

|    | 1             | 2                       | 3       | 4       | 5          | 6         | 7        | 8        |    |
|----|---------------|-------------------------|---------|---------|------------|-----------|----------|----------|----|
|    |               |                         |         | 1984    | 1985       | 1986      | 1987     | 1988     |    |
| 1  | SALES         |                         |         |         |            |           |          |          | 1  |
| 2  | ✓             | BOOKS                   | 25¢     | 567500  | 25¢ 687500 |           |          |          | 2  |
| 3  | ✓             | ARTIST COPY             | 25¢     | 175000  |            |           |          |          | 3  |
| 4  | ✓             | PRINTS - SETS           | 50      | 775000  | 170 540000 | 50 275000 | 20 90000 | 10 45000 | 4  |
| 5  | ✓             | PRINTS - WILD TURKEY    | 100     | 55000   | 117500     |           |          |          | 5  |
| 6  | ✓             | ORIGINAL PAINTINGS      | 40% 50% | 80000   | 50% 60000  | 30% 60000 |          |          | 6  |
| 7  |               |                         |         |         |            |           |          |          | 7  |
| 8  |               |                         |         | 1037500 | 1400000    | 285000    | 90000    | 45000    | 8  |
| 9  |               |                         |         |         |            |           |          |          | 9  |
| 10 |               |                         |         |         |            |           |          |          | 10 |
| 11 | COST OF SALES |                         |         |         |            |           |          |          | 11 |
| 12 | ✓             | PRINTING & REPRODUCTION |         | 277500  |            |           |          |          | 12 |
| 13 | ✓             | PHOTOGRAPHY             |         | 8500    |            |           |          |          | 13 |
| 14 | ✓             | BOXES                   |         | 105000  |            |           |          |          | 14 |
| 15 | ✓             | TEXT - JOHN GRAVES      |         | 28175   | 56875      |           |          |          | 15 |
| 16 | ✓             | COMMISSIONS - R. CARR   |         | 186750  | 257000     | 51300     | 16700    | 8100     | 16 |
| 17 |               |                         |         |         |            |           |          |          | 17 |
| 18 |               |                         |         | 558875  | 308875     | 51300     | 16700    | 8100     | 18 |
| 19 |               |                         |         |         |            |           |          |          | 19 |
| 20 | GROSS PROFIT  |                         |         | 481625  | 1091125    | 233700    | 73800    | 36900    | 20 |
| 21 |               |                         |         |         |            |           |          |          | 21 |
| 22 |               |                         |         |         |            |           |          |          | 22 |
| 23 | EXPENSES      |                         |         |         |            |           |          |          | 23 |
| 24 | ✓             | ADVERTISING             |         | 1000    | 5000       | 4000      |          |          | 24 |
| 25 | ✓             | ACCOUNTING FEES         |         | 1000    | 600        | 600       | 400      | 400      | 25 |
| 26 | ✓             | CONTRACT SERVICES       |         | 9800    | 1000       | 500       |          |          | 26 |
| 27 | ✓             | INSURANCE - LIFE        |         | 750     |            |           |          |          | 27 |
| 28 | ?             | INSURANCE - LIAB.       |         |         |            |           |          |          | 28 |
| 29 | ✓             | INTEREST                |         |         | 18750      |           |          |          | 29 |
| 30 | ✓             | LEGAL FEES              |         | 17500   | 1000       | 500       | 500      | 500      | 30 |
| 31 | ✓             | RENT                    |         | 600     |            |           |          |          | 31 |
| 32 | ✓             | TELEPHONE               |         | 400     | 400        | 400       | 200      | 100      | 32 |
| 33 | ✓             | UTILITIES               |         | 700     |            |           |          |          | 33 |
| 34 |               | CONTINGENCY EXPENSES    |         | 10375   | 10875      | 2850      | 900      | 450      | 34 |
| 35 |               |                         |         |         |            |           |          |          | 35 |
| 36 |               |                         |         |         |            |           |          |          | 36 |
| 37 |               |                         |         | 42145   | 37625      | 8850      | 2000     | 1450     | 37 |
| 38 |               |                         |         |         |            |           |          |          | 38 |
| 39 |               |                         |         | 539480  | 1053500    | 224850    | 71800    | 35450    | 39 |
| 40 |               |                         |         |         |            |           |          |          | 40 |
| 41 |               | PS                      |         |         | 500000     |           |          |          | 41 |
| 42 |               |                         |         | 439480  | 553500     | 224850    | 71800    | 35450    | 42 |
| 43 |               |                         |         |         |            |           |          |          | 43 |