

CoRe Publications
Profit & Loss
 January through June 2020

	Jan - Jun 20
Ordinary Income/Expense	
Income	
Book Sales	
12 Step Spanish Workbook	1,228.00
12 Step Workbook	41,464.00
12 Step Workbook(H&I version)	363.00
CoDA Book Pocket Edition	5,722.50
CoDA SoftCover Books	54,727.00
Ebook Sales	1,367.19
In This Moment Books	12,195.00
International Kindle Sales	1,364.05
Kindle Sales	4,948.03
Spanish CoDA Book Pocket Editio	879.00
Total Book Sales	124,257.77
Bundle Sales	
Spanish Starter Kit	0.00
Twelve Piece Toolkit	1,230.00
Total Bundle Sales	1,230.00
Non Book Sales	
Audio Tapes and CDs	1,334.00
Booklets	23,043.85
Medallions	10,538.66
Pamphlets	4,816.38
Posters and Special Items	321.00
Spanish Booklets	707.15
Spanish Pamphlets	68.90
Total Non Book Sales	40,829.94
Other Income Items	
Other Income Account	272.14
Over and Short	0.08
Refunds	-625.60
Service Items Copied	84.00
Spanish Items Copied	21.45
Total Other Income Items	-247.93
Shipping Income	29,955.65
Total Income	196,025.43
Cost of Goods Sold	
Cost of Books	
12 Step Spanish Workbook	616.82
12 Step Workbook	9,745.25
12 Step Workbook(H&I version)	289.13
CoDA Book Pocket Edition	771.15
CoDA SoftCover Book	15,232.09
In This Moment Book	2,045.04
Spanish CoDA Book Pocket Editio	111.96
Total Cost of Books	28,811.44
Cost of Literature	
Audio Tapes and CD's	328.94
Booklets	4,680.60
Bundles	481.60
Medallions	4,217.75
Pamphlets	2,146.80
Posters and Special Items	79.01
Spanish Booklets	600.61
Spanish Pamphlets	79.03

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Total Cost of Literature	12,614.34
Other Cost of Sales	
Printing	817.00
Product Development	2,940.00
Total Other Cost of Sales	3,757.00
Shipping Expenses	1,922.53
Total COGS	47,105.31
Gross Profit	148,920.12
Expense	
Distribution Center Costs	
Admin/IT/Support Expense	264.00
Call Center Expense	1,817.35
Distribution Supplies	15.00
Distribution Utilities	149.08
Fulfillment Center Expense	14,794.20
Postage and Shipping	25,688.37
Storage Expense	2,475.00
Total Distribution Center Costs	45,203.00
Royalty to CoDA, Inc.	64,941.29
Sales Tax Expense	121.47
Various Administrative Expenses	
Accounting Services	750.00
Bank Charge Monthly PayPal	99.68
Bank Charges	48.41
Bookkeeping Expense	4,621.15
Credit Card Service Fees	149.50
Credit Fees on PayPal	6,966.86
Group Discount	3,716.57
Insurance	1,078.00
Marketing	160.03
Miscellaneous	1.05
Office Expenses	459.50
Other Professional Fees	74.95
Postage & Delivery Expense	28.16
Taxes	10.00
Telephone, Fax and Internet	397.43
Travel and Meetings	
Accomodations Expense	1,774.80
Meals	731.49
Transportation	1,128.47
Total Travel and Meetings	3,634.76
Web Maintenance & Design	2,578.99
Total Various Administrative Expenses	24,775.04
Total Expense	135,040.80
Net Ordinary Income	13,879.32
Other Income/Expense	
Other Income	
Interest Income	19.05
Total Other Income	19.05
Net Other Income	19.05
Net Income	13,898.37