

To: Board of Directors
From: CFO
Date: July 10, 2011
Subject: Financial Results for June 2011

This memo is part of the cash flow dashboard and financial reporting package that has been incorporated into this PDF file.

Revenues were \$6.6 million compared to \$6.6 million in the budget and \$6.4 million in the same month of the prior year. YTD revenues were \$33.2 million compared to \$33.4 million in the budget and \$32.6 million in the same period of the prior year.

Gross margin was 33.6% compared to 35.6% in the budget and 34.5% in the same month of the prior year. Gross margin for the year was 35.0% compared to the budgeted margin of 36.4%. The reduced margins this year are primarily a result of a change in product mix in our Southern region.

EBITDA was \$546k compared to \$544k in the budget and \$587k in the same month of the prior year. YTD EBITDA was \$2.0 million compared to \$2.0 million in the budget and \$2.2 million in the same period of the prior year. The reduced EBITDA compared to the prior year is primarily the result of expanding capacity in our Eastern region ahead of the departure of one our competitors in that market.

Accounts Receivable

Accounts receivable decreased \$1.7 million during the month. The portion of A/R that was in the 60 day plus category, net of the allowance for doubtful accounts, was \$1.2 million (or 11.7% of the balance).

The bank line balance was \$300k at the end of the month.

You can reach me by phone or email if you have any questions about the actual or projected results.

CFO



Example 1

Financial Reporting Package

June, 2011

Example 1 Key Performance Indicators

	Current Month			Year to Date - Jun		
	Jun 2011	Jun 2010	Variance	Jun 2011 YTD	Jun 2010 YTD	Variance

Financial Performance

Total Revenue	6,567,247	6,438,478	128,770	33,221,341	32,569,942	651,399
Gross Margin %	33.6%	34.5%	(0.9)%	35.0%	35.9%	(0.9)%
Contribution Margin %	26.6%	27.4%	(0.8)%	27.3%	28.1%	(0.8)%
EBITDA %	8.3%	9.1%	(0.8)%	6.0%	6.7%	(0.7)%
Income Before Tax %	6.8%	7.6%	(0.8)%	4.2%	4.8%	(0.7)%

Number of Orders	1,146	1,141	5	6,790	6,763	27
Avg Revenue per Order	5,731	5,641	90	4,892	4,816	77
Number of Customers	464	462	2	2,750	2,739	11
Avg Revenue per Customer	14,164	13,942	222	12,081	11,891	190

Working Capital

Days of Inventory on Hand	4.1	4.5	(0.5)
Days of Sales in A/R	53.1	52.3	0.9
Days of Expenses in A/P	28.4	33.0	(4.6)
Current Ratio	2.8	1.9	0.9

Accounts Receivable

Current	7,566,634	8,020,997	(454,363)
30 Days	1,611,028	1,203,150	407,878
60 Days or more	1,216,066	802,100	413,966
Sum of A/R Aging Categories	10,393,728	10,026,247	367,481
% of Tot - A/R - Current	72.8%	80.0%	(7.2)%
% of Tot - A/R - 30 Days	15.5%	12.0%	3.5%
% of Tot - A/R - 60 Days or More	11.7%	8.0%	3.7%

Line of Credit

Limit - Line of Credit	10,000,000	10,000,000	-
Available - Line of Credit	8,250,000	6,500,000	1,750,000
Line of Credit	300,000	244,132	55,868
Diff - Available vs. Bal	7,950,000	6,255,868	1,694,132
Avail as % of A/R	79.4%	64.8%	14.5%

Example 1 Income Statement

	Current Month			Year to Date - Jun		
	Jun 2011 Actual	Budget	Diff.	YTD Actual	Budget	Diff.
Total Revenue	6,567,247	6,598,845	(31,598)	33,221,341	33,362,793	(141,452)
Cost of Goods Sold	<u>4,363,535</u>	<u>4,249,656</u>	<u>113,878</u>	<u>21,577,327</u>	<u>21,218,739</u>	<u>358,587</u>
Gross Profit	2,203,713	2,349,189	(145,476)	11,644,015	12,144,054	(500,039)
	33.6%	35.6%	(2.0)%	35.0%	36.4%	(1.4)%
Commissions	328,362	395,931	(67,568)	1,741,962	2,001,768	(259,805)
Salaries & Wages - Sales Force	<u>130,575</u>	<u>162,500</u>	<u>(31,925)</u>	<u>848,226</u>	<u>975,000</u>	<u>(126,774)</u>
Contribution Margin	1,744,775	1,790,758	(45,983)	9,053,826	9,167,286	(113,460)
	26.6%	27.1%	(0.6)%	27.3%	27.5%	(0.2)%
Salaries and Benefits - All Other	789,044	776,780	12,264	4,566,587	4,582,833	(16,245)
Contracting	66,256	70,050	(3,794)	322,203	315,467	6,736
Travel and Entertainment	15,933	23,175	(7,242)	124,588	139,050	(14,462)
Facilities	82,416	94,167	(11,751)	542,186	565,000	(22,814)
Computer and Equip. Related	39,476	33,333	6,143	197,549	200,000	(2,451)
Marketing	10,343	18,000	(7,657)	63,164	70,820	(7,657)
Office Supplies and Related	12,169	15,000	(2,831)	84,145	90,000	(5,855)
Bad Debts	98,509	92,350	6,159	498,320	482,837	15,483
Other Operating Expenses	<u>84,355</u>	<u>123,472</u>	<u>(39,118)</u>	<u>652,640</u>	<u>698,804</u>	<u>(46,165)</u>
Total Operating Expenses	<u>1,198,501</u>	<u>1,246,327</u>	<u>(47,826)</u>	<u>7,051,382</u>	<u>7,144,812</u>	<u>(93,430)</u>
EBITDA	546,274	544,431	1,843	2,002,444	2,022,475	(20,030)
	8.3%	8.3%	0.1%	6.0%	6.1%	-
Depreciation & Amortization	30,422	20,800	9,622	108,031	124,800	(16,769)
Interest Expense	70,448	91,667	(21,218)	504,960	550,000	(45,040)
Other Income	-	-	-	-	-	-
Other Expense	-	-	-	<u>2,400</u>	-	<u>2,400</u>
Income Before Tax	<u>445,403</u>	<u>431,964</u>	<u>13,439</u>	<u>1,387,052</u>	<u>1,347,675</u>	<u>39,377</u>
	6.8%	6.5%	0.2%	4.2%	4.0%	0.1%
Provision for Income Taxes	-	-	-	-	-	-
Net Income	<u>445,403</u>	<u>431,964</u>	<u>13,439</u>	<u>1,387,052</u>	<u>1,347,675</u>	<u>39,377</u>
	6.8%	6.5%	0.2%	4.2%	4.0%	0.1%

Example 1 Balance Sheet

	Jun 2011 Actual	Prior Month Actual
Assets		
Current Assets		
Cash	2,734,373	2,586,428
Accounts Receivable, Net	10,393,728	8,652,789
Commission Advances, Net	183,006	183,006
Inventory	529,638	691,055
Deposits and Prepayments	419,907	689,370
Other Current Assets	-	-
Total Current Assets	14,260,652	12,802,648
Property and Equipment		
Net Property and Equipment	1,079,078	1,109,199
Other Assets	-	-
Total Assets	15,339,730	13,911,847
 Liabilities		
LIABILITIES AND SHAREHOLDERS' EQUITY		
Accounts Payable	3,996,187	3,145,370
Accrued Expenses	110,980	84,029
Accrued Bonuses	98,890	79,707
Affiliated Companies	360,277	308,617
Sales Tax Payable	18,789	20,907
Commissions Payable	87,467	73,075
Customer Order Deposits	242,521	342,579
Customer Security Deposits	37,377	37,376
Income Taxes Payable	-	-
Other Current Liabilities	83,600	55,733
Total Current Liabilities	5,036,087	4,147,393
Line of Credit - Bank	300,000	244,132
Other Long Term Notes Payable	1,180,000	1,180,000
Other Long Term Liabilities	-	-
Total Long Term Liabilities	1,480,000	1,424,132
Total Liabilities	6,516,087	5,571,525
 Shareholders' Equity		
Additional Paid in Capital	225,000	225,000
Common Stock	-	-
Retained Earnings - Prior	2,841,183	2,841,183
Current Year Income (Loss)	5,757,459	5,274,139
Total Equity	8,823,643	8,340,323
Total Liabilities & Equity	15,339,730	13,911,847

Example 1 Cash Flow Statement

	Jun 2011 Actual	YTD Actual
Operating Activities		
Net Income	445,403	1,387,052
Prior Period Adjustment	37,917	249,517
Depreciation and Amortization	30,422	108,031
(Incr)/Decr in Accounts Receivable	(1,740,939)	(1,945,104)
(Incr)/Decr in Inventory	161,417	182,760
(Incr)/Decr Commission Advances	-	-
(Incr)/Decr Deposits and Prepays	269,463	254,176
(Incr)/Decr Other Current Assets	-	-
(Incr)/Decr Deferred Tax Asset	-	-
Incr/(Decr) Accounts Payable	850,817	(936,349)
Incr/(Decr) Accrued Expenses	26,951	45,139
Incr/(Decr) Accrued Bonuses	19,183	78,890
Incr/(Decr) Affiliated Companies	51,660	186,406
Incr/(Decr) Sales Tax Payable	(2,118)	(10,104)
Incr/(Decr) Commissions Payable	14,392	(11,608)
Incr/(Decr) Customer Order Dep.	(100,058)	141,351
Incr/(Decr) Customer Security Dep.	-	37,377
Incr/(Decr) Other Current Liab.	27,867	83,600
Incr/(Decr) Other Long Term Liab.	-	-
Net Cash provided (used) by Oper.	92,379	(148,866)
Investing Activities		
(Capital Expenditures)	(301)	(249,332)
(Other Investments)	-	-
Net Cash provided (used) by Inv.	(301)	(249,332)
Financing Activities		
(Princ Repay) - Line of Credit	55,868	(304,132)
(Princ Repay) - Notes Payable	-	(869,301)
Net Cash provided (used) by Fin.	55,868	(1,173,433)
Net increase (decrease) in cash	147,945	(1,571,631)
Beginning Cash Balance	2,586,428	4,306,004
Ending Cash Balance - GAAP CF	2,734,373	2,734,373

Example 1

Income Statement - Summarized

Current Year Months - Actuals and Projected

	Jan 2011	Feb 2011	Mar 2011	Apr 2011	May 2011	Jun 2011	Jul 2011	Aug 2011	Sep 2011	Oct 2011	Nov 2011	Dec 2011	2011
	Actual	Actual	Actual	Actual	Actual	Actual	Proj	Proj	Proj	Proj	Proj	Proj	Proj
Total Revenue	4,737,843	5,373,100	5,257,325	5,330,898	5,954,928	6,567,247	6,468,152	7,526,617	6,087,439	6,501,878	5,900,445	5,589,245	71,295,117
Cost of Goods Sold	2,965,644	3,344,977	3,420,907	3,604,876	3,877,388	4,363,535	4,180,380	4,930,093	3,999,772	4,254,515	3,894,309	3,493,331	46,329,726
Gross Profit	1,772,199	2,028,123	1,836,418	1,726,022	2,077,540	2,203,713	2,287,772	2,596,524	2,087,667	2,247,363	2,006,136	2,095,913	24,965,391
	37.4%	37.7%	34.9%	32.4%	34.9%	33.6%	35.4%	34.5%	34.3%	34.6%	34.0%	37.5%	35.0%
Commissions	227,416	279,401	262,866	298,530	345,386	328,362	336,344	391,384	316,547	338,098	306,823	290,641	3,721,799
Salaries & Wages - Sales Force	165,884	141,388	136,793	130,575	143,011	130,575	164,265	179,483	148,224	167,873	162,649	175,075	1,845,795
Contribution Margin	1,378,899	1,607,335	1,436,758	1,296,916	1,589,143	1,744,775	1,787,163	2,025,657	1,622,895	1,741,393	1,536,664	1,630,198	19,397,797
	29.1%	29.9%	27.3%	24.3%	26.7%	26.6%	27.6%	26.9%	26.7%	26.8%	26.0%	29.2%	27.2%
Salaries and Benefits - All Other	776,533	688,368	723,368	765,975	823,299	789,044	846,442	920,109	803,218	900,822	821,807	731,711	9,590,696
Contracting	27,495	58,580	49,803	53,651	66,418	66,256	74,599	29,290	56,005	29,391	26,260	40,863	578,609
Travel and Entertainment	10,870	50,288	1,851	41,272	4,375	15,933	18,079	28,074	6,956	28,022	9,520	62,919	278,158
Facilities	91,721	106,408	82,413	93,748	85,481	82,416	87,292	92,679	99,758	87,331	86,999	106,468	1,102,712
Computer and Equip. Related	26,409	25,463	39,824	39,410	26,966	39,476	28,999	30,195	26,462	32,088	24,245	33,044	372,581
Marketing	14,509	17,122	8,403	6,487	6,299	10,343	9,686	27,011	23,794	30,146	19,285	45,135	218,221
Office Supplies and Related	14,461	10,892	19,204	10,872	16,547	12,169	11,561	6,035	18,811	14,703	19,296	24,471	179,023
Bad Debts	71,068	80,596	78,860	79,963	89,324	98,509	97,022	112,899	91,312	97,528	88,507	83,839	1,069,427
Other Operating Expenses	88,784	106,848	100,072	129,402	143,179	84,355	137,546	112,567	131,107	154,190	109,503	157,117	1,454,669
Total Operating Expenses	1,121,849	1,144,565	1,103,798	1,220,781	1,261,887	1,198,501	1,311,225	1,358,859	1,257,422	1,374,222	1,205,420	1,285,565	14,844,095
EBITDA	257,049	462,769	332,960	76,136	327,256	546,274	475,938	666,798	365,473	367,172	331,243	344,633	4,553,702
	5.4%	8.6%	6.3%	1.4%	5.5%	8.3%	7.4%	8.9%	6.0%	5.6%	5.6%	6.2%	6.4%
Depreciation & Amortization	16,160	16,160	16,160	12,969	16,160	30,422	9,617	29,210	15,470	23,791	29,232	33,611	248,963
Interest Expense	83,997	87,406	85,546	92,915	84,648	70,448	69,514	69,033	82,265	95,646	94,603	91,717	1,007,737
Other Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Expense	2,400	-	-	-	-	-	-	-	1,753	1,904	106	742	6,905
Income Before Tax	154,492	359,203	231,254	(29,748)	226,448	445,403	396,807	568,555	265,985	245,831	207,303	218,563	3,290,096
	3.3%	6.7%	4.4%	(0.6)%	3.8%	6.8%	6.1%	7.6%	4.4%	3.8%	3.5%	3.9%	4.6%
Provision for Income Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income	154,492	359,203	231,254	(29,748)	226,448	445,403	396,807	568,555	265,985	245,831	207,303	218,563	3,290,096
	3.3%	6.7%	4.4%	(0.6)%	3.8%	6.8%	6.1%	7.6%	4.4%	3.8%	3.5%	3.9%	4.6%

Example 1 Balance Sheet Current Year Months - Actuals and Projected

	Jan 2011	Feb 2011	Mar 2011	Apr 2011	May 2011	Jun 2011	Jul 2011	Aug 2011	Sep 2011	Oct 2011	Nov 2011	Dec 2011	2011
	Actual	Actual	Actual	Actual	Actual	Actual	Proj	Proj	Proj	Proj	Proj	Proj	Proj
Assets													
Current Assets													
Cash	3,976,405	4,189,533	4,082,645	3,075,700	2,586,428	2,734,373	2,226,989	2,449,821	3,134,938	5,530,321	5,242,242	5,737,621	5,737,621
Accounts Receivable, Net	7,197,902	7,752,045	8,327,488	8,470,900	8,652,789	10,393,728	11,514,924	13,062,106	11,799,170	10,701,241	10,335,591	9,383,569	9,383,569
Commission Advances, Net	183,006	183,006	183,006	183,006	183,006	183,006	183,006	183,006	183,006	183,006	183,006	183,006	183,006
Inventory	1,055,684	823,433	735,995	766,621	691,055	529,638	444,583	402,975	269,825	208,117	773,406	571,647	571,647
Deposits and Prepayments	30,492	82,485	165,000	413,483	689,370	419,907	816,967	879,535	784,616	605,990	539,349	674,083	674,083
Other Current Assets	-	-	-	-	-	-	-	24,200	-	-	-	-	-
Total Current Assets	<u>12,443,489</u>	<u>13,030,502</u>	<u>13,494,133</u>	<u>12,909,711</u>	<u>12,802,648</u>	<u>14,260,652</u>	<u>15,186,469</u>	<u>17,001,643</u>	<u>16,171,555</u>	<u>17,228,675</u>	<u>17,073,593</u>	<u>16,549,926</u>	<u>16,549,926</u>
Property and Equipment													
Net Property and Equipment	921,618	1,154,040	1,138,040	1,125,199	1,109,199	1,079,078	1,069,461	1,040,250	1,024,780	1,000,989	971,757	938,146	938,146
Other Assets	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Assets	<u>13,365,107</u>	<u>14,184,542</u>	<u>14,632,173</u>	<u>14,034,910</u>	<u>13,911,847</u>	<u>15,339,730</u>	<u>16,255,929</u>	<u>18,041,894</u>	<u>17,196,335</u>	<u>18,229,664</u>	<u>18,045,350</u>	<u>17,488,072</u>	<u>17,488,072</u>
Liabilities													
LIABILITIES AND SHAREHOLDERS' EQUITY													
Accounts Payable	3,538,231	3,992,813	4,177,028	3,583,223	3,145,370	3,996,187	4,744,497	5,915,231	4,720,492	5,462,527	5,021,850	4,432,536	4,432,536
Accrued Expenses	204,208	87,448	63,832	45,434	84,029	110,980	100,626	52,568	171,977	187,533	212,612	65,841	65,841
Accrued Bonuses	37,053	50,387	63,720	66,374	79,707	98,890	89,647	89,647	88,047	78,718	77,118	20,000	20,000
Affiliated Companies	111,648	151,637	184,124	230,890	308,617	360,277	333,755	63,413	95,856	122,903	157,009	173,870	173,870
Sales Tax Payable	69,526	20,178	21,233	22,809	20,907	18,789	16,732	26,694	29,963	31,942	27,696	28,893	28,893
Commissions Payable	75,368	84,595	97,822	95,848	73,075	87,467	85,742	88,569	76,397	97,824	100,182	99,076	99,076
Customer Order Deposits	132,457	96,852	88,696	178,009	342,579	242,521	259,239	98,858	96,438	107,398	100,760	101,170	101,170
Customer Security Deposits	121,449	121,449	121,449	121,449	37,376	37,377	37,377	22,177	22,177	-	-	-	-
Income Taxes Payable	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Current Liabilities	23,587	44,698	83,600	27,867	55,733	83,600	27,867	55,733	-	-	-	-	-
Total Current Liabilities	<u>4,313,526</u>	<u>4,650,055</u>	<u>4,901,503</u>	<u>4,371,902</u>	<u>4,147,393</u>	<u>5,036,087</u>	<u>5,695,480</u>	<u>6,412,889</u>	<u>5,301,346</u>	<u>6,088,844</u>	<u>5,697,227</u>	<u>4,921,386</u>	<u>4,921,386</u>
Line of Credit - Bank													
	484,132	564,132	484,132	404,132	244,132	300,000	160,000	660,000	660,000	660,000	660,000	660,000	660,000
Other Long Term Notes Payabl													
	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000
Other Long Term Liabilities													
	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Long Term Liabilities	<u>1,664,132</u>	<u>1,744,132</u>	<u>1,664,132</u>	<u>1,584,132</u>	<u>1,424,132</u>	<u>1,480,000</u>	<u>1,340,000</u>	<u>1,840,000</u>	<u>1,840,000</u>	<u>1,840,000</u>	<u>1,840,000</u>	<u>1,840,000</u>	<u>1,840,000</u>
Total Liabilities	<u>5,977,658</u>	<u>6,394,187</u>	<u>6,565,636</u>	<u>5,956,035</u>	<u>5,571,525</u>	<u>6,516,087</u>	<u>7,035,480</u>	<u>8,252,889</u>	<u>7,141,346</u>	<u>7,928,844</u>	<u>7,537,227</u>	<u>6,761,386</u>	<u>6,761,386</u>
Shareholders' Equity													
Additional Paid in Capital													
	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000
Common Stock													
	-	-	-	-	-	-	-	-	-	-	-	-	-
Retained Earnings - Prior													
	2,841,183	2,841,183	2,841,183	2,841,183	2,841,183	2,841,183	2,841,183	2,841,183	2,841,183	2,841,183	2,841,183	2,841,183	2,841,183
Current Year Income (Loss)													
	4,321,265	4,724,171	5,000,354	5,012,692	5,274,139	5,757,459	6,154,266	6,722,821	6,988,806	7,234,637	7,441,940	7,660,503	7,660,503
Total Equity	<u>7,387,448</u>	<u>7,790,355</u>	<u>8,066,537</u>	<u>8,078,875</u>	<u>8,340,323</u>	<u>8,823,643</u>	<u>9,220,450</u>	<u>9,789,004</u>	<u>10,054,989</u>	<u>10,300,821</u>	<u>10,508,123</u>	<u>10,726,686</u>	<u>10,726,686</u>
Total Liabilities & Equity	<u>13,365,107</u>	<u>14,184,542</u>	<u>14,632,173</u>	<u>14,034,910</u>	<u>13,911,847</u>	<u>15,339,730</u>	<u>16,255,929</u>	<u>18,041,894</u>	<u>17,196,335</u>	<u>18,229,664</u>	<u>18,045,350</u>	<u>17,488,072</u>	<u>17,488,072</u>

Example 1

Cash Flow Statement - GAAP

Current Year Months - Actuals and Projected

	Jan 2011	Feb 2011	Mar 2011	Apr 2011	May 2011	Jun 2011	Jul 2011	Aug 2011	Sep 2011	Oct 2011	Nov 2011	Dec 2011	2011
	Actual	Actual	Actual	Actual	Actual	Actual	Proj	Proj	Proj	Proj	Proj	Proj	Proj
Operating Activities													
Net Income	154,492	359,203	231,254	(29,748)	226,448	445,403	396,807	568,555	265,985	245,831	207,303	218,563	3,290,096
Prior Period Adjustment	45,884	43,703	44,928	42,086	35,000	37,917	-	-	-	-	-	-	249,517
Depreciation and Amortization	16,160	16,160	16,160	12,969	16,160	30,422	9,617	29,210	15,470	23,791	29,232	33,611	248,963
(Incr)/Decr in Accounts Receivable	1,250,721	(554,143)	(575,443)	(143,412)	(181,889)	(1,740,939)	(1,121,197)	(1,547,182)	1,262,936	1,097,929	365,650	952,023	(934,945)
(Incr)/Decr in Inventory	(343,286)	232,250	87,438	(30,626)	75,566	161,417	85,056	41,607	133,150	61,708	(565,289)	201,759	140,751
(Incr)/Decr Commission Advances	-	-	-	-	-	-	-	-	-	-	-	-	-
(Incr)/Decr Deposits and Prepays	643,591	(51,993)	(82,515)	(248,483)	(275,888)	269,463	(397,060)	(62,567)	94,919	178,626	66,642	(134,735)	-
(Incr)/Decr Other Current Assets	-	-	-	-	-	-	-	(24,200)	24,200	-	-	-	-
(Incr)/Decr Deferred Tax Asset	-	-	-	-	-	-	-	-	-	-	-	-	-
Incr/(Decr) Accounts Payable	(1,394,305)	454,582	184,215	(593,805)	(437,853)	850,817	748,310	1,170,734	(1,194,739)	742,034	(440,677)	(589,313)	(500,000)
Incr/(Decr) Accrued Expenses	138,367	(116,760)	(23,615)	(18,399)	38,595	26,951	(10,355)	(48,058)	119,409	15,557	25,079	(146,771)	-
Incr/(Decr) Accrued Bonuses	17,053	13,334	13,334	2,653	13,334	19,183	(9,243)	-	(1,600)	(9,330)	(1,600)	(57,118)	-
Incr/(Decr) Affiliated Companies	(62,222)	39,988	32,488	46,766	77,726	51,660	(26,522)	(270,342)	32,443	27,047	34,107	16,861	-
Incr/(Decr) Sales Tax Payable	40,633	(49,348)	1,055	1,576	(1,902)	(2,118)	(2,057)	9,963	3,268	1,979	(4,246)	1,196	-
Incr/(Decr) Commissions Payable	(23,708)	9,227	13,227	(1,973)	(22,773)	14,392	(1,725)	2,827	(12,172)	21,427	2,358	(1,107)	-
Incr/(Decr) Customer Order Dep.	31,287	(35,605)	(8,156)	89,313	164,570	(100,058)	16,718	(160,381)	(2,420)	10,960	(6,638)	410	-
Incr/(Decr) Customer Security Dep.	121,449	-	-	-	(84,073)	-	-	(15,200)	-	(22,177)	-	-	-
Incr/(Decr) Other Current Liab.	23,587	21,111	38,902	(55,733)	27,867	27,867	(55,733)	27,867	(55,733)	-	-	-	-
Incr/(Decr) Other Long Term Liab.	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash provided (used) by Oper.	659,702	381,710	(26,728)	(926,816)	(329,113)	92,379	(367,384)	(277,168)	685,117	2,395,383	(288,079)	495,380	2,494,383
Investing Activities													
(Capital Expenditures)	-	(248,582)	(160)	(128)	(160)	(301)	-	-	-	-	-	-	(249,332)
(Other Investments)	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash provided (used) by Inv.	-	(248,582)	(160)	(128)	(160)	(301)	-	-	-	-	-	-	(249,332)
Financing Activities													
(Princ Repay) - Line of Credit	(120,000)	80,000	(80,000)	(80,000)	(160,000)	55,868	(140,000)	500,000	-	-	-	-	55,868
(Princ Repay) - Notes Payable	(869,301)	-	-	-	-	-	-	-	-	-	-	-	(869,301)
Net Cash provided (used) by Fin.	(989,301)	80,000	(80,000)	(80,000)	(160,000)	55,868	(140,000)	500,000	-	-	-	-	(813,433)
Net increase (decrease) in cash	(329,599)	213,128	(106,888)	(1,006,944)	(489,273)	147,945	(507,384)	222,832	685,117	2,395,383	(288,079)	495,380	1,431,618
Beginning Cash Balance	4,306,004	3,976,405	4,189,533	4,082,645	3,075,700	2,586,428	2,734,373	2,226,989	2,449,821	3,134,938	5,530,321	5,242,242	4,306,004
Ending Cash Balance - GAAP CF	3,976,405	4,189,533	4,082,645	3,075,700	2,586,428	2,734,373	2,226,989	2,449,821	3,134,938	5,530,321	5,242,242	5,737,621	5,737,621