

# Tim Kneeland & Associates, Inc.

## Profit and Loss Standard - Odyssey 2000

January 1993 through December 2003

08/18/10

	Jan '93 - Dec '03
Ordinary Income/Expense	Amounts
<b>Income</b>	
<b>ODYSSEY 2000</b>	
A 12/30/99 Dinner Guest	4,125.00
B 12/31/99 New Years Party	9,675.00
C 12/31/00 New Years Party	12,635.00
Insurance Coverage	23,778.50
ODY 2000 Wait list	9,500.00
Surcharge	177,400.00
ODYSSEY 2000 - Other	8,726,398.42
<b>Total ODYSSEY 2000</b>	8,963,511.92
<b>SALES</b>	
* <b>FOREIGN NON-TAXABLE SALES</b>	
Ball Cap	2,109.28
Buttons	390.50
Cycle Shorts	1,473.17
Cycling Cap	2,040.00
DRG Holders	2,134.00
Event Shirts	8,008.00
Fleece Jacket	1,890.30
Fleece Pullover	425.00
Fleece Vests	1,814.95
Globes	242.00
Helmets	9,629.93
Jerseys	17,537.84
Jewelry	1,109.00
Locks	-271.00
Massage	1,580.00
ODY Jackets	6,855.50
ODY tee shirts	7,420.58
Other	308.70
Parts/Supplies	67,354.50
Polos	1,326.08
Posters	53.50
Raleigh Bicycle	5,420.00
Road Account	5,425.45
Stickers	213.50
Temporary Tatoos	158.00
Videos	14,332.17
Water Bottles	1,233.09
* <b>FOREIGN NON-TAXABLE SALES - Other</b>	40.00
<b>Total * FOREIGN NON-TAXABLE SALES</b>	160,254.04
* <b>WA TAXABLE SALES</b>	

Ordinary Income/Expense	Amounts
Ball Cap	180.33
Buttons	95.16
Cycling Caps	465.26
Cycling Shorts	263.34
DRG Holder	139.46
Event Shirts	1,645.00
Fleece Jacket	547.95
Fleece Pullover	70.59
Fleece Vests	438.92
Helmets	1,141.24
Jersey	1,965.21
Jewelry	26.06
Misc WA Taxable Sales	42.75
ODY Jackets (WA sales)	881.38
ODY tee shirts (WA sales)	2,094.94
Pins	71.68
Polos	183.05
Posters	1.08
Stickers	105.22
Videos	4,323.00
WA Bike part sales	497.50
WA Temporary Tatoos	79.28
Water bottle	184.02
*WA TAXABLE SALES - Other	8,665.48
<b>Total *WA TAXABLE SALES</b>	<u>24,107.90</u>
<b>Total SALES</b>	<u>184,361.94</u>
<b>Total Income</b>	9,147,873.86
<b>Cost of Goods Sold</b>	
<b>Cost of Goods Sold</b>	
Clothing	65,215.55
Other	11,014.04
Parts	77,109.18
Stickers/Tatoos	224.00
Video Svcs/Supplies	7,649.32
<b>Total Cost of Goods Sold</b>	<u>161,212.09</u>
<b>Total COGS</b>	<u>161,212.09</u>
<b>Gross Profit</b>	8,986,661.77
<b>Expense</b>	
<b>AUTOMOBILE EXPENSE</b>	17,226.10
<b>BANK/CREDIT CARD FEES</b>	
Pac NW Bank Fees	32.50
<b>BANK/CREDIT CARD FEES - Other</b>	<u>19,600.27</u>
<b>Total BANK/CREDIT CARD FEES</b>	19,632.77
<b>BIKE SUPPLIES</b>	3,721.99
<b>CURRENT LOANS</b>	12,146.89
<b>DONATIONS</b>	3,174.27
<b>EDUCATION</b>	1,277.87
<b>EMPLOYEE BENEFITS</b>	

Ordinary Income/Expense	Amounts
Other Compensation	404.40
EMPLOYEE BENEFITS - Other	70,056.76
<b>Total EMPLOYEE BENEFITS</b>	<b>70,461.16</b>
<b>EQUIPMENT</b>	
Bikes	140,817.40
Camera	13,861.63
Communications	38,050.18
Computer Equipment	35,881.87
Equipment Rental	10.41
Maintenance	4,265.28
Massage	1,916.00
Road	11,531.94
Sanitation	36,997.70
Vehicles	306,445.02
EQUIPMENT - Other	44,775.41
<b>Total EQUIPMENT</b>	<b>634,552.84</b>
<b>INSURANCE</b>	
Corporate	
Liability Ins	35,094.60
<b>Total Corporate</b>	<b>35,094.60</b>
Medical/Liability	250.00
INSURANCE - Other	14,186.92
<b>Total INSURANCE</b>	<b>49,531.52</b>
<b>INTEREST EXPENSE</b>	
Interest on Legal Exps	4,753.37
INTEREST EXPENSE - Other	5,053.23
<b>Total INTEREST EXPENSE</b>	<b>9,806.60</b>
<b>INVESTMENT EXPENSE- COMMISION</b>	<b>9,061.11</b>
<b>MISCELLANEOUS</b>	<b>4,864.37</b>
<b>ODYSSEY 2000 LEGAL SETTLEMENTS (Note 1 Below)</b>	
	2,704.38
	1,510.84
	3,064.74
	29,383.00
	1,000.00
	950.00
	1,504.80
	13,554.88
	2,000.00
<b>ODYSSEY 2000 SETTLEMENTS - Other</b>	<b>2,000.00</b>
<b>Total ODYSSEY 2000 SETTLEMENTS</b>	<b>57,672.64</b>
<b>OFFICE SUPPLIES</b>	
Computer products	6,844.35
OFFICE SUPPLIES - Other	40,195.45
<b>Total OFFICE SUPPLIES</b>	<b>47,039.80</b>
<b>PARTICIPANT GIFTS &amp; PRODUCTS</b>	
Costs of Incentives	
Clothing	2,892.50

Ordinary Income/Expense	Amounts
Costs of Incentives - Other	311.56
Total Costs of Incentives	3,204.06
Participant Incentive/Gift	6,470.90
<b>PARTICIPANT GIFTS &amp; PRODUCTS - Other</b>	<b>4,762.17</b>
<b>Total PARTICIPANT GIFTS &amp; PRODUCTS</b>	<b>14,437.13</b>
<b>PAYROLL EXPENSES</b>	
Temp Road Staff	109.69
<b>PAYROLL EXPENSES - Other</b>	<b>823,186.37</b>
<b>Total PAYROLL EXPENSES</b>	<b>823,296.06</b>
<b>PRODUCTION/PRINTING</b>	<b>67,787.19</b>
<b>PROFESSIONAL FEES</b>	
Accounting	130.00
Contract Services	161,516.69
Legal	
Misc	4,295.24
Legal - Other	103,589.83
Total Legal	107,885.07
TK&A Legal Fees	121,992.80
Videographer	2,000.00
<b>PROFESSIONAL FEES - Other</b>	<b>175,089.88</b>
<b>Total PROFESSIONAL FEES</b>	<b>568,614.44</b>
<b>PROMOTIONS</b>	
Advertising	85,654.07
Bike Show / Ride	2,743.86
On-line Services	7,430.96
Other	11,286.90
Postage	17,917.22
Printing	25,618.02
Sponsorship Search	29,549.39
<b>PROMOTIONS - Other</b>	<b>70,711.16</b>
<b>Total PROMOTIONS</b>	<b>250,911.58</b>
<b>RENT</b>	
Storage	3,219.32
<b>RENT - Other</b>	<b>60,205.30</b>
<b>Total RENT</b>	<b>63,424.62</b>
<b>SHIPPING &amp; POSTAGE</b>	<b>25,511.12</b>
<b>SUBSCRIPTIONS</b>	<b>5,790.99</b>
<b>TAXES</b>	
Licenses and Permits	3,449.97
Local - Seattle	3.00
State - WA	-29.35
<b>TAXES - Other</b>	<b>326,865.46</b>
<b>Total TAXES</b>	<b>330,289.08</b>
<b>TELEPHONES</b>	<b>152,766.27</b>
<b>TRAVEL</b>	
Entertainment	
Event Kick-off/Finish	12,000.00
<b>Entertainment - Other</b>	<b>6,321.77</b>

<b>Ordinary Income/Expense</b>	<b>Amounts</b>
Total Entertainment	18,321.77
Lodging	1,792,320.32
Meals/Meetings	753,940.10
Propane	37.35
Sanitation Facilities	7,077.82
Special Fees/Entrance Fees	13,485.72
Supplies on the road	59,184.97
Transportation	
Air travel	3,146,780.24
Ferries	60,808.73
Fuel/Gas	29,266.45
Parking	1,183.04
Rentals	340,777.00
Shipping Costs	145,355.66
Shuttles/Cabs/Bus	8,994.76
Tolls/Other	1,701.47
Vehicle Insurance	5,081.70
Transportation - Other	15,256.68
Total Transportation	<u>3,755,205.73</u>
TRAVEL - Other	<u>36,482.05</u>
Total TRAVEL	<u>6,436,055.83</u>
Write Off Accounts Receivable	<u>157.00</u>
Total Expense	<u>9,679,211.24</u>
Net Ordinary Income	<u>-692,549.47</u>
Other Income/Expense	
Other Income	
INTEREST INCOME	<u>602,979.13</u>
Total Other Income	<u>602,979.13</u>
Net Other Income	<u>602,979.13</u>
Net Income	<u><b>-89,570.34</b></u>

*Note 1 - Names removed for privacy reasons*