total Fixed Assets			
Other Assets			
1600 · Other Assets (SUMMARY ONLY)	<u>12,024</u>	<u>12,024</u>	
Total Other Assets	<u>12,024</u>	<u>12,024</u>	
TOTAL ASSETS	<u>630,852</u>	<u>597,521</u>	<u>33,331</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Credit Cards	94,417	87,872	6,545
Accounts Payable	56,423	18,411	38,013
Other Current Liabilities	<u>53,897</u>	<u>51,461</u>	<u>2,436</u>
Total Current Liabilities	<u>204,737</u>	<u>157,744</u>	<u>46,993</u>
Long Term Liabilities			
2991 · EIDL Loan	150,000	150,000	
2990 · PPP Loan Funds		95,000	(95,000)
Total Long Term Liabilities	<u>150,000</u>	<u>245,000</u>	<u>(95,000)</u>
Total Liabilities	<u>354,737</u>	<u>402,744</u>	<u>(48,007)</u>
Equity	<u>276,115</u>	<u>194,777</u>	<u>81,338</u>
TOTAL LIABILITIES & EQUITY	<u>630,852</u>	<u>597,521</u>	<u>33,331</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

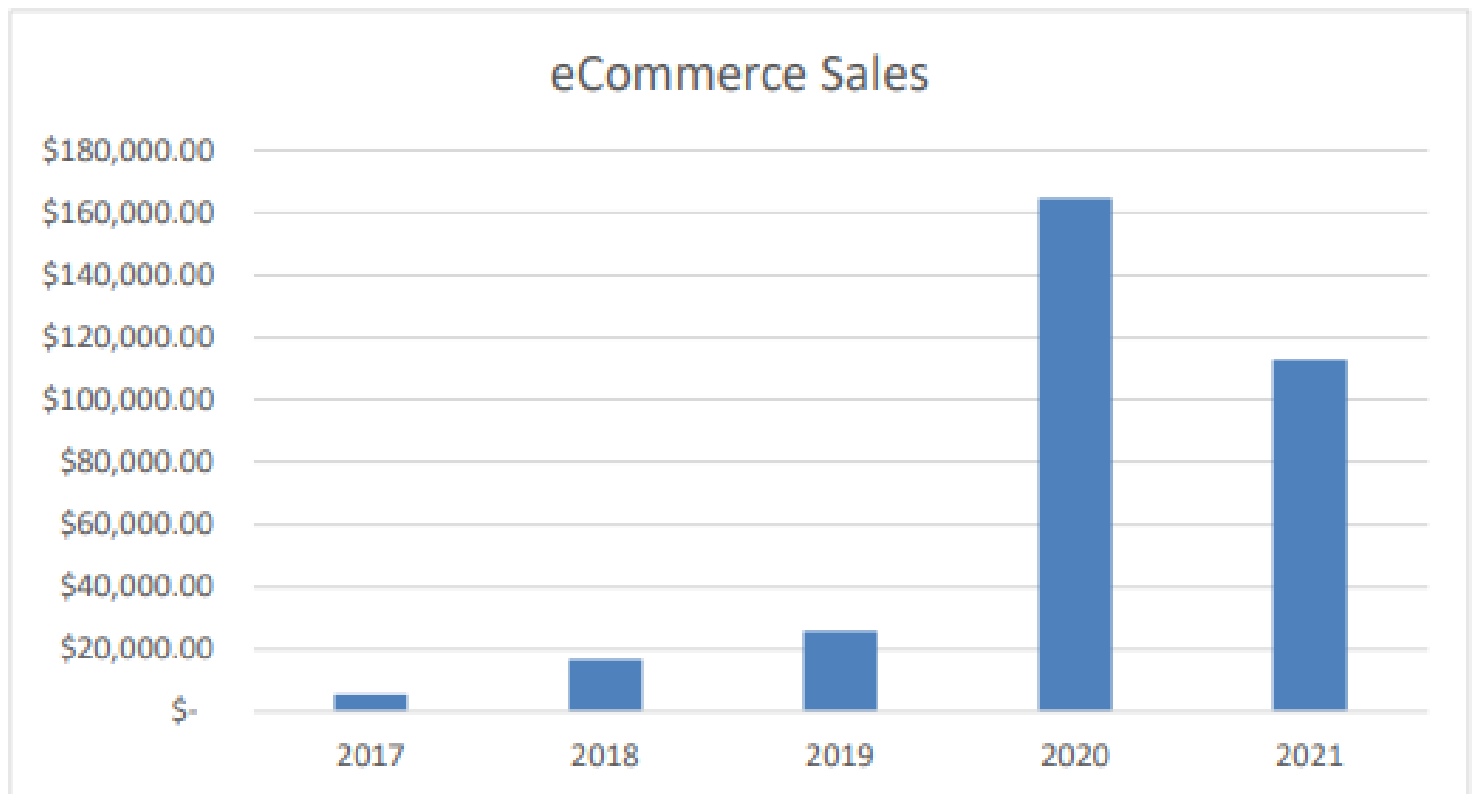
2018 \$ 1,694,497.00

2019 \$ 1,774,717.00

2020 \$ 1,256,965.00

2021 \$ 1,817,129.00

ECOM SALES



2017 \$ 5,422.72

2018 \$ 16,590.53

2019 \$ 25,715.78

2020 \$ 164,420.00

2021 \$ 112,793.00

872,571 page views in 2021!

BEST SELLERS

RANK	DESCRIPTION	VENDOR NAME	QTY SOLD	\$ SOLD
1	Chocolate Flight - Gift Set of 6 Petite Bars	Serrv	734	\$ 5,025.71
2	Bicycle Pizza Cutter	Ten Thousand Villages	205	\$ 4,389.58
3	Butterfly Wing Link Bracelet	Silver Tree Designs	23	\$ 4,117.00
4	Organic Cotton Finger Puppet	Lucuma	812	\$ 4,037.14
5	Bright Day Recycled Sari Hamper	Ten Thousand Villages	54	\$ 3,965.01
6	Kantha Dish Towel	Serrv	311	\$ 3,675.00
7	Beaded Ornament: Hummingbird	Unique Batik	483	\$ 3,639.00
8	Embroidered Wool Felt Dryer Ball	Ganesh Himal	303	\$ 3,594.60
9	Tie Dye Wide Headband	Unique Batik	242	\$ 3,381.70
10	Labrado Band Alpaca Ring	Minga Imports	338	\$ 3,034.80
11	Recycled Sari Flower	Ten Thousand Villages	402	\$ 2,963.38
12	Peeping Shelf Cat in Balsa Wood	Serrv	147	\$ 2,937.00
13	Justice Ruth String Doll Keychain	Kamibashi	244	\$ 2,910.40
14	Work in Progress Soapstone Heart Rock	Venture Imports	676	\$ 2,834.80
15	Jari Embroidered 2 Zip Passport Bag	Ganesh Himal	102	\$ 2,732.95
16	Ornate Alpaca Ring	Minga Imports	227	\$ 2,720.40
17	Peace Sign Wood Vine Wreath	Serrv	86	\$ 2,715.20
18	Yellow School Bus Wooden Toy	Mr Ellie Pooh	46	\$ 2,700.30
19	Peace Sign Layered Wood Wreath	Serrv	84	\$ 2,675.20
20	African Loose Leaf Tea Sampler	Serrv	155	\$ 2,659.97
21	Cat Eyeglass Holder	Matr Boomie	79	\$ 2,554.90
22	Good Luck 3-Legged Clay Pig	Ten Thousand Villages	351	\$ 2,553.51
23	Carved Animal Balsa Wood Crayons - 8 Pack	Minga Imports	172	\$ 2,542.25
24	Butterfly Wing Teardrop Pendant - Chrysiridia Rhipheus/Sunset Moth	Silver Tree Designs	42	\$ 2,523.00
25	Geometric Leather Wrap Ring	Ten Thousand Villages	462	\$ 2,494.89
26	7 Vibes Bracelet Rainbow	Ten Thousand Villages	144	\$ 2,476.94
27	Adjustable Labrado Ring with Stone	Minga Imports	176	\$ 2,464.00
28	Rainbow Tree of Life Necklace	Minga Imports	126	\$ 2,384.00
29	Chocolate Covered Espresso Beans 6oz	Women's Bean Project	302	\$ 2,338.29
30	Wanderer's Compass	Ten Thousand Villages	84	\$ 2,329.66
31	Three Metal Ring	Minga Imports	464	\$ 2,316.25
32	Mini Dark Chocolate	Equal Exchange	9390	\$ 2,298.46
33	Prosperity Tota Hanging - 15 Birds	Mira Fair Trade	123	\$ 2,284.06
34	Guitar String Ring	Unique Batik	568	\$ 2,266.40
35	Bread Warmer: Mandala	Serrv	71	\$ 2,254.40
36	6" Bronze Singing Bowl with Mallet	Ten Thousand Villages	15	\$ 2,250.00
37	Milk Chocolate Advent Calendar	Divine Chocolate	232	\$ 2,246.70
38	Kitenge Face Mask	Creation Hive - Global Gifts	282	\$ 2,230.80
39	Find Your True North Necklace	Ten Thousand Villages	59	\$ 2,218.35
40	Beaded Key Ring Lanyard	Unique Batik	179	\$ 2,216.00
41	Kitty Prints Black & White Mug	Ten Thousand Villages	89	\$ 2,167.36
42	Alpaca Small Suri Llama Stuffed Animal	Minga Imports	49	\$ 2,142.80
43	Essential Companion Shopping Tote	Ten Thousand Villages	45	\$ 2,120.94
44	Lak Lake Tea Infuser Mug	Serrv	79	\$ 2,107.30
45	Inauguration Day Bernie Felt Ornament	Silk Road Bazaar	98	\$ 2,102.10
46	Tie Dye Face Mask	Unique Batik	301	\$ 2,093.20
47	Butterfly Wing Cascading Pendant with Chain	Silver Tree Designs	29	\$ 2,083.15
48	Copper Bell Chimes with Curved Stem - 7 Bells	Mira Fair Trade	53	\$ 2,038.40
49	Tree of Life Wooden Trivet	Serrv	102	\$ 2,030.00
50	Felted Wool Ball Trivet: Multicolor	Ganesh Himal	81	\$ 2,021.00

BEST SELLERS - TOP 10

- 1 Chocolate Flight - Gift Set of 6 Petite Bars - Serrv
- 2 Bicycle Pizza Cutter - Ten Thousand Villages
- 3 Butterfly Wing Link Bracelet - Silver Tree Designs
- 4 Organic Cotton Finger Puppet - Lucuma
- 5 Bright Day Recycled Sari Hamper - Ten Thousand Villages
- 6 Kantha Dish Towel - Serrv
- 7 Beaded Ornament: Hummingbird - Unique Batik
- 8 Embroidered Wool Felt Dryer Ball - Ganesh Himal
- 9 Tie Dye Wide Headband - Unique Batik
- 10 Labrado Band Alpaca Ring - Minga Imports

1



2



3



4



5



6



7



8



9



10



PROFIT & LOSS

NORA

	10-Nora		
	Jan - Dec 21	Budget	\$ Over Budget
Income			
4000 · Income - Sales (SUMMARY ONLY)			
4010 · Sales	439,629	403,487	36,142
4020 · E-commerce sales	24,336	40,349	(16,013)
4090 · Shipping - Customer Paid	2,306	2,219	87
Total 4000 · Income - Sales (SUMMARY ONLY)	466,271	446,055	20,216
4900 · Other Income (SUMMARY)			
4960 · Miscellaneous Income	52,973	29,700	23,273
4910 · Charitable Contributions	12,936	5,063	7,874
4950 · Interest Income			
Total 4900 · Other Income (SUMMARY)	65,909	34,763	31,147
Total Income	532,181	480,817	51,363
Cost of Goods Sold			
5000 · Cost of Sales (SUMMARY ONLY)	237,650	201,744	35,907
Total COGS	237,650	201,744	35,907
Gross Profit	294,530	279,074	15,457
Expense			
6100 · Payroll (SUMMARY ONLY)	158,831	161,902	(3,070)
7000 · Stores & Facilities (SUMMARY)	81,131	66,631	14,501
8200 · General & Admin (SUMMARY ONLY)	21,663	15,285	6,378
8100 · Advertising & Promo (SUMMARY)	10,034	9,000	1,034
6200 · Other Staffing Expense (SUMMAR	2,869	3,000	(131)
Total Expense	274,529	255,817	18,711
Net Income	20,002	23,256	(3,255)

MASS AVE

	20-Mass Ave		
	Jan - Dec 21	Budget	\$ Over Budget
Income			
4000 · Income - Sales (SUMMARY ONLY)			
4010 · Sales	420,221	430,426	(10,205)
4020 · E-commerce sales	18,729	43,043	(24,314)
4090 · Shipping - Customer Paid	1,672	2,350	(679)
Total 4000 · Income - Sales (SUMMARY ONLY)	440,622	475,819	(35,198)
4900 · Other Income (SUMMARY)			
4960 · Miscellaneous Income	52,972	26,400	26,572
4910 · Charitable Contributions	6,268	6,000	268
4950 · Interest Income			
Total 4900 · Other Income (SUMMARY)	59,241	32,400	26,841
Total Income	499,862	508,219	(8,357)
Cost of Goods Sold			
5000 · Cost of Sales (SUMMARY ONLY)	201,177	210,048	(8,871)
Total COGS	201,177	210,048	(8,871)
Gross Profit	298,685	298,171	514
Expense			
6100 · Payroll (SUMMARY ONLY)	167,449	178,446	(10,997)
7000 · Stores & Facilities (SUMMARY)	67,291	73,162	(5,870)
8200 · General & Admin (SUMMARY ONLY)	22,794	23,254	(459)
8100 · Advertising & Promo (SUMMARY)	10,278	9,000	1,278
6200 · Other Staffing Expense (SUMMAR	2,239	3,120	(881)
Total Expense	270,051	286,981	(16,930)
Net Income	28,634	11,190	17,443

PROFIT & LOSS

BLOOMINGTON

	30-Bloomington		
	Jan - Dec 21	Budget	\$ Over Budget
Income			
4000 · Income - Sales (SUMMARY ONLY)			
4010 · Sales	383,988	398,724	(14,736)
4020 · E-commerce sales	19,092	39,872	(20,781)
4090 · Shipping - Customer Paid	1,873	2,193	(320)
Total 4000 · Income - Sales (SUMMARY ONLY)	404,953	440,790	(35,836)
4900 · Other Income (SUMMARY)			
4960 · Miscellaneous Income	52,957	23,100	29,857
4910 · Charitable Contributions	13,235	5,250	7,985
4950 · Interest Income			
Total 4900 · Other Income (SUMMARY)	66,191	28,350	37,841
Total Income	471,145	469,140	2,005
Cost of Goods Sold			
5000 · Cost of Sales (SUMMARY ONLY)	202,885	232,695	(29,810)
Total COGS	202,885	232,695	(29,810)
Gross Profit	268,259	236,444	31,815
Expense			
6100 · Payroll (SUMMARY ONLY)	167,831	148,715	19,117
7000 · Stores & Facilities (SUMMARY)	37,346	44,710	(7,364)
8200 · General & Admin (SUMMARY ONLY)	20,119	20,848	(729)
8100 · Advertising & Promo (SUMMARY)	8,794	9,000	(206)
6200 · Other Staffing Expense (SUMMAR	2,376	4,928	(2,552)
Total Expense	236,466	228,201	8,265
Net Income	31,794	8,243	23,551

COLUMBUS

	40-Columbus		
	Jan - Dec 21	Budget	\$ Over Budget
Income			
4000 · Income - Sales (SUMMARY ONLY)			
4010 · Sales	383,722	319,151	64,572
4020 · E-commerce sales	50,636	95,745	(45,109)
4090 · Shipping - Customer Paid	6,982	5,266	1,716
Total 4000 · Income - Sales (SUMMARY ONLY)	441,340	420,162	21,179
4900 · Other Income (SUMMARY)			
4960 · Miscellaneous Income	53,043	28,596	24,447
4910 · Charitable Contributions	10,390	6,500	3,890
4950 · Interest Income	0	288	(288)
Total 4900 · Other Income (SUMMARY)	63,434	35,384	28,050
Total Income	504,774	455,546	49,228
Cost of Goods Sold			
5000 · Cost of Sales (SUMMARY ONLY)	228,151	156,511	71,639
Total COGS	228,151	156,511	71,639
Gross Profit	276,623	299,034	(22,411)
Expense			
6100 · Payroll (SUMMARY ONLY)	167,279	165,247	2,032
7000 · Stores & Facilities (SUMMARY)	70,528	63,505	7,023
8200 · General & Admin (SUMMARY ONLY)	26,596	21,435	5,160
8100 · Advertising & Promo (SUMMARY)	8,626	9,000	(374)
6200 · Other Staffing Expense (SUMMAR	2,916	3,840	(924)
Total Expense	275,944	263,027	12,917
Net Income	679	36,007	(35,328)

PROFIT & LOSS

WHOLESALE

	Total 80-Wholesale		
	Jan - Dec 21	Budget	\$ Over Budget
Income			
4000 · Income - Sales (SUMMARY ONLY)			
4010 · Sales	21,097	18,816	2,281
4020 · E-commerce sales		9,408	(9,408)
4090 · Shipping - Customer Paid	17	2,822	(2,806)
Total 4000 · Income - Sales (SUMMARY ONLY)	21,113	31,046	(9,933)
4900 · Other Income (SUMMARY)			
4960 · Miscellaneous Income		2,200	(2,200)
4910 · Charitable Contributions		500	(500)
4950 · Interest Income		132	(132)
Total 4900 · Other Income (SUMMARY)		2,832	(2,832)
Total Income	21,113	33,878	(12,765)
Cost of Goods Sold			
5000 · Cost of Sales (SUMMARY ONLY)	20,883	15,523	5,360
Total COGS	20,883	15,523	5,360
Gross Profit	230	18,355	(18,125)
Expense			
6100 · Payroll (SUMMARY ONLY)		5,241	(5,241)
7000 · Stores & Facilities (SUMMARY)		8,748	(8,748)
8200 · General & Admin (SUMMARY ONLY)		2,344	(2,344)
8100 · Advertising & Promo (SUMMARY)		900	(900)
6200 · Other Staffing Expense (SUMMAR		1,680	(1,680)
Total Expense		18,913	(18,913)
Net Income	230	(558)	788

TOTAL

	TOTAL		
	Jan - Dec 21	Budget	\$ Over Budget
Income			
4000 · Income - Sales (SUMMARY ONLY)			
4010 · Sales	1,648,657	1,570,604	78,053
4020 · E-commerce sales	112,793	228,417	(115,624)
4090 · Shipping - Customer Paid	12,850	14,851	(2,001)
Total 4000 · Income - Sales (SUMMARY ONLY)	1,774,300	1,813,872	(39,572)
4900 · Other Income (SUMMARY)			
4960 · Miscellaneous Income	211,945	109,996	101,949
4910 · Charitable Contributions	42,829	23,313	19,517
4950 · Interest Income	0	420	(420)
Total 4900 · Other Income (SUMMARY)	254,775	133,729	121,046
Total Income	2,029,075	1,947,601	81,474
Cost of Goods Sold			
5000 · Cost of Sales (SUMMARY ONLY)	890,746	816,522	74,225
Total COGS	890,746	816,522	74,225
Gross Profit	1,138,328	1,131,079	7,249
Expense			
6100 · Payroll (SUMMARY ONLY)	661,390	659,550	1,840
7000 · Stores & Facilities (SUMMARY)	256,296	256,755	(458)
8200 · General & Admin (SUMMARY ONLY)	91,172	83,166	8,006
8100 · Advertising & Promo (SUMMARY)	37,731	36,900	831
6200 · Other Staffing Expense (SUMMAR	10,400	16,568	(6,168)
Total Expense	1,056,990	1,052,939	4,051
Net Income	81,338	78,140	3,198



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