

Principle Based Leadership (dba Core 300 USA)
Statement of Financial Income and Expense
 January through December 2019

	Jan - Dec 19	% of Income
Ordinary Income/Expense		
Income		
Donations		
4011 · Restricted		
4011.01 · Sponsor Adopt a Missionary	1,320.00	0.8%
4011.04 · Bibles.	25,000.00	16.0%
4011.07 · Motorwings	1,500.00	1.0%
4011.11 · PBL Farm Kenya	3,600.00	2.3%
Total 4011 · Restricted	31,420.00	20.1%
4010 · Donations Unrestricted	96,685.19	61.7%
4015 · Proceeds/Sale of In-kind Donati	27,450.00	17.5%
Total Donations	155,555.19	99.3%
4016 · Book Sales - Income		
4016.01 · Called to War	18.26	0.0%
4016.06 · Warrior Field Manual	18.26	0.0%
4016.17 · Warrior Launch Kit	329.00	0.2%
4016 · Book Sales - Income - Other	707.43	0.5%
Total 4016 · Book Sales - Income	1,072.95	0.7%
4030 · Core 300 Coin Income	18.26	0.0%
Total Income	156,646.40	100.0%
Cost of Goods Sold		
5000 · Cost of Goods Sold		
5000.02 · Postage & Shipping	62.47	0.0%
5000.03 · Printing of Books	-494.72	-0.3%
5000 · Cost of Goods Sold - Other	-200.00	-0.1%
Total 5000 · Cost of Goods Sold	-632.25	-0.4%
5200 · Coins	10.00	0.0%
5400 · Books		
5401 · Books		
5401.01 · Called To War	650.15	0.4%
5401.02 · Awakening The Warrior	11.74	0.0%
5401.03 · Warrior Launch Kit	28.00	0.0%
Total 5401 · Books	689.89	0.4%
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Total COGS	67.64	0.0%
Gross Profit	156,578.76	100.0%
Expense		
Grants/Donations		
Foreign Organizations	63,650.00	40.6%
US Organizations	780.00	0.5%
Total Grants/Donations	64,430.00	41.1%
Auto Expense		
Gas	342.06	0.2%
Mileage Reimbursement	4,873.79	3.1%
Public Transportation.	133.54	0.1%
Total Auto Expense	5,349.39	3.4%
Bank Charges & Credit Card Disc		
Foreign Transaction Fees	46.82	0.0%
International Bank Service Fees	50.00	0.0%
Merchant Fees	1,286.47	0.8%
Wire Fees	36.49	0.0%
Bank Service Charges	576.65	0.4%
Total Bank Charges & Credit Card Disc	1,996.43	1.3%
Computer Expenses		
Maintenance	869.98	0.6%
Internet.	545.67	0.3%
Software	1,140.53	0.7%
Hardware	224.81	0.1%
Total Computer Expenses	2,780.99	1.8%
Clothing.	315.00	0.2%
Dues & Subscriptions	243.90	0.2%
Interest Expense	2,599.90	1.7%
Marketing Expense		
Networking - Training	150.00	0.1%
Social Media	1,331.71	0.9%
Direct Mail	234.97	0.2%
Marketing Expense - Other	-120.00	-0.1%
Total Marketing Expense	1,596.68	1.0%
Meals/Local Meetings	1,462.95	0.9%
Medical Expenses	1,131.14	0.7%
Penalties & Fines.	164.08	0.1%
Postage, Shipping, Delivery	83.15	0.1%

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Printing & Copying	540.30	0.3%
Reference & Research	86.14	0.1%
Telephone & Telecommunications	1,565.76	1.0%
Training/Education Expense	1,138.20	0.7%
Travel		
Airfare	12,384.67	7.9%
Lodging	3,115.28	2.0%
Transportation-Ground	317.22	0.2%
Travel Insurance.	208.27	0.1%
Travel Expense Reimbursement	109.17	0.1%
Tips	10.00	0.0%
Visa	50.00	0.0%
Luggage	50.00	0.0%
Meals	1,143.96	0.7%
Parking	39.55	0.0%
Travel - Other	1,536.91	1.0%
Total Travel	18,965.03	12.1%
Token Gifts	326.35	0.2%
Office Expenses & Supplies	1,894.80	1.2%
Professional Fees		
Accounting	2,303.75	1.5%
Consulting	1,000.00	0.6%
Audio Video/Photographer Serv.	2,267.98	1.4%
Grant Writer	736.80	0.5%
Graphic Design.	600.00	0.4%
Development Service.	1,100.00	0.7%
Total Professional Fees	8,008.53	5.1%
Salaries & Wages		
Officers & Directors Salaries	22,000.00	14.0%
Total Salaries & Wages	22,000.00	14.0%
Payroll Tax Expense	2,159.00	1.4%
Payroll Processing Fees	1,109.26	0.7%
Employee Benefits		
Life Insurance-CEO	1,144.00	0.7%
Total Employee Benefits	1,144.00	0.7%
Supplies		
Media Supplies	192.99	0.1%
Training Supplies	91.91	0.1%
Decorations	10.95	0.0%
Supplies - Other	78.18	0.0%

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Total Supplies	374.03	0.2%
Taxes & Fees		
Franchise Tax Board	10.00	0.0%
Registry of Charitable Trusts	50.00	0.0%
Total Taxes & Fees	60.00	0.0%
Uniform & Laundry	625.84	0.4%
Website Expenses	3,011.33	1.9%
Total Expense	145,162.18	92.7%
Net Ordinary Income	11,416.58	7.3%
Other Income/Expense		
Other Income		
7100 - Interest Income	1.09	0.0%
Total Other Income	1.09	0.0%
Net Other Income	1.09	0.0%
Net Income	11,417.67	7.3%