

CoRe Publications
Profit & Loss YTD Comparison
June 2019

	Jun 19	Jan - Jun 19
Ordinary Income/Expense		
Income		
Book Sales		
12 Step Spanish Workbook	0.00	1,109.00
12 Step Workbook	5,810.00	12,985.00
12 Step Workbook(H&I version)	165.00	639.60
CoDA Book Pocket Edition	1,693.50	7,722.00
CoDA SoftCover Books	13,620.18	58,265.27
Ebook Sales	281.35	1,474.54
In This Moment Books	1,941.00	14,439.00
International Kindle Sales	0.00	829.87
Kindle Sales	0.00	5,264.94
Spanish CoDA Book Pocket Editio	393.00	1,632.05
Total Book Sales	23,904.03	104,361.27
Non Book Sales		
Audio Tapes and CDs	297.00	1,419.00
Booklets	10,118.36	74,203.33
Medallions	4,091.12	20,267.01
Pamphlets	1,921.56	11,786.13
Posters and Special Items	48.00	378.00
Spanish Booklets	63.00	773.85
Spanish Pamphlets	140.35	524.15
Non Book Sales - Other	0.00	-24.00
Total Non Book Sales	16,679.39	109,327.47
Other Income Items		
Other Income Account	-1,028.38	-2,796.96
Over and Short	33.04	33.04
Service Items Copied	16.13	135.81
Spanish Items Copied	15.50	92.20
Total Other Income Items	-963.71	-2,535.91
S and H Charges		
New Shipping	0.00	1,522.09
Total S and H Charges	0.00	1,522.09
Shipping Income	4,710.76	24,056.95
Total Income	44,330.47	236,731.87
Cost of Goods Sold		
Cost of Books		
12 Step Spanish Workbook	0.00	330.99
12 Step Workbook	2,226.35	4,010.15
12 Step Workbook(H&I version)	66.24	363.70
CoDA Book Pocket Edition	259.60	1,097.93
CoDA SoftCover Book	4,071.51	14,151.32
In This Moment Book	343.67	2,719.84
Spanish CoDA Book Pocket Editio	52.22	239.41
Total Cost of Books	7,019.59	22,913.34
Cost of Goods Sold	0.00	0.00
Cost of Literature		
Audio Tapes and CD's	50.64	247.38
Booklets	1,264.09	8,747.29
Medallions	2,236.35	12,646.05
Pamphlets	844.78	4,625.48
Posters and Special Items	11.80	92.88
Spanish Booklets	17.57	222.77
Spanish Pamphlets	95.92	374.24
Total Cost of Literature	4,521.15	26,956.09

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Other Cost of Sales		
Printing	0.00	464.00
Product Development	975.00	1,823.00
Total Other Cost of Sales	975.00	2,287.00
Shipping Expenses	442.93	856.75
Total COGS	12,958.67	53,013.18
Gross Profit	31,371.80	183,718.69
Expense		
Distribution Center Costs		
Admin/IT/Support Expense	0.00	553.50
Call Center Expense	0.00	1,924.16
Distribution Equipment Rental	0.00	330.70
Distribution Rent	0.00	900.00
Distribution Supplies	0.00	105.23
Distribution Utilities	0.00	1,372.85
Fullfillment Center Expense	0.00	13,490.87
Postage and Shipping	4,116.50	28,306.40
Relocation Expense	0.00	646.16
Storage Expense	0.00	1,545.00
Total Distribution Center Costs	4,116.50	49,174.87
Royalty to CoDA, Inc.	15,500.29	81,229.83
Sales Tax Expense	1,677.50	1,677.50
Various Administrative Expenses		
Accounting Services	0.00	4,319.63
Bank Charges	14.00	59.00
Bookkeeping Expense	1,033.50	3,412.50
Credit Card Service Fees	29.90	179.80
Credit Fees on PayPal	1,181.90	6,187.57
General Office Supplies	0.00	36.09
Group Discount	608.51	6,556.75
Legal Fees	1,215.45	6,098.95
Marketing	177.65	177.65
Miscellaneous	0.00	35.00
Office Expenses	96.60	481.87
Telephone, Fax and Internet	129.06	258.12
Travel and Meetings		
Accomodations Expense	3,497.81	7,965.73
Meals	480.92	1,009.97
Transportation	1,134.59	4,107.51
Travel Insurance	0.00	1,119.57
Travel and Meetings - Other	180.00	1,599.33
Total Travel and Meetings	5,293.32	15,802.11
Web Maintenance & Design	548.00	2,855.00
Total Various Administrative Expenses	10,327.89	46,460.04
Total Expense	31,622.18	178,542.24
Net Ordinary Income	-250.38	5,176.45
Other Income/Expense		
Other Income		
Interest Income	4.23	25.48
Total Other Income	4.23	25.48
Other Expense		
Other Expenses	0.00	0.00
Total Other Expense	0.00	0.00

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Accrual Basis

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	Jun 19	Jan - Jun 19
Net Other Income	4.23	25.48
Net Income	<u>-246.15</u>	<u>5,201.93</u>