

Income Statement

Opening Date 10/01/2015

Closing Date 12/31/2015

Revenue	
LCS Certification	\$196,607.44
Retired Program Revenue	\$93,842.00
Misc Revenue	\$1,901.30
Amazon Book Sales	\$1,573.66
Total Revenue	\$293,924.40

Less Cost of Goods

LCS Cert. Cost of Goods	
Other LCS Cert. Contractors	-\$22,181.20
Event Supplies & Materials	-\$7,356.23
Event Venue	-\$4,810.14
CCP Student Websites	-\$4,500.00
Printing, Shipping & Postage	-\$3,542.30
CCP Instructors	-\$1,000.00
Total LCS Cert. Cost of Goods	-\$43,389.87

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Gross Profit	\$250,534.53
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Other Expenses

Marketing	
Facebook Ads	-\$16,842.63
Business Development	-\$219.51
Total Marketing	-\$17,062.14

Payroll	
Brooke Castillo	-\$13,702.79
Employer Payroll Taxes	-\$6,592.76
Chris Castillo	-\$5,927.76
Health Insurance	-\$2,475.00
Total Payroll	-\$28,698.31

Contractors	
Other Contractors	-\$27,713.62
Sales Commissions	-\$10,250.00
Upwork	-\$3,582.39
Podcast Editing	-\$3,367.50
CFO	-\$2,250.00
Total Contractors	-\$47,163.51

Software and Subscriptions	
LeadPages	-\$1,163.00
Misc Software	-\$614.56
LibSyn Hosting	-\$90.00
Typeform	-\$75.00
Basecamp	-\$60.00
Zapier	-\$60.00
Microsoft	-\$49.50
Adobe	-\$44.97
Total Software and Subscriptions	-\$2,157.03

General Expenses	
Education and Training	-\$13,205.52
Meals and Entertainment	-\$101.25
Total General Expenses	-\$13,306.77

Travel	
Hotel	-\$2,133.50
Airfare	-\$1,893.83
Travel Food and Misc	-\$1,492.94
Taxi, Transit, and Parking	-\$494.10
Total Travel	-\$6,014.37

Office	
Rent	-\$6,880.56
Office Supplies	-\$3,406.38
Internet	-\$341.82
Total Office	-\$10,628.76

Interest and Fees	
Merchant Fees	-\$8,011.18
Interest Expense	-\$336.59
Bank Fees	-\$39.50
Total Interest and Fees	-\$8,387.27

Total Other Expenses	-\$133,418.16
Net Income	\$117,116.37