

CoRe Publications
Profit & Loss
January through December 2019

	Jan - Dec 19
Ordinary Income/Expense	
Income	
Book Sales	
12 Step Spanish Workbook	4,850.70
12 Step Workbook	101,559.95
12 Step Workbook(H&I version)	7,959.29
CoDA Book Pocket Edition	13,521.00
CoDA SoftCover Books	101,459.66
Ebook Sales	3,413.07
In This Moment Books	28,192.50
International Kindle Sales	2,801.32
Kindle Sales	10,823.74
Spanish CoDA Book Pocket Editio	5,931.92
Total Book Sales	280,513.15
Bundle Sales	
Twelve Piece Toolkit	2,820.00
Total Bundle Sales	2,820.00
Non Book Sales	
Audio Tapes and CDs	3,123.00
Booklets	61,517.32
Medallions	42,559.86
Pamphlets	21,440.21
Posters and Special Items	751.50
Spanish Booklets	4,023.16
Spanish Pamphlets	1,639.99
Non Book Sales - Other	-24.00
Total Non Book Sales	135,031.04
Other Income Items	
Other Income Account	2,924.97
Over and Short	48.13
Refunds	-4,560.81
Service Items Copied	241.19
Spanish Items Copied	128.80
Total Other Income Items	-1,217.72
S and H Charges	
New Shipping	1,646.82
Total S and H Charges	1,646.82
Shipping Income	50,902.42
Total Income	469,695.71
Cost of Goods Sold	
Cost of Books	
12 Step Spanish Workbook	2,167.36
12 Step Workbook	24,253.39
12 Step Workbook(H&I version)	10,569.79
CoDA Book Pocket Edition	1,860.71
CoDA SoftCover Book	24,765.58
In This Moment Book	5,298.51
Spanish CoDA Book Pocket Editio	862.25
Total Cost of Books	69,777.59
Cost of Literature	
Audio Tapes and CD's	530.26
Booklets	14,158.82
Bundles	952.88
Medallions	23,668.42
Pamphlets	8,503.60

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Posters and Special Items	184.64
Spanish Booklets	1,432.92
Spanish Pamphlets	1,246.65
Total Cost of Literature	50,678.19
Other Cost of Sales	
Inventory Adjustment	144,775.04
Printing	464.00
Product Development	6,497.00
Service Items	748.68
Total Other Cost of Sales	152,484.72
Shipping Expenses	6,548.32
Total COGS	279,488.82
Gross Profit	190,206.89
Expense	
Distribution Center Costs	
Admin/IT/Support Expense	903.50
Call Center Expense	4,192.34
Distribution Equipment Rental	330.70
Distribution Rent	900.00
Distribution Supplies	205.23
Distribution Utilities	317.84
Fulfillment Center Expense	36,627.20
Postage and Shipping	46,713.69
Relocation Expense	646.16
Storage Expense	4,005.00
Total Distribution Center Costs	94,841.66
Royalty to CoDA, Inc.	155,531.50
Sales Tax Expense	1,899.08
Various Administrative Expenses	
Accounting Services	5,069.63
Bank Charges	154.00
Bookkeeping Expense	12,644.90
Business Promotions	89.63
Credit Card Service Fees	404.15
Credit Fees on PayPal	12,144.18
General Office Supplies	82.03
Group Discount	21,852.42
Insurance	600.00
Legal Fees	6,251.95
Marketing	177.65
Miscellaneous	2,246.79
Office Expenses	541.33
Telephone, Fax and Internet	2,098.90
Travel and Meetings	
Accomodations Expense	13,091.09
Meals	3,063.56
Transportation	10,347.38
Travel Insurance	1,150.32
Travel and Meetings - Other	1,629.33
Total Travel and Meetings	29,281.68
Web Maintenance & Design	7,408.79
Total Various Administrative Expenses	101,048.03
Total Expense	353,320.27
Net Ordinary Income	-163,113.38
Other Income/Expense	

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Accrual Basis

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	<u>Jan - Dec 19</u>
Other Income	
Interest Income	51.66
Total Other Income	51.66
Net Other Income	51.66
Net Income	<u><u>-163,061.72</u></u>