

## CoRe Publications Profit & Loss

|                                 | Jan 16    | Feb 16    | Mar 16    | Apr 16    | May 16    | Jun 16    | TOTAL      |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| <b>Ordinary Income/Expense</b>  |           |           |           |           |           |           |            |
| <b>Income</b>                   |           |           |           |           |           |           |            |
| <b>Book Sales</b>               |           |           |           |           |           |           |            |
| 12 Step Spanish Workbook        | 378.00    | 236.00    | 180.00    | 435.00    | 120.00    | 450.00    | 1,799.00   |
| 12 Step Workbook                | 9,511.00  | 6,550.00  | 5,317.00  | 8,701.00  | 5,071.00  | 4,265.00  | 39,415.00  |
| CoDA Book - Kindle              | 830.96    | 862.92    | 966.79    | 910.86    | 1,006.74  | 990.76    | 5,569.03   |
| CoDA Book Pocket Edition        | 642.00    | 678.00    | 535.50    | 960.00    | 726.00    | 1,116.00  | 4,657.50   |
| CoDA SoftCover Books            | 6,151.00  | 5,180.00  | 9,203.00  | 7,237.00  | 4,986.00  | 9,610.00  | 42,367.00  |
| Ebook Sales                     | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 253.18    | 253.18     |
| In This Moment Books            | 1,169.73  | 1,652.50  | 1,334.73  | 2,103.50  | 1,789.73  | 1,287.50  | 9,337.69   |
| International Kindle Sales      | 0.00      | 242.08    | 0.00      | 0.00      | 0.00      | 315.63    | 557.71     |
| ITM Book - Kindle               | 247.90    | 214.40    | 154.10    | 187.60    | 201.00    | 207.70    | 1,212.70   |
| Spanish CoDA Book - Kindle      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 6.99      | 6.99       |
| Spanish CoDA Book Pocket Editio | 687.00    | 558.00    | 304.50    | 592.50    | 142.50    | 391.50    | 2,676.00   |
| <b>Total Book Sales</b>         | 19,617.59 | 16,173.90 | 17,995.62 | 21,127.46 | 14,042.97 | 18,894.26 | 107,851.80 |
| <b>Non Book Sales</b>           |           |           |           |           |           |           |            |
| Audio Tapes and CDs             | 69.94     | 491.52    | 410.57    | 248.75    | 354.65    | 150.85    | 1,726.28   |
| Booklets                        | 4,825.05  | 4,497.00  | 5,800.50  | 5,130.90  | 3,955.95  | 4,189.05  | 28,398.45  |
| Medallions                      | 2,797.01  | 2,545.30  | 3,365.90  | 2,574.72  | 2,619.91  | 2,683.19  | 16,586.03  |
| Pamphlets                       | 1,048.64  | 1,143.08  | 1,375.66  | 925.87    | 1,221.74  | 1,214.44  | 6,929.43   |
| Posters and Special Items       | 73.50     | 62.00     | 96.50     | 82.00     | 48.50     | 74.50     | 437.00     |
| Sales Refunds                   | -7.50     | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | -7.50      |
| Spanish Booklets                | 75.75     | 28.50     | 9.00      | 241.50    | 57.00     | 15.00     | 426.75     |
| Spanish Pamphlets               | 22.32     | 31.70     | 2.52      | 169.02    | 78.54     | 0.72      | 304.82     |
| <b>Total Non Book Sales</b>     | 8,904.71  | 8,799.10  | 11,060.65 | 9,372.76  | 8,336.29  | 8,327.75  | 54,801.26  |
| <b>Other Income Items</b>       |           |           |           |           |           |           |            |
| Other Income Account            | 0.00      | 10.51     | 0.00      | 0.00      | 0.00      | 0.46      | 10.97      |
| Over and Short                  | 0.00      | 0.00      | 0.00      | 0.00      | 193.83    | 0.00      | 193.83     |
| Service Items Copied            | 26.55     | 65.35     | 73.65     | 53.10     | 97.00     | 38.80     | 354.45     |
| Spanish Items Copied            | 0.00      | 0.00      | 0.00      | 7.15      | 7.15      | 0.00      | 14.30      |
| <b>Total Other Income Items</b> | 26.55     | 75.86     | 73.65     | 60.25     | 297.98    | 39.26     | 573.55     |
| <b>S and H Charges</b>          |           |           |           |           |           |           |            |
| New Shipping                    | 2,975.37  | 3,189.59  | 3,100.51  | 2,960.88  | 2,345.66  | 2,305.53  | 16,877.54  |
| <b>Total S and H Charges</b>    | 2,975.37  | 3,189.59  | 3,100.51  | 2,960.88  | 2,345.66  | 2,305.53  | 16,877.54  |
| <b>Uncategorized Income</b>     | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00       |
| <b>Total Income</b>             | 31,524.22 | 28,238.45 | 32,230.43 | 33,521.35 | 25,022.90 | 29,566.80 | 180,104.15 |
| <b>Cost of Goods Sold</b>       |           |           |           |           |           |           |            |
| <b>Cost of Books</b>            |           |           |           |           |           |           |            |
| 12 Step Spanish Workbook        | 114.39    | 73.54     | 49.03     | 134.82    | 32.69     | 138.91    | 543.38     |
| 12 Step Workbook                | 1,208.05  | 640.91    | 493.31    | 915.51    | 483.78    | 500.03    | 4,241.59   |
| CoDA Book - Kindle              | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00       |
| CoDA Book Pocket Edition        | 82.56     | 85.14     | 65.79     | 128.99    | 92.88     | 150.93    | 606.29     |
| CoDA SoftCover Book             | 1,037.14  | 1,095.57  | 2,478.23  | 1,635.49  | 1,049.38  | 3,177.29  | 10,473.10  |

## CoRe Publications Profit & Loss

|  | Jan 16    | Feb 16    | Mar 16    | Apr 16    | May 16    | Jun 16    | TOTAL      |
|--|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| <b>In This Moment Book</b>                 | 207.60    | 287.23    | 228.59    | 383.58    | 324.93    | 232.66    | 1,664.59   |
| <b>ITM Book - Kindle</b>                   | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00       |
| <b>Spanish CoDA Book - Kindle</b>          | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00       |
| <b>Spanish CoDA Book Pocket Editio</b>     | 94.24     | 77.70     | 42.02     | 82.79     | 19.11     | 54.76     | 370.62     |
| <b>Total Cost of Books</b>                 | 2,743.98  | 2,260.09  | 3,356.97  | 3,281.18  | 2,002.77  | 4,254.58  | 17,899.57  |
| <b>Cost of Literature</b>                  |           |           |           |           |           |           |            |
| <b>Audio Tapes and CD's</b>                | 7.45      | 56.54     | 48.40     | 29.81     | 41.60     | 17.41     | 201.21     |
| <b>Booklets</b>                            | 969.28    | 818.21    | 1,083.68  | 979.45    | 728.73    | 763.54    | 5,342.89   |
| <b>Medallions</b>                          | 1,612.84  | 1,297.80  | 1,733.95  | 1,529.09  | 1,572.61  | 1,417.21  | 9,163.50   |
| <b>Pamphlets</b>                           | 459.74    | 461.31    | 565.32    | 402.05    | 499.30    | 573.71    | 2,961.43   |
| <b>Posters and Special Items</b>           | 18.04     | 15.31     | 23.82     | 20.14     | 11.93     | 18.36     | 107.60     |
| <b>Spanish Booklets</b>                    | 24.96     | 32.58     | 7.61      | 89.26     | 23.69     | 4.65      | 182.75     |
| <b>Spanish Pamphlets</b>                   | 13.65     | 21.35     | 1.54      | 117.76    | 52.30     | 0.43      | 207.03     |
| <b>Total Cost of Literature</b>            | 3,105.96  | 2,703.10  | 3,464.32  | 3,167.56  | 2,930.16  | 2,795.31  | 18,166.41  |
| <b>Other Cost of Sales</b>                 |           |           |           |           |           |           |            |
| <b>Printing</b>                            | 0.00      | 196.00    | 0.00      | 28.00     | 434.00    | 0.00      | 658.00     |
| <b>Total Other Cost of Sales</b>           | 0.00      | 196.00    | 0.00      | 28.00     | 434.00    | 0.00      | 658.00     |
| <b>Total COGS</b>                          | 5,849.94  | 5,159.19  | 6,821.29  | 6,476.74  | 5,366.93  | 7,049.89  | 36,723.98  |
| <b>Gross Profit</b>                        | 25,674.28 | 23,079.26 | 25,409.14 | 27,044.61 | 19,655.97 | 22,516.91 | 143,380.17 |
| <b>Expense</b>                             |           |           |           |           |           |           |            |
| <b>Distribution Center Costs</b>           |           |           |           |           |           |           |            |
| <b>Distribution Contract</b>               | 0.00      | 4,432.32  | 2,176.67  | 2,486.19  | 2,591.07  | 1,892.87  | 13,579.12  |
| <b>Distribution Rent</b>                   | 834.00    | 834.00    | 834.00    | 1,668.00  | 0.00      | 875.00    | 5,045.00   |
| <b>Distribution Utilities</b>              | 362.95    | 460.45    | 643.99    | 258.49    | 372.63    | 267.31    | 2,365.82   |
| <b>Postage and Shipping</b>                | 2,155.97  | 3,488.04  | 2,170.67  | 2,784.11  | 1,924.04  | 1,922.21  | 14,445.04  |
| <b>Total Distribution Center Costs</b>     | 3,352.92  | 9,214.81  | 5,825.33  | 7,196.79  | 4,887.74  | 4,957.39  | 35,434.98  |
| <b>Order Processing Center Costs</b>       |           |           |           |           |           |           |            |
| <b>Order Processing Contract</b>           | 0.00      | 3,324.24  | 1,632.50  | 1,864.64  | 1,943.30  | 1,419.65  | 10,184.33  |
| <b>Total Order Processing Center Costs</b> | 0.00      | 3,324.24  | 1,632.50  | 1,864.64  | 1,943.30  | 1,419.65  | 10,184.33  |
| <b>Royalty to CoDA, Inc.</b>               | 8,158.25  | 7,423.77  | 8,465.18  | 8,925.05  | 6,450.46  | 7,662.60  | 47,085.31  |
| <b>Uncategorized Expenses</b>              | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00       |
| <b>Various Administrative Expenses</b>     |           |           |           |           |           |           |            |
| <b>Accounting Services</b>                 | 0.00      | 730.00    | 350.00    | 350.00    | 350.00    | 570.00    | 2,350.00   |
| <b>Amazon Expenses</b>                     | 358.79    | 345.56    | 358.36    | 356.11    | 390.81    | 397.11    | 2,206.74   |
| <b>Bank Charge Monthly PayPal</b>          | 32.40     | 31.20     | 32.10     | 33.60     | 32.10     | 31.80     | 193.20     |
| <b>Bank Charges</b>                        | 0.00      | 0.00      | 0.00      | 35.00     | 0.00      | 0.00      | 35.00      |
| <b>Credit Card Service Fees</b>            | 47.91     | 50.21     | 42.12     | 49.40     | 51.53     | 61.87     | 303.04     |
| <b>Credit Fees on PayPal</b>               | 654.61    | 691.92    | 788.89    | 737.50    | 681.42    | 607.62    | 4,161.96   |
| <b>General Office Supplies</b>             | 0.00      | 0.00      | 96.29     | 0.00      | 0.00      | 0.00      | 96.29      |
| <b>Group Discount</b>                      | 1,328.14  | 0.00      | 782.84    | 720.04    | 761.23    | 0.00      | 3,592.25   |
| <b>Insurance</b>                           | 1,602.00  | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 1,602.00   |

## CoRe Publications Profit & Loss

|  | Jan 16           | Feb 16           | Mar 16           | Apr 16           | May 16           | Jun 16           | TOTAL             |
|--|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Office Expenses                              | 23.97            | 39.95            | 39.95            | 39.95            | 39.95            | 0.00             | 183.77            |
| Other Professional Fees                      | 0.00             | 1,000.00         | 500.00           | 500.00           | 500.00           | 500.00           | 3,000.00          |
| Repairs and Maintenance                      | 0.00             | 106.74           | 0.00             | 0.00             | 0.00             | 0.00             | 106.74            |
| Returned Checks and Refunds                  | 0.00             | 0.00             | 5.00             | 0.00             | 382.88           | 0.00             | 387.88            |
| Telephone, Fax and Internet                  | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | -8.37            | -8.37             |
| Travel and Meetings                          | 0.00             | 0.00             | 1,566.13         | 5,864.48         | 783.37           | 0.00             | 8,213.98          |
| <b>Total Various Administrative Expenses</b> | <b>4,047.82</b>  | <b>2,995.58</b>  | <b>4,561.68</b>  | <b>8,686.08</b>  | <b>3,973.29</b>  | <b>2,160.03</b>  | <b>26,424.48</b>  |
| <b>Total Expense</b>                         | <b>15,558.99</b> | <b>22,958.40</b> | <b>20,484.69</b> | <b>26,672.56</b> | <b>17,254.79</b> | <b>16,199.67</b> | <b>119,129.10</b> |
| <b>Net Ordinary Income</b>                   | <b>10,115.29</b> | <b>120.86</b>    | <b>4,924.45</b>  | <b>372.05</b>    | <b>2,401.18</b>  | <b>6,317.24</b>  | <b>24,251.07</b>  |
| <b>Other Income/Expense</b>                  |                  |                  |                  |                  |                  |                  |                   |
| Other Income                                 |                  |                  |                  |                  |                  |                  |                   |
| Interest Income                              | 30.93            | 2.44             | 25.51            | 48.27            | 27.12            | 26.25            | 160.52            |
| <b>Total Other Income</b>                    | <b>30.93</b>     | <b>2.44</b>      | <b>25.51</b>     | <b>48.27</b>     | <b>27.12</b>     | <b>26.25</b>     | <b>160.52</b>     |
| <b>Net Other Income</b>                      | <b>30.93</b>     | <b>2.44</b>      | <b>25.51</b>     | <b>48.27</b>     | <b>27.12</b>     | <b>26.25</b>     | <b>160.52</b>     |
| <b>Net Income</b>                            | <b>10,146.22</b> | <b>123.30</b>    | <b>4,949.96</b>  | <b>420.32</b>    | <b>2,428.30</b>  | <b>6,343.49</b>  | <b>24,411.59</b>  |