

## BCR Software

## Comparative Income Statement

|  | Period                                |                                       | Year To Date                         |                                      |
|--|---------------------------------------|---------------------------------------|--------------------------------------|--------------------------------------|
|  | December 1, 2009<br>December 31, 2009 | December 1, 2008<br>December 31, 2008 | January 1, 2009<br>December 31, 2009 | January 1, 2008<br>December 31, 2008 |
| <b>Sales Revenue</b>                   |                                       |                                       |                                      |                                      |
| 404000 SALES                           | 229,067.14                            | 232,371.65                            | 3,177,413.37                         | 3,301,765.03                         |
| 427000 INTEREST INCOME                 | 0.00                                  | 0.00                                  | 0.00                                 | 14.12                                |
| Total Sales Revenue                    | 229,067.14                            | 232,371.65                            | 3,177,413.37                         | 3,301,779.15                         |
| <b>Cost of Goods Sold</b>              |                                       |                                       |                                      |                                      |
| 507000 COST OF GOODS SOLD              | 104,544.38                            | (41,447.15)                           | 1,402,618.18                         | 1,385,503.16                         |
| Total Cost of Goods Sold               | 104,544.38                            | (41,447.15)                           | 1,402,618.18                         | 1,385,503.16                         |
| Gross Profit                           | 124,522.76                            | 273,818.80                            | 1,774,795.19                         | 1,916,275.99                         |
| <b>Current Expenses</b>                |                                       |                                       |                                      |                                      |
| 510000 COMMISSIONS                     | (132,426.87)                          | 14,967.40                             | 71,178.86                            | 203,635.03                           |
| 513000 FRANCHISE TAX (PREPD STATE TAX) | 1,105.00                              | 0.00                                  | 1,105.00                             | 125.00                               |
| 517000 OUTBOUND FREIGHT                | 497.08                                | (513.05)                              | (12,063.53)                          | (13,879.79)                          |
| 518000 INBOUND FREIGHT                 | 7,248.31                              | 15,842.94                             | 52,250.19                            | 71,578.67                            |
| 520000 DISCOUNTS EARNED                | (103.32)                              | (384.38)                              | (3,759.12)                           | (3,606.70)                           |
| 530000 SALARIED                        | 177,219.61                            | 30,904.50                             | 474,121.91                           | 318,823.83                           |
| 533000 HOURLY                          | 32,860.29                             | 51,825.51                             | 441,801.47                           | 490,140.97                           |
| 537000 OVERTIME                        | 60.00                                 | 1,663.54                              | 8,785.20                             | 14,041.67                            |
| 543000 OTHER BENEFITS                  | 4,806.14                              | 6,634.41                              | 48,234.82                            | 34,364.20                            |
| 544000 PAYROLL TAXES                   | 5,559.54                              | 7,436.17                              | 83,204.81                            | 86,193.32                            |
| 545000 INSURANCE WITHHOLDING           | 1,279.71                              | (2,243.34)                            | 873.90                               | 14,966.58                            |
| 550000 BANK CHARGES                    | 527.11                                | 1,749.10                              | 11,525.13                            | 16,318.16                            |
| 553000 RENTAL                          | 76.00                                 | 276.00                                | 146.00                               | 381.37                               |
| 557000 EQUIPMENT LEASES                | 329.44                                | 329.44                                | 3,995.50                             | 4,271.94                             |
| 560000 TELEPHONE EXPENSE               | 2,416.48                              | 2,623.47                              | 29,529.59                            | 32,814.11                            |
| 563000 OFFICE SUPPLIES                 | 868.39                                | 700.96                                | 9,035.20                             | 14,484.41                            |
| 566000 COMPUTER SUPPLIES - OFFICE      | 312.95                                | 635.10                                | 3,584.44                             | 10,978.65                            |
| 567000 POSTAGE EXPENSE                 | 582.36                                | 465.82                                | 5,079.56                             | 4,999.72                             |
| 568000 MISC EXPENSE                    | 0.00                                  | 0.00                                  | 0.00                                 | 457.71                               |
| 569000 401K EXPENSE                    | 154.03                                | 0.00                                  | 154.03                               | 0.00                                 |
| 570000 DEPRECIATION                    | 15,311.26                             | 57,689.00                             | 38,536.00                            | 57,689.00                            |
| 577000 OUTSIDE SERVICES                | 595.00                                | 0.00                                  | 5,172.60                             | 550.00                               |
| 580000 PROFESSIONAL & LEGAL FEES       | 25,000.00                             | 0.00                                  | 130,475.00                           | 4,294.00                             |
| 583000 CONSULTING FEES                 | 0.00                                  | 0.00                                  | 0.00                                 | 1,575.00                             |
| 590000 ADVERTISING                     | 731.95                                | 145.00                                | 15,664.16                            | 13,215.17                            |
| 593000 PROMOTIONAL MATERIAL            | 0.00                                  | 448.87                                | 2,848.18                             | 2,168.44                             |
| 610000 COMPUTER MAINT & REPAIR         | 593.75                                | 646.40                                | 8,587.33                             | 7,880.20                             |
| 611000 AUTO EXPENSES                   | 561.93                                | 934.79                                | 10,037.53                            | 16,910.69                            |
| 613000 MEALS & ENTERTAINMENT           | 732.45                                | 741.95                                | 8,969.76                             | 10,751.10                            |
| 614000 COPIER EXPENSE                  | 402.24                                | 70.20                                 | 1,009.81                             | 1,106.33                             |
| 622000 INSURANCE OFFICERS              | 1,078.31                              | 1,212.34                              | 11,437.22                            | 9,536.13                             |
| 622100 OFFICIERS LIFE INSURANCE        | 513.68                                | 0.00                                  | 2,870.56                             | 0.00                                 |
| 623000 BAD DEBTS                       | 1,749.10                              | 0.00                                  | 1,749.10                             | 0.00                                 |
| 627000 INSURANCE                       | 4,068.44                              | 3,308.70                              | 28,136.20                            | 39,751.69                            |
| 633000 TRAVEL                          | 668.57                                | 1,527.97                              | 24,432.26                            | 33,211.60                            |
| 637000 UTILITIES                       | 2,674.61                              | 2,642.18                              | 36,009.27                            | 35,553.35                            |
| 640000 TAXES & LICENSE                 | 15,175.52                             | 13,823.52                             | 20,857.08                            | 20,907.68                            |
| 641000 FEDERAL INCOME TAX              | 13,141.00                             | 0.00                                  | 13,141.00                            | 0.00                                 |
| 643000 DUES & SUBSCRIPTIONS            | 140.00                                | 95.00                                 | 7,334.38                             | 6,880.27                             |
| 647000 CONTRIBUTIONS                   | 50.00                                 | 0.00                                  | 2,016.74                             | 2,829.11                             |
| 650000 INTEREST EXPENSE                | 2,903.77                              | 27,148.27                             | 49,739.95                            | 86,433.72                            |
| 653000 REPAIRS                         | 2,803.00                              | 666.49                                | 24,715.08                            | 13,755.85                            |
| 657000 SUPPLIES                        | 7,868.39                              | 763.20                                | 37,141.23                            | 45,898.01                            |
| 660000 EBAY / PAYPAL FEES              | (100.00)                              | 0.00                                  | 0.00                                 | 0.00                                 |
| Total Current Expenses                 | 200,035.22                            | 244,777.47                            | 1,709,663.40                         | 1,711,986.19                         |
| <b>Other Income</b>                    |                                       |                                       |                                      |                                      |
| 336000 1% Sales Discount               | (27.19)                               | 0.00                                  | (68.38)                              | 0.00                                 |
| 429000 MISC INCOME                     | 0.00                                  | 0.00                                  | 0.00                                 | 2,492.60                             |
| 474000 MISC SALES                      | 396.00                                | 156.45                                | 1,677.67                             | 1,476.38                             |

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| Total Other Income | 368.81                                | 156.45                                | 1,609.29                             | 3,968.98                             |
| Net Income         | (75,143.65)                           | 29,197.78                             | 66,741.08                            | 208,258.78                           |