

# LETs

## Balance Sheet

As of December 31, 2019

	<u>Dec 31, 19</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	655.07
<b>Other Current Assets</b>	
<b>Bracelet Inventory</b>	
Freight In	2,016.66
Jewelry Pliers	201.50
LETs Charms	3,114.65
LETs Double Wrap Diffuser Bead	5,476.00
LETs Hang Tags	10.00
Raw Materials	425.23
<b>Total Bracelet Inventory</b>	<u>11,244.04</u>
<b>Total Other Current Assets</b>	<u>11,244.04</u>
<b>Total Current Assets</b>	11,244.04
<b>Fixed Assets</b>	
Furniture and Equipment	1,104.00
Motorcycle	1,050.00
<b>Total Fixed Assets</b>	<u>2,154.00</u>
<b>TOTAL ASSETS</b>	<u><u>13,398.04</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
Accounts Payable	3,633.05
<b>Total Accounts Payable</b>	3,633.05
<b>Other Current Liabilities</b>	
Salary & Wages Payable	4,578.10
Payroll Liabilities	639.90
TN Sales Tax Payable	35.11
<b>Total Other Current Liabilities</b>	<u>5,253.11</u>
<b>Total Current Liabilities</b>	<u>8,886.16</u>
<b>Total Liabilities</b>	8,886.16
<b>Equity</b>	
Retained Earnings	2,730.39
Net Income	1,781.49
<b>Total Equity</b>	<u>4,511.88</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>13,398.04</u></u>

**LETs**  
**Profit & Loss**  
January through December 2019

	<u>Jan - Dec 19</u>
Ordinary Income/Expense	
Income	
Direct Public Support	
Individ, Business Contributions	88,303.00
Total Direct Public Support	88,303.00
Indirect Public Support	20.28
LETs Bracelet Sales	
Lets Bracelet Custom	1,755.00
LETs Bracelet Diffuser Bead	4,930.00
Lets Bracelet Pay it Forward	25.00
LETs Majok Bracelet	16,755.00
Educator Discount	-1,200.00
Freight Out	1,038.46
LETs Bracelet Sales - Other	175.00
Total LETs Bracelet Sales	23,478.46
Program Income	
LETS Education Course	9,000.00
Sales Discount	-8,367.00
Total Program Income	633.00
Total Income	112,434.74
Cost of Goods Sold	
Cost of Goods Sold	
LETS Build a Bracelet Kit	28.75
LETs Bracelet Custom	238.50
LETs Double Wrap Diffuser	724.50
LETs Majok Bracelet	6,670.00
LETs Charm	587.62
Shipping & Handling	1,745.71
Total Cost of Goods Sold	9,995.08
Total COGS	9,995.08
Gross Profit	102,439.66
Expense	
Administrative	
Fundraising Expenses	
Commission	2,542.00
Total Fundraising Expenses	2,542.00
Accounting Fees	692.95
Annual Report	20.95
Total Administrative	3,255.90
Business Expenses	
LETS Course Materials	5,388.41
Total Business Expenses	5,388.41
Contract Services	
Outside Contract Services	
IT Services	2,025.00
Kaylia Dunstan	10,164.90
Ron Gandiza	5,000.00
Outside Contract Services - Other	250.00
Total Outside Contract Services	17,439.90
Total Contract Services	17,439.90
Operations	

**LETs**  
**Profit & Loss**  
January through December 2019

	<u>Jan - Dec 19</u>
Bank Fees	464.86
Printing and Copying	677.04
Processing Fees	1,850.70
Social Media	<b>216.00</b>
Software	
Mailchimp	16.26
G Suite	1,118.00
Base Camp	869.20
Software - Other	20.00
Total Software	<b>2,023.46</b>
Supplies	38.22
Telephone, Telecommunications	49.95
Website	7,851.41
Total Operations	13,171.64
Other Types of Expenses	
Advertising Expenses	<b>6,790.49</b>
Total Other Types of Expenses	6,790.49
Payroll Expenses	1,097.08
Haiti Operations	
Community Support	257.00
Transportation	520.00
Meals for Staff	20.00
Planting Expenses	291.00
Bracelet Supplies	647.48
Educator Supplies	257.11
Fuel Expenses	425.00
Haiti Office Expense	1,022.19
Interpreter -Translator	<b>455.00</b>
Majok Seeds	1,450.04
Salary & Wages	
Annie Vander Werff	13,750.00
Neil Jean Louis Paul	20,550.40
Manufacturer Wages	1,404.00
Educator Wages	2,655.00
Farmer Wages	1,062.19
Salary & Wages - Other	0.00
Total Salary & Wages	<b>39,421.59</b>
Total Haiti Operations	44,766.41
Travel and Meetings	
Meals	1,198.01
Travel	7,545.33
Travel and Meetings - Other	5.00
Total Travel and Meetings	<b>8,748.34</b>
Total Expense	<b>100,658.17</b>
Net Ordinary Income	1,781.49
Net Income	<b><u>1,781.49</u></b>