

## 2012 BtoZ Family Initiatives Profit and Loss

### Income

Donations	\$14,406.06
Book Sales	\$7,215.01

-----

\$21,621.07

### Expenses

Salary	\$33,600.00
Paypal Sales Fee	\$119.51
Paypal donation Fee	\$491.43

#### Postage

Paypal	\$265.77
Itemized	\$223.20

Conference	\$2,078.24
Outreach - Youth	\$780.91
Publishing	\$7,364.30
Supplies	\$1,061.42
Web	\$497.07
Youth Curriculum	\$49.47
Misc	\$205.07

-----

\$46,736.39

### Profit

(\$25,115.32)

(2010 Profit = \$6,809.22, 2011 profit = 3,327.63)

(Portion of salary designated from Family Initiatives was over estimated in 2012.)

(Adjustments will be made in 2013 to portion of salary designated from Family Initiatives.)

(In 2012 there were also high publishing expenses. These should be far less in 2013 as our inventory is high.)