



THE
KABBALAH
CENTRE

2020 ANNUAL REPORT

TABLE OF CONTENTS

5	Karen Berg Dedication
6	Our Mission
8	Letter From Michael Berg
9	Letter From Monica Berg
10	2020 At A Glance
12	KCI's Reponse To COVID-19
14	Spiritually Hungry
16	Our Team
18	Guidance Sessions
20	Your Impact
22	Our Supporters
24	The Karen Berg Scholarship Fund
26	The Rav Berg Zohar Project
28	The Year In Publishing
32	Financials



It's through

CHALLENGES

that we perfect our souls
and become who we

NEED TO BE

-Karen Berg

On July 30th of 2020, Karen Berg, Spiritual Director of The Kabbalah Centre, chose to leave this world. In her lifetime, Karen had certainty that the revelation of Kabbalah would uplift the entire world, and so she worked tirelessly to bring the wisdom and tools of Kabbalah to the masses.

KAREN'S LEGACY IS, MORE THAN ANYTHING, ONE OF UNITY AND INCLUSION.

Under her leadership, The Kabbalah Centre grew into a global organization with over 40 Centres worldwide. She studied Kabbalah as a woman at a time when orthodoxy mandated only learned Jewish men over the age of 40 could learn. She then opened the doors of kabbalistic study to all, teaching thousands of people from all walks of life.

An unflinching force for global change, Karen never wavered from her belief that each person has a spark of Light within. Her vision was for humanity to come together and truly unite on a soul level; working with diverse beliefs to bring the world to a better place through mutual respect, dignity, and love for humanity.

As anyone who has ever met her can attest, Karen was fierce, powerful, gentle and kind; a true being of sharing with a loving soul. Dedicated to a life of helping others, she helped countless people transform their lives. The Kabbalah Centre is committed to continuing in her giant footsteps to bring Kabbalah to more people and regions than ever before.

As they smile upon us from the supernal world, the Rav and Karen's support has become even more powerful and greatly assists us in continuing our work to spread the wisdom of Kabbalah and, thereby, lift up all of humanity.

OUR MISSION

The Kabbalah Centre's mission is to share Kabbalah's life-changing wisdom and tools with as many people in the world as possible. Through The Wisdom Of Kabbalah, We Empower Humanity To Transform & Achieve True Fulfillment.





My parents, Rav and Karen Berg, inspired thousands over the years to turn to spirituality in a very real way, teaching them the keys to achieving true, lasting fulfillment. They viewed themselves as conduits for the Light; their work a gift from the Creator. They felt the benefits of transformational sharing and desired for others to share in that satisfying feeling. And so, they happily shared the gift of Kabbalah with the world.

Through our work sharing the wisdom of Kabbalah, hundreds of thousands of people from different nationalities, races, religions, and walks of life have joined together through the principles of human dignity and respect. This past year alone, we sold over 31k Kabbalah Centre books and reached over 58 million people through social media – amazing evidence of our reach, and we could not have done any of it without you. My father, The Rav, was always excited about spreading the wisdom of Kabbalah to as many people as possible, as he knew that this is the way to bring real change to this world. May we all have the merit to transform our consciousness and to channel the Light that will bring us to the end of our goal.

Michael Berg



I have always approached the work we do with a deep sense of gratitude and an appreciation for the importance of our endeavor. I've never felt that more profoundly than in 2020. As the world changed more drastically and rapidly than one could ever have imagined, I took inspiration from how communities banded together in support of one another and in an interconnected search for Light in dark times. When our physical locations closed around the world in rapid succession we were able to transition quickly to virtual connections and new ways of communicating in large part due to the support and efforts of our friends, colleagues, and the support of our dedicated community.

While the transition to predominantly online teaching during the Covid-19 pandemic wasn't an easy feat, the tireless efforts of Kabbalah Centre teachers and staff allowed an ever-growing number of students and audiences around the world to join our webinars and classes from the most remote parts unknown. That connection with people who may have never made it to one of our in-person seminars made all the effort worthwhile. Cognizant of the financial setbacks that effected so many, a broad offering of our events and seminars were given on a pay-what-you-can basis to make the wisdom accessible to those hit hardest.

On a personal note, I felt a deep loss, as I know many of us did, when Karen Berg, my mother-in-law, teacher, and friend left our physical world and transcended to a place where her spirit and energy could aid us all in the work of awakening human dignity and bringing order to the chaos of this world. I know her absence is keenly felt by our global community and the many projects she championed. We could not have started the year without her or ended it as strongly as we did without her continued presence in our lives and hearts.

I continue to approach my role with a sense of joy, humility, and determination. I am excited that this family continues to grow, show up for each other, and embrace the infinite possibilities that The Kabbalah Centre offers to us all.

With gratitude,

Monica Berg

2020 AT A GLANCE



7,430
MEMBERS



1,022
SUPPORTERS
OF THE WORK



2,514
SCHOLARSHIP
RECIPIENTS



\$14.6M
DONATIONS
RAISED



43,419
ZOHARS
DISTRIBUTED



58,164,775
PEOPLE REACHED
THROUGH SOCIAL
MEDIA

31,585

KABBALAH CENTRE
BOOKS SOLD

K1
28,600

STUDENTS WHO
TOOK KABBALAH 1

OUR WISDOM IS LEARNED IN IN OVER 100 COUNTRIES AROUND THE WORLD

Afghanistan Argentina Australia Austria Azerbaijan
Bahrain Bangladesh Barbados Belarus Belgium Benin
Bermuda Bolivia Bosnia Brazil Bulgaria Cameroon
Canada Chile Colombia Costa Rica Croatia Cuba
Cyprus Czech Republic Denmark Dominican Republic
Ecuador Egypt El Salvador Estonia Ethiopia Finland
France Germany Ghana Greece Guatemala Haiti
Honduras Hong Kong Hungary Iceland India Indonesia
Ireland Israel Italy Ivory Coast Jamaica Japan
Kazakhstan Kenya Kuwait Latvia Lebanon Lithuania
Malaysia Macedonia Malta Mexico Jordan Mongolia
Moldova Morocco Nepal Netherlands New Zealand
Nigeria Norway Pakistan Panama Paraguay Peru
Philippines Poland Portugal Puerto Rico Qatar
Romania Russia Scotland Serbia Slovakia Slovenia
South Africa Spain Sweden Switzerland Taiwan
Tanzania Thailand Trinidad Turkey United Kingdom
United Arab Emirates United States Venezuela
Vietnam Zambia Zimbabwe

KCI'S RESPONSE TO COVID-19

EXPAND ACCESS TO REACH MORE PEOPLE

In response to the COVID-19 pandemic, we quickly pivoted our strategy by removing financial barriers and increasing the ways new and long-time students access Kabbalah. Thanks to an investment in our technological infrastructure in 2019, we had many of the tools to quickly transition to an online learning and working environment. We switched our foundational courses, High Holiday events, and other connections to a pay-what-you-can model, helping those experiencing financial difficulties stay connected to the Centre. We launched the Spiritually Hungry podcast to great aplomb, with over 300K views in 2020. We published Monica Berg's Rethink Love, which attracted new students by offering spiritual relationship guidance. And in spite of world events and a new online learning environment, our Global Kabbalah 1s saw a 50% increase in average student registration compared to Kabbalah 1 courses last year.

PROVIDE MORE AND IMPROVED RESOURCES

Bringing all of our presence online and into a centralized global calendar meant that we could enhance our content and better feature our diverse group of teachers to our growing community. Our team worked hard to expand our live stream schedule, implement a multilingual website, offer connections with live Spanish dubbing, and promote our variety of personalized teacher services. Whether through global healing calls, tzadikim tours, astrology panels, astrology charts, or personal meditations, our teachers and students got to know each other in new and profound ways.

A UNIFIED IMPACT

We all know and have felt the power of being surrounded by a group of like-minded friends and community. While 2020 physically separated us, virtually and spiritually, we were connected in groups larger than ever before. As seen through our Pesach and Rosh Hashanah live streams, the largest Zohar Project to date, and participation in our fundraising events throughout the year, our community was strong and made a collective difference in the world. Last year's Pesach livestreams hosted 14,000 students, and Rosh Hashanah welcomed 5,700 households—nearly double the attendance from 2019.



SPIRITUALLY HUNGRY

WITH MICHAEL & MONICA BERG

Michael and Monica Berg launched their official weekly podcast, Spiritually Hungry, in June of 2020, where their first 27 episodes of 2020 reached over 407,000 people. They dive deeply into spiritual topics like grief, forgiveness, love, anger, and much more.



WHAT LISTENERS ARE SAYING

"I LOVE this podcast!! I was looking for an uplifting podcast that would educate me in a non-preachy way. I found that perfect mix with this podcast! I never stick with one podcast long before getting bored. This is one of the first ones that I actually look forward to listening to every week. Michael and Monica are very relatable and give excellent advice in a way that's fun and engaging to listen to."

"Absolute angelic legends! Thank you both for your constant reminders on how to live a more spiritually enriched life through Kabbalah. The energy between you two radiates, and I can feel your light all the way in Melbourne, Australia. Listening to your podcasts perk me up even on my most solemn days. Blessings to you, and thank you for your contribution to help raise the frequency."

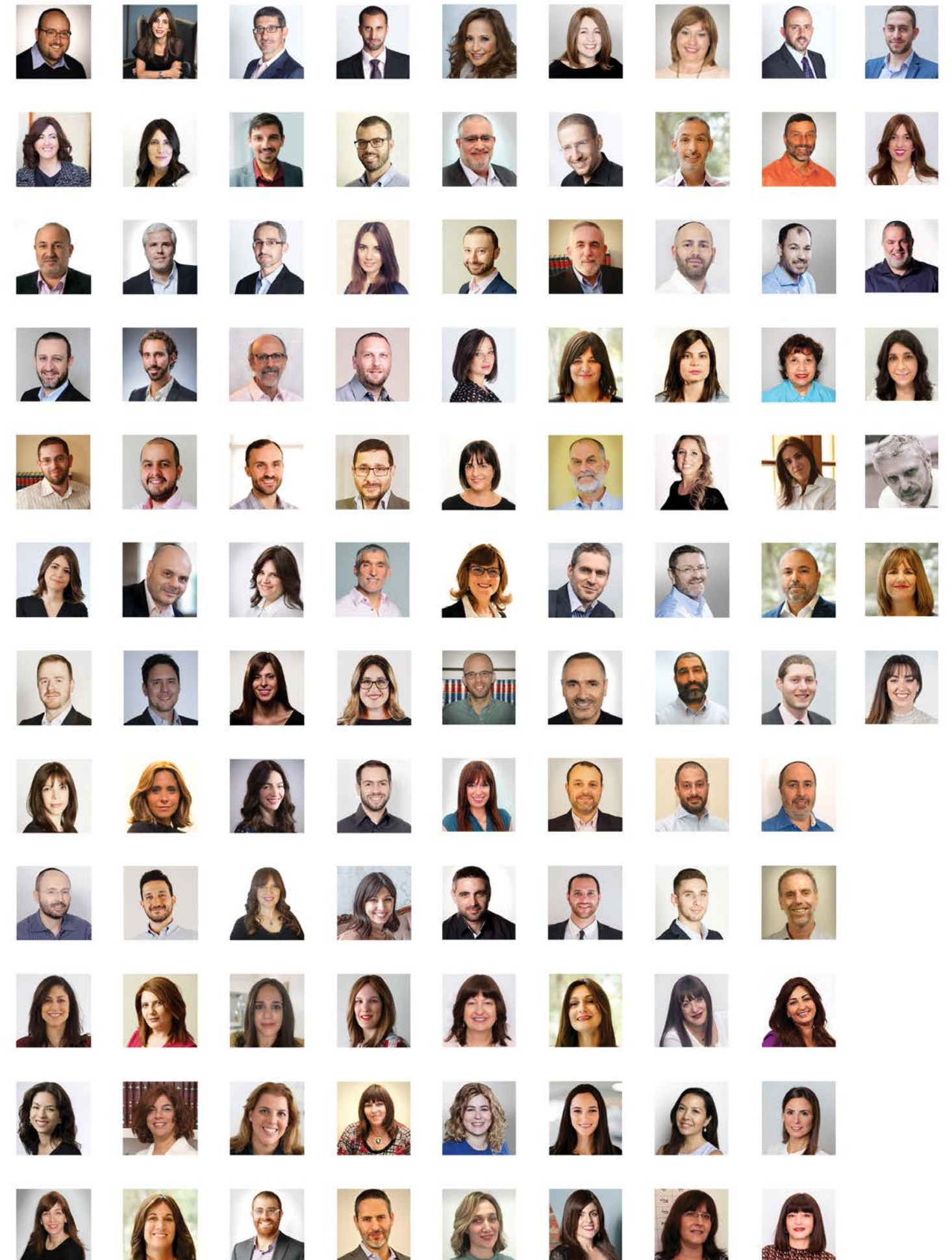
"Game-changer. After only a few episodes covered, I feel like I'm in the company of trusted guides when I listen to this podcast. You can feel genuine love, compassion, and good energy driving the messages coming from Monica and Michael. A must-listen if you need to fuel your spirit and see life in a better way."

"As good as coffee! There are so many ways I have benefitted from listening to this podcast. Even though I have been exposed in other ways to this teaching it was really refreshing to hear the conversational tone of these talks, as it made it so accessible. It's a great dynamic that Michael and Monica have and their love for each other and teaching Kabbalah comes across so strongly that it's infectious. I really love being on the "spiritually hungry" journey and use their podcast as a consciousness "pick me up" - like a cup of coffee - to jolt me into the right direction for the day or, if I'm struggling, to help me see things differently. I love that I can go back and listen more than once to hear it again in a new way."

"I listen to this podcast daily when I am walking outside, driving, or even cooking and baking...I have even listened to several episodes more than once. Every time I listen I gain strength and light, knowledge, empowerment, and I feel more inspired. Monica and Michael are a delight. I rely on them to help me remember I am capable of being who I want to be. **Highly recommend for anyone looking for sunshine in their day.**"

OUR TEAM

The Kabbalah Centre counts on 99 teachers and 216 staff members committed to our mission. Our teachers continued to offer free one-on-one support to our students, teaching classes, and supporting the demands of our growing online community. We also launched a new way for students to connect with our talented teachers—Personal Guidance Sessions. Through our Guidance Sessions, students can receive one-on-one instruction with teachers including personal guided meditations, deep kabbalistic study, natal chart readings, spiritual executive coaching, and much more.



GUIDANCE SESSIONS

This year, we expanded our Personalized Guidance Sessions, a diverse series of customized one-on-one studies and meditations with our teachers. From relationship support with Monica Berg to a personalized 72 Names of God reading to deep dives into a specific area of study, students have the opportunity to focus on their individual needs and direct their energy into a topic or aspect of life of their preference. We have had great success with our Guidance Sessions so far, and have plans to expand the sessions to more areas of study in 2021 and beyond.

TESTIMONIALS



DREAM INTERPRETATION

Being able to understand the dream gave me an opportunity to take action to complete a spiritual cleansing that was so important to my soul. I never would have known had it not been for this dream session. I cannot express how profound this experience was for me.

- Dana, Pennsylvania



TIKKUNE HEALING

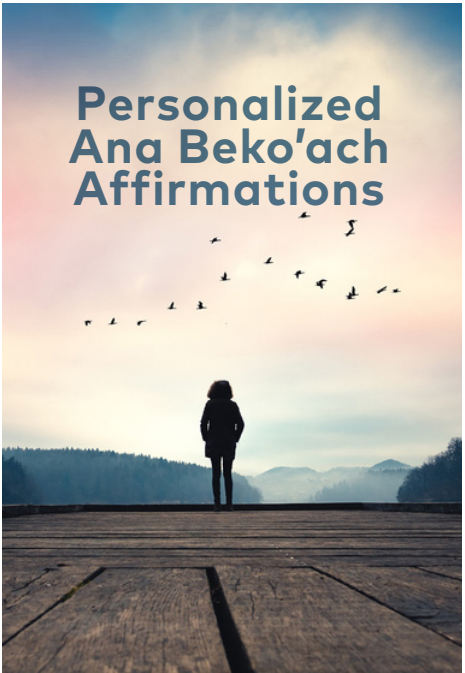
The tikkune sessions have been a peel away of negative energy that kept me in a victim state for so long. Daniel's ability to poignantly get to the core of the pain and help highlight what is not serving so that it can be processed and heal within a session is amazingly good. Thank you, Daniel, for sharing your gifts with the world! - Karen, Los Angeles



ANGEL CHART READING

To know my personal angels has helped me to understand that I am always protected. Having access to teachers who can share this source of energy and wisdom is life-changing. I have developed a large desire to study more since my sessions which I haven't felt in several years.

- Aretha G., London



YOUR IMPACT

Volunteers, Donors, Supporters

VIDEO TEAM: SUBTITLING AND TRANSLATION

In about 2 years, we have increased our volunteers from a few to 90, in 10 languages. We love to see the excitement and the appreciation in the work they do. – **Yamila Heiblum, Project Manager, Mexico**

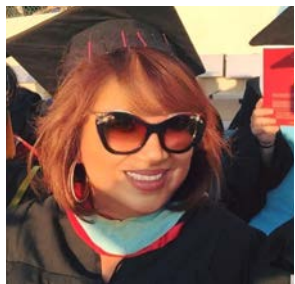


Together, with the support of the teachers, we are making the wisdom of Kabbalah available without any language barrier. This is simply amazing; we are a big team and feel the support of all the students even if most of the time we work alone at home. I could not live without volunteering.

– **Rizzo, Video Volunteer, Italy**

24/7 GLOBAL ZOHAR SCANNING

For the many Kabbalah students who wish to contribute to the legacy of Rav Berg, participating in the dissemination of the Zohar can also be a tool for personal growth and transformation in their own lives. Sharing the light brings light to everyone. – **Ezra Cheng, Project Manager**



The Zohar project allowed me and others to pray for healing and the speedy recovery of our community members and their families, especially at this challenging time because of Covid-19. Volunteering in the Centre provides us with the chance to contribute to the kind of community and world we want to live in every day.

– **Elizabeth F., Zohar Project Volunteer, Los Angeles**

STUDENT CARE: CALLING CAMPAIGNS

Everyone who has joined the calling campaigns has seen some kind of miracle. – **Yehuda Yeshurun, Project Manager**



I have had so many awesome conversations during this time. People are starving for a spiritual connection! I actually know firsthand how much volunteering has changed my entire life. I feel like it is one of the most important parts about being spiritual."

– **Alicia B., Calling Volunteer, Los Angeles**

Last year,
our number
of recurring
donors
grew by nearly
700%

A warm welcome to our newest dedicated contributors, and a hearty thank you to all for your continued support and commitment. You are the heart and soul of The Kabbalah Centre.

THANK YOU!

OUR SUPPORTERS

DONORS

Our donors quickly aligned with us as we worked to respond to our community and the world at large. Our three fundraising events for The Rav Berg Zohar Project during Lag b'Omer, The Karen Berg Scholarship Fund during the High Holidays, and Supporters of the Work at the end of year allowed us to raise enough to offer over 16,000 free Zohars worldwide and the ability to sponsor over 3,600 students' Onehouse Community memberships. The incredible increase of dedicated recurring supporters allowed us to further expand our technological abilities and support the pay-what-you-can model, making Kabbalah more accessible than ever before. In response to the COVID-19 pandemic, we quickly pivoted our strategy by removing financial barriers and increasing the ways new and long-time students access Kabbalah.

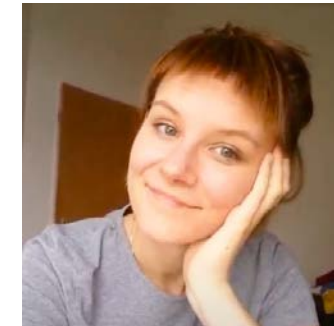
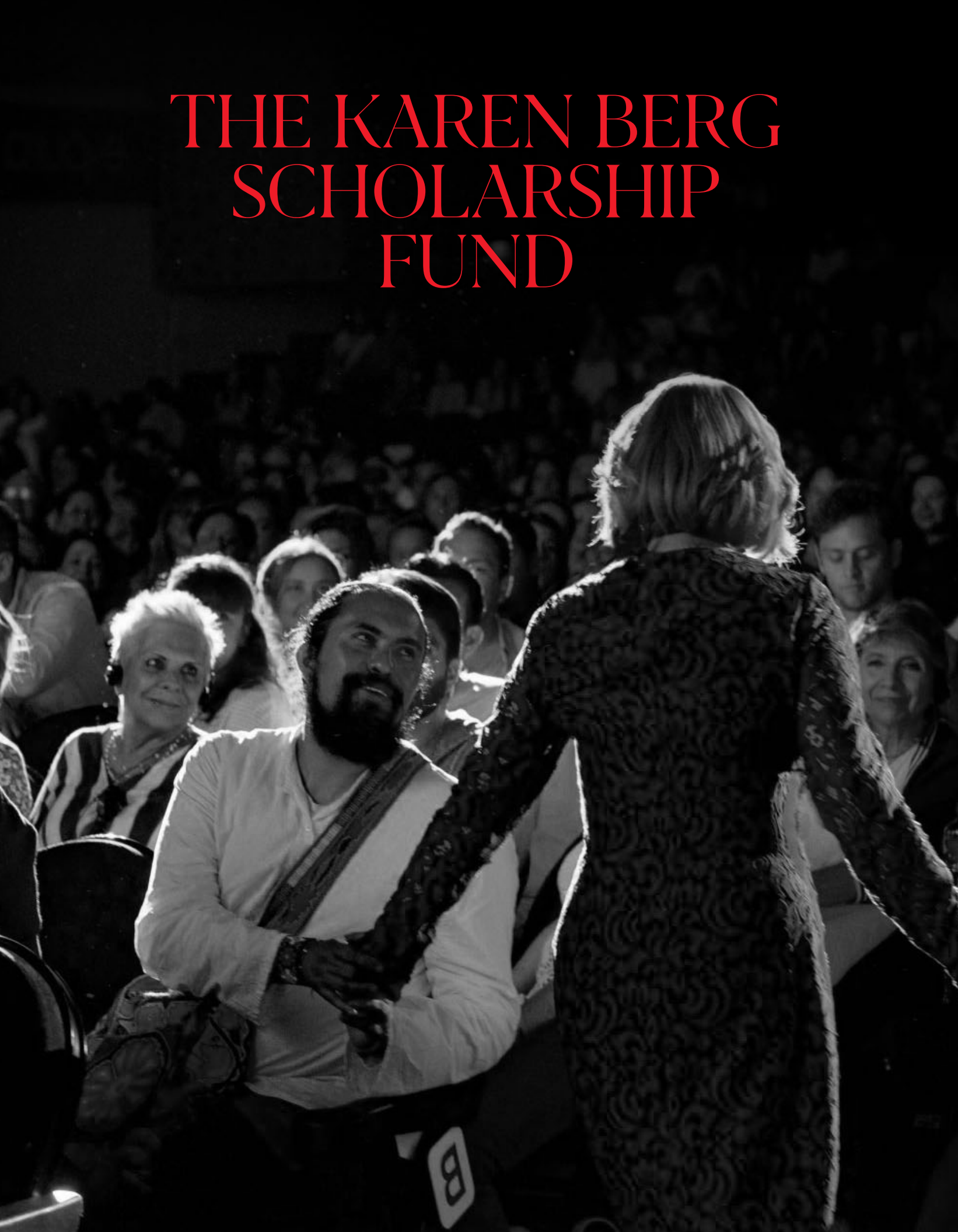
We switched our foundational courses, High Holiday events, and other connections to a pay-what-you-can model, helping those experiencing financial difficulties stay connected to the Centre and opening the door to thousands more.

PUBLISHING DEDICATIONS

We would like to thank the donors who keep our shelves stocked with the powerful books and tools our students couldn't connect and grow without. In 2020, we published, translated, and reprinted 20 books, produced three audiobooks, and released 19 digitized tapes of the Rav's Ten Luminous Emanations classes. Selling more of our books on Amazon.com, like Monica Berg's latest release, *Rethink Love*, allows us to broaden our reach.

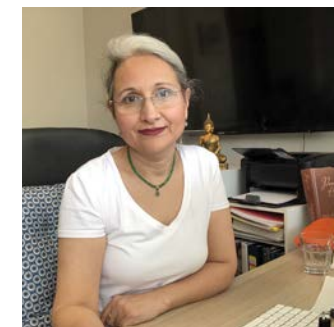


THE KAREN BERG SCHOLARSHIP FUND



"When I received the information that I got the scholarship, I felt warmth and happiness and support. It makes me remind myself that it's important to continue learning and growing and that someone cares about it. It gives me a feeling of community. You're not learning alone anymore."

-Kathrin S., scholarship recipient



"Especially within these tough times I felt like I am a part of the community and supported which is very precious to have."

-Arzu O., scholarship recipient

THE RAV BERG ZOHAR PROJECT

"The Zohar is and will always be the ultimate tool for all of us in our efforts to improve our own lives and the lives of all of humanity."

About The Rav Berg Zohar Project Outreach in 2020

Due to the COVID-19 pandemic and subsequent changes to our everyday lives, the Zohar Project went virtual in 2020. For the first time, we transitioned from in-person to online dissemination as we shared thousands of free Zohars around the world with anyone who desired their own copy of the book of Light.

Testimonials

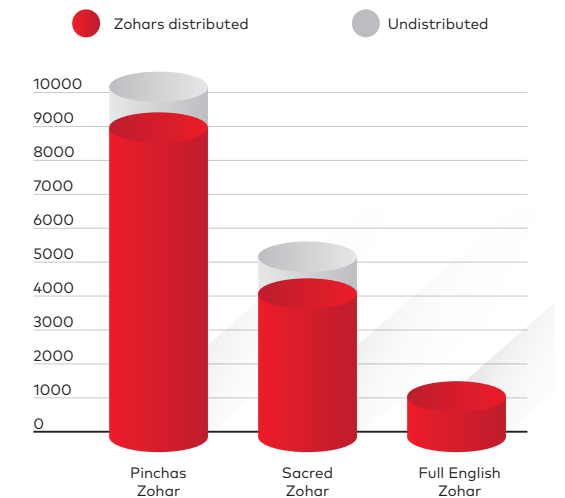
"The Zohar is my compass; whenever I scan its pages, it guides me, gives me clarity to see beyond what is before me. I once asked my mother to scan the Zohar while in the hospital watching over my son. She picked up the Zohar and asked how to scan, I showed her and a few lines into scanning, she said, "Oh so this is the book for everyone, it gives me a different energy. I like it," and she kept on scanning. The power of the Zohar." - **Rachel B**

"The Zohar brought me back to the truth. Now I know why I am here on earth, where I am headed, and what I need to do every moment that I am breathing." - **Pamela B.**

"I received the Zohar in June '20 with zero experience or knowledge of what it was. I had taken Kabbalah before from another organization but had never heard the word "Zohar". I received this massive box filled with the 23 English volume set one day. I started reading and scanning the Zohar that night. I was drawn to it with no knowledge of what I was doing. I felt compelled to begin scanning that night. It led me to participate in all the kabbalistic holidays and weekly Shabbat... all of which is new to me. The level of change and growth in my life is amazing, and it's happening on a daily and weekly basis. After Shabbat is over each week, I feel the energy last throughout the week, supporting me in my life. I also became a member of The Kabbalah Centre, which has been so supportive in my journey. I listen or watch something daily as it supports my desire to live a fully alive life and to learn and grow on a daily basis". - **Lynn T.**

"I had many inspiring experiences studying and giving away Zohars, and one of them can be seen in the picture that I included from one of the ten places that I went to as part of the Pacific Coast Zohar project in 2019 that covered the Pacific Coast and was dedicated to awaken the awareness of eliminating the plastic in the oceans. I knew that spreading the Zohars along the coast can also bring protection from natural disasters and I'm very thankful to all who made the Zohar Project possible, and for having a part in fulfilling Karen, Rav Berg's, and The Kabbalah Centre's mission." - **Miriam P.**

"My life is much better, knowing that I have the protection of the Zohar for myself, my family, and my country. My consciousness towards change and being a better person to myself and everyone around me keeps me closer to my Zohar. I'm much calmer with less anxiety towards life. I can now recognize the changes I need to make in my life, and I always remember there is a bigger picture." - **Petrice M.**



THE YEAR IN PUBLISHING

New titles published and reprinted with the generous help of our donors.

Rethink Love
Path to the Light Vol 5-6
Mini Zohar:
Pinchas,
Beshalach,
Miketz,
Korach,
Lech Lecha
Tikunei haZohar Vol 2

New Language:

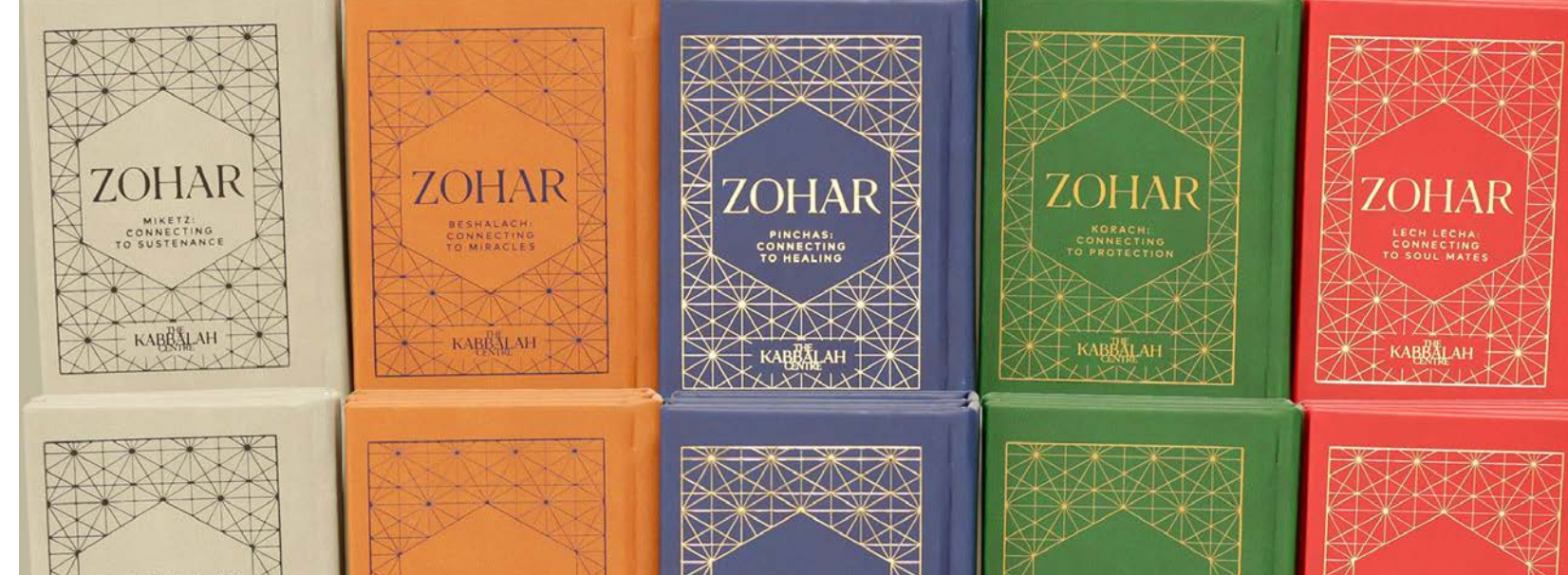
Rethink Love in Portuguese
Two Unlikely People in Spanish
Pinchas Zohar in Portuguese

Reprint:

Prayer of the Poor:
Yom Kippur (English),
Yom Kippur (Hebrew),
Rosh Hashanah (English)
Pocket-size Pinchas Zohar
Kabbalistic Bible: Genesis
Kabbalistic Astrology
Tikunei haZohar Vol 1

Audio Books:

Kabbalistic Astrology
Wheels of a Soul
Satan: An Autobiography





DEDICATION

RETHINK LOVE



May the light and wisdom from this book help many practice and live lives of true love in order to quickly bring a world of peace.
- With gratitude, Alex

Thank you, Alex, from the bottom of my heart, for making the printing of this book possible. The world needs more angels like you.
- Monica Berg

FINANCIALS

Dear Students, Community Members, and Supporters,

The year 2020 brought our organization, as with all businesses, families and governments around the world, unforeseen and monumental challenges as we all navigated the COVID-19 pandemic. For our Kabbalah Centre community and the Berg family, we also grappled with the passing of Karen Berg. Just as the Kabbalistic teachings share, we know nothing is inherently negative and every challenge brings opportunities for growth and positive transformation. As quarantines and social distancing transitioned all of us to rely on digital platforms like never before, The Kabbalah Centre too began a holistic and organization-wide transition to become centralized and digitally-focused. As the economic impact of the pandemic continued to spread, the Centre expanded its scholarship program and pivoted most offerings to a Pay What You Can model to continue to allow for the widest dissemination of the wisdom, especially in such dire times when the world and humanity can most benefit from Kabbalah's teachings. Through these necessary evolutions, we have been able to set the organization up for stability and growth in the years to come.

Through the finance, leadership and management teams' steadfast hard work, determination and great care over these past twelve tumultuous months, The Kabbalah Centre has continued the incredible financial transformation from 2019 that has allowed us to reach and achieve financial stability. This transformation is a direct result of the hard work to manage and significantly reduce the Centre's operating expenses, headcount, physical spaces, and contractual obligations. Equally as important to our growth, the Centre has continued to proactively invest in our digital platform, which has allowed us to generate enormous sustainable growth through online classes and events. Together, through the generation of mixed revenue sources and with reduced expenses, we have been able to realize results in 2020 that have yielded a solid operating surplus for the Centre.

Accountability:

For the third consecutive year, we engaged an independent audit firm, SAX LLP, in 2018, 2019 and again in 2020, to conduct a thorough review

of the Centre's financial statements. All of this was pursued with our goal and commitment to you of fostering a culture of transparency, accountability, and stewardship for the financial support and donations you entrust us with. Throughout this process, we have held ourselves to higher standards of financial reporting and review than those required of a non-profit 501(c)(3) religious sub-class designated organization, which is The Kabbalah Centre's filing status under the U.S. IRS tax code, which are not required under law to file annual financial updates.

It is with great privilege and pleasure that we hereby report that the independent outside audit firm issued a clean opinion of the Centre's financial statements for the year ended December 31, 2020. The bottom-line results reflect a near breakeven from an operations perspective and a moderate surplus due to some extraordinary non-recurring activities. We were able to achieve such results while furthering our efforts to invest in our technological infrastructure and moving from a predominantly physical presence to a more streamlined, cohesive and cost-efficient digital presence. This digital presence has allowed the Centre to have a vast global outreach to the current community and new students through a robust calendar of online classes, publications and events.

Stewardship:

Our concerted internal efforts over the past year have also yielded many improvements, both toward our collective growth goals as well as our goal to continually improve our stewardship of resources. Below is an overview of the results of those efforts:

Expense Reduction: From our 2017 peak of \$60 million, we've reduced our overall annual expenses to ~\$25.7 million as of December 31, 2020, a 60% reduction in total expenses.

These reductions were mainly accomplished through:

- Organizational staff reductions by over 50% at both the global and local Centre levels

- Centralization of financial/operational functions and implementing a cost-sharing model with our local Centre's
- Reduction of all costs by maximizing our efforts, streamlining processes and vendor negotiations

Pay What You Can (PWYC):

The Pay What You Can model allows members, the community and students – both new and existing – to contribute what they can for online classes, courses and events. Throughout the 8 months of its existence in 2020, the PWYC model generated approximately \$700K in revenue. This model proves to be vital in sharing the teachings and resources of the Centre to our worldwide community and reaching all those with a desire to learn, regardless of their financial means. During the pandemic, this model enabled the Centre to sustain our operating revenue. To date in 2021, the PWYC model is well on its way to surpassing the 2020 total.

Technology: KCI significantly reduced its day-to-day operating IT expenses through contract negotiations and reduction of services resulting in annualized savings of ~\$2M, while maintaining our focus on growing the Centre's online presence and moving forward with the Pay What You Can (PWYC) model. We continue to learn from our experiences and we are prepared to make a sizable capital investment in our overarching technological infrastructure in 2021 and 2022.

KCI continues to achieve the goals that were set forth at the beginning of 2021 and continues to operate on a breakeven basis.

Stability & Growth:

As we look ahead to 2022 and the Centre's 100 year anniversary, we are committed to continuing our efforts of financial accountability and stewardship while looking ahead to invest in our talent and technological infrastructure to enable stability and growth for many years to come. In our pursuit of growth, we're focused on five categories:

1. Enhancing technology for benefit/use by students and the community
2. Reaching new students
3. Spreading The Zohar
4. Educating and supporting kids and teens
5. Expanded worldwide publishing activities

Underpinning these five categories of growth is the Centre's digital presence and platforms. We'll continue to invest in it with cutting edge technology and we're prepared to make a sizable capital investment in our overarching technological infrastructure in 2021 and 2022.

Amidst all of these concerted positive efforts, there are still obstacles and challenges facing the financial health of The Kabbalah Centre. As a non-profit organization dedicated to altruistic goals of spreading spiritual teachings and, through them, improving our students' lives, we endeavor to make the teachings and services we offer as affordable as possible for anyone to be able to access them. In addition, much like higher educational institutions, we rely on a robust cast of talented teachers and Chevre and their dedication, passion, and knowledge to disseminate this wisdom and nurture the spiritual journeys of our students. This large, global staff base carries an associated cost, one in which are committed to continuing to invest in by offering competitive wages and benefit packages.

As we look ahead, our goal is again to be cash-flow positive throughout 2021. We are on track to meet this goal, based on current financial projections and further expense reduction exploration. Our priority amidst all cost-cutting measures is to ensure The Kabbalah Centre continues to fulfill our mission of spreading the wisdom of Kabbalah to all who desire to learn around the world, with as minimal impact to the offerings, services, and experience of our student base. The Kabbalah Centre has gone through many iterations and evolutions throughout its history, and our operational and financial commitment to you is to ensure the organization is on solid and stable ground to enable a foundation that can allow it to evolve and grow in the decades to come, and beyond.

With warmest regards,
Angelo Federico, CFO

AUDITOR'S (SAX) CONSOLIDATED FINANCIAL REPORT FOR 2020

IN THE PAST
FISCAL YEAR:

	KCI	KCNY	KCFL	KCUS	Subtotal	Eliminations	Combined
REVENUES, GAINS, AND OTHER SUPPORT							
Contributions, includes in-kind of \$17,974	\$ 9,249,388	\$ 2,611,377	\$ 1,567,693	\$ 1,201,719	\$ 14,630,177	\$ -	\$ 14,630,177
Premium and community membership	1,347,315	197,326	179,490	141,771	1,865,902	-	1,865,902
Events and classes registration	474,304	356,918	133,505	164,695	1,129,422	-	1,129,422
Less events and space rental costs	(269,491)	(230,649)	(87,440)	(145,769)	(733,349)	-	(733,349)
Net events and classes sales	204,813	126,269	46,065	18,926	396,073	-	396,073
Bookstore sales	1,293,202	192,880	186,080	175,240	1,847,402	-	1,847,402
Less cost of good sold	(709,474)	(78,006)	(51,736)	(105,737)	(944,953)	-	(944,953)
Net bookstore sales	583,728	114,874	134,344	69,503	902,449	-	902,449
Social media revenue	41,830	-	-	-	41,830	(17,940)	23,890
Administration services	1,296,500	-	-	-	1,296,500	(1,176,000)	120,500
Interest and dividends income, net of fees \$12,299	3,079,019	816	506	457	3,080,798	-	3,080,798
Net unrealized and realized gain on investments	400,635	2,740	1,761	1,491	406,627	-	406,627
Net gain (loss) on sale of fixed assets	-	(90,881)	2,306	267,896	179,321	-	179,321
Rental income	141,067	2,658,416	396,408	591,920	3,787,811	-	3,787,811
Miscellaneous income	10,129,994	9,869	26,010	4,200	10,170,073	-	10,170,073
Net revenue, gains, and other support	26,474,289	5,630,806	2,354,583	2,297,883	36,757,561	(1,193,940)	35,563,621
FUNCTIONAL EXPENSES							
Program services							
Services to members	10,331,681	6,802,545	2,102,736	2,102,034	21,338,996	(1,193,940)	20,145,056
Supporting services							
Management and general	2,459,411	1,304,855	789,169	798,051	5,351,486	-	5,351,486
Fundraising	220,692	-	-	-	220,692	-	220,692
Total supporting services	2,680,103	1,304,855	789,169	798,051	5,572,178	-	5,572,178
Total functional expenses, before depreciation and amortization	13,011,784	8,107,400	2,891,905	2,900,085	26,911,174	(1,193,940)	25,717,234
Change in net assets, before depreciation and amortization	13,462,505	(2,476,594)	(537,322)	(602,202)	9,846,387	-	9,846,387
Depreciation and amortization	493,607	2,404,846	587,825	618,809	4,105,087	-	4,105,087
CHANGES IN NET ASSETS	12,968,898	(4,881,440)	(1,125,147)	(1,221,011)	5,741,300	-	5,741,300
NET ASSETS, beginning of year	(17,445,564)	45,938,751	9,409,646	31,524,410	69,427,243	-	69,427,243
NET ASSETS, end of year	\$ (4,476,666)	\$ 41,057,311	\$ 8,284,499	\$ 30,303,399	\$ 75,168,543	\$ -	\$ 75,168,543



We're constantly inspired by our community of passionate members, volunteers, supporters, and donors.

Because of you, we are able to continue to accomplish the mission set in motion for us; providing the wisdom and tools of Kabbalah to develop the essential, spiritual aspect of life within people of all backgrounds so that they may improve their lives and, consequently, the world as a whole.

Thank you for all that you do.

THE
KABBALAH
CENTRE