

Five Year Example

Account analysis

Year end: September 30, 2013

Description	2013 \$	2013 % Chg	2013 \$ Chg	2012 \$	2012 % Chg	2012 \$ Chg	2011 \$	2011 % Chg	2011 \$ Chg	2010 \$	2010 % Chg	2010 \$ Chg	2009 \$
ASSETS													
Current													
Cash	148,508	(42.34)	(109,031)	257,539	33.85	65,127	192,412	(69.47)	(437,808)	630,220	79.65	279,423	350,797
Term deposits	471,851	1,461.08	441,625	30,226	(93.44)	(430,638)	460,864	100.00	460,864	-	-	-	-
Marketable securities	-	(100.00)	(99,523)	99,523	100.00	99,523	-	-	-	-	-	-	-
Accounts receivable	-	(100.00)	(278,281)	278,281	47.31	89,372	188,909	(32.46)	(90,809)	279,718	(6.71)	(20,134)	299,852
Accounts receivable from employees	21	(99.54)	(4,558)	4,579	128.95	2,579	2,000	100.00	1,000	1,000	60.51	377	623
Inventory	-	-	-	-	-	-	-	(100.00)	(4,257)	4,257	(23.78)	(1,328)	5,585
Current portion of loans and notes receivable	-	-	-	-	-	-	-	(100.00)	(4,000)	4,000	(65.58)	(7,622)	11,622
Prepaid expenses	11,293	(6.95)	(843)	12,136	(15.49)	(2,225)	14,361	5.12	700	13,661	(4.78)	(686)	14,347
Other current asset #1	-	(100.00)	(382)	382	100.00	382	-	-	-	-	-	-	-
	631,673	(7.47)	(50,993)	682,666	(20.49)	(175,880)	858,546	(7.97)	(74,310)	932,856	36.62	250,030	682,826
Long term													
Capital assets	354,173	24.98	70,795	283,378	(9.90)	(31,129)	314,507	(6.58)	(22,160)	336,667	(11.81)	(45,098)	381,765
Other capital assets	-	(100.00)	(1,805)	1,805	100.00	1,805	-	(100.00)	(4,654)	4,654	10.26	433	4,221
Long term Investments	-	(100.00)	(122,721)	122,721	100.00	122,721	-	-	-	-	-	-	-
	354,173	(13.17)	(53,731)	407,904	29.70	93,397	314,507	(7.86)	(26,814)	341,321	(11.57)	(44,665)	385,986
TOTAL ASSETS	985,846	(9.60)	(104,724)	1,090,570	(7.03)	(82,483)	1,173,053	(7.94)	(101,124)	1,274,177	19.21	205,365	1,068,812

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Description	2013 \$	2013 % Chg	2013 \$ Chg	2012 \$	2012 % Chg	2012 \$ Chg	2011 \$	2011 % Chg	2011 \$ Chg	2010 \$	2010 % Chg	2010 \$ Chg	2009 \$
LIABILITIES													
Current													
Accounts payable	9,725	(82.14)	(44,734)	54,459	91.49	26,019	28,440	(26.89)	(10,461)	38,901	1.29	496	38,405
Income taxes payable	(40,035)	(2,130.17)	(42,007)	1,972	(105.77)	36,129	(34,157)	368.61	(26,868)	(7,289)	(208.71)	(13,994)	6,705
Current portion of long term debt	-	-	-	-	(100.00)	(9,104)	9,104	(3.94)	(373)	9,477	5.02	453	9,024
Goods and services tax payable (recoverable)	8,141	(43.22)	(6,197)	14,338	22.26	2,611	11,727	(56.58)	(15,281)	27,008	3.53	921	26,087
Wages payable	(2,951)	(120.90)	(17,070)	14,119	466.80	11,628	2,491	(71.96)	(6,394)	8,885	40.79	2,574	6,311
Bonuses payable	61,200	-	-	61,200	8.51	4,800	56,400	-	-	56,400	32.71	13,900	42,500
Employee deductions payable	(137)	(200.00)	(274)	137	(94.46)	(2,335)	2,472	15,350.00	2,456	16	(99.90)	(16,281)	16,297
	35,943	(75.42)	(110,282)	146,225	91.20	69,748	76,477	(42.67)	(56,921)	133,398	(8.21)	(11,931)	145,329
Long term													
Long Term Debt	-	-	-	-	(100.00)	(9,104)	9,104	(51.00)	(9,477)	18,581	(32.69)	(9,025)	27,606
Future income taxes	(719)	1.27	(9)	(710)	59.19	(264)	(446)	20.54	(76)	(370)	(199.46)	(742)	372
Due to (from) shareholders	(56,349)	(198.94)	(113,303)	56,954	4,994.28	55,836	1,118	(83.75)	(5,761)	6,879	2,216.16	6,582	297
Current portion of long term debt (contra debit)	-	-	-	-	(100.00)	9,104	(9,104)	(3.94)	373	(9,477)	5.02	(453)	(9,024)
	(57,068)	(201.47)	(113,312)	56,244	8,269.64	55,572	672	(95.70)	(14,941)	15,613	(18.90)	(3,638)	19,251
TOTAL LIABILITIES	(21,125)	(110.43)	(223,594)	202,469	162.44	125,320	77,149	(48.23)	(71,862)	149,011	(9.46)	(15,569)	164,580
SHAREHOLDERS' EQUITY													
Common Shares	100	-	-	100	-	-	100	-	-	100	-	-	100
	100	-	-	100	-	-	100	-	-	100	-	-	100
Retained earnings (Deficit) - beginning	962,710	(12.15)	(133,092)	1,095,802	(2.60)	(29,263)	1,125,065	24.44	220,933	904,132	18.75	142,780	761,352
Net income (Loss)	44,161	(133.94)	174,262	(130,101)	215.40	(88,852)	(41,249)	(118.67)	(262,182)	220,933	26.41	46,153	174,780
Dividends declared	-	(100.00)	77,700	(77,700)	2,490.00	(74,700)	(3,000)	100.00	(3,000)	-	(100.00)	32,000	(32,000)
Prior period adjustments	-	-	-	-	(100.00)	(14,986)	14,986	100.00	14,986	-	-	-	-
Refundable income taxes paid	-	(100.00)	2,239	(2,239)	100.00	(2,239)	-	-	-	-	-	-	-
Refundable income taxes recovered	-	(100.00)	(2,239)	2,239	100.00	2,239	-	-	-	-	-	-	-
	1,006,871	13.39	118,870	888,001	(18.96)	(207,801)	1,095,802	(2.60)	(29,263)	1,125,065	24.44	220,933	904,132
TOTAL EQUITY	1,006,971	13.38	118,870	888,101	(18.96)	(207,801)	1,095,902	(2.60)	(29,263)	1,125,165	24.43	220,933	904,232
TOTAL LIABILITIES AND EQUITY	985,846	(9.60)	(104,724)	1,090,570	(7.03)	(82,481)	1,173,051	(7.94)	(101,125)	1,274,176	19.21	205,364	1,068,812

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Description	2013 \$	2013 % Chg	2013 \$ Chg	2012 \$	2012 % Chg	2012 \$ Chg	2011 \$	2011 % Chg	2011 \$ Chg	2010 \$	2010 % Chg	2010 \$ Chg	2009 \$
TRADE SALES													
Trade sales	666,078	2.55	16,585	649,493	(15.38)	(118,085)	767,578	(53.82)	(894,703)	1,662,281	0.19	3,091	1,659,190
TOTAL TRADE SALES	666,078	2.55	16,585	649,493	(15.38)	(118,085)	767,578	(53.82)	(894,703)	1,662,281	0.19	3,091	1,659,190
COST OF SALES													
Purchases	122,800	(11.60)	(16,117)	138,917	(10.53)	(16,349)	155,266	(68.99)	(345,417)	500,683	(2.07)	(10,573)	511,256
TOTAL COST OF SALES	122,800	(11.60)	(16,117)	138,917	(10.53)	(16,349)	155,266	(68.99)	(345,417)	500,683	(2.07)	(10,573)	511,256
GROSS MARGIN	543,278	6.40	32,702	510,576	(16.62)	(101,736)	612,312	(47.29)	(549,286)	1,161,598	1.19	13,664	1,147,934
EXPENSES													
Advertising and promotion	-	(100.00)	(3,211)	3,211	100.00	3,211	-	(100.00)	(5,376)	5,376	(23.41)	(1,643)	7,019
Amortization	-	(100.00)	(125,773)	125,773	95.23	61,350	64,423	(15.19)	(11,539)	75,962	(9.03)	(7,537)	83,499
Bad debts	-	(100.00)	(1,390)	1,390	(65.25)	(2,610)	4,000	7,042.86	3,944	56	100.00	56	-
Business taxes, licenses and memberships	6,217	56.01	2,232	3,985	(4.94)	(207)	4,192	85.82	1,936	2,256	(43.30)	(1,723)	3,979
Delivery, freight and express	316	(54.79)	(383)	699	59.23	260	439	(3.09)	(14)	453	(46.89)	(400)	853
Equipment rentals	2,134	(19.74)	(525)	2,659	53.79	930	1,729	(73.48)	(4,791)	6,520	5.52	341	6,179
Insurance	13,771	(49.36)	(13,425)	27,196	15.29	3,606	23,590	6.19	1,375	22,215	4.48	952	21,263
Interest and bank charges	696	(55.15)	(856)	1,552	41.74	457	1,095	(75.18)	(3,317)	4,412	81.86	1,986	2,426
Interest on long term debt	-	(100.00)	(109)	109	(84.09)	(576)	685	(39.81)	(453)	1,138	620.25	980	158
Management salaries	-	(100.00)	(276,801)	276,801	39.64	78,582	198,219	17.40	29,382	168,837	(0.32)	(543)	169,380
Meals and entertainment	5,297	(59.29)	(7,713)	13,010	10.65	1,252	11,758	(0.86)	(102)	11,860	(37.86)	(7,227)	19,087
Office	4,071	428.02	3,300	771	(69.21)	(1,733)	2,504	(52.93)	(2,816)	5,320	(11.16)	(668)	5,988
Operating expense #1	-	-	-	-	-	-	-	(100.00)	(1,970)	1,970	(36.64)	(1,139)	3,109
Operating expense #2	33,217	(0.45)	(151)	33,368	29.03	7,508	25,860	(42.44)	(19,064)	44,924	15.37	5,986	38,938
Professional fees	4,927	(22.93)	(1,466)	6,393	25.75	1,309	5,084	0.63	32	5,052	(1.67)	(86)	5,138
Property taxes	-	(100.00)	(107)	107	101.89	54	53	-	-	53	(3.64)	(2)	55
Rental	9,600	-	-	9,600	-	-	9,600	(0.41)	(40)	9,640	9.55	840	8,800
Repairs and maintenance	25,780	(52.39)	(28,365)	54,145	81.70	24,346	29,799	(34.70)	(15,832)	45,631	(3.36)	(1,585)	47,216
Salaries and wages	367,197	770.69	325,024	42,173	(82.43)	(197,805)	239,978	(45.83)	(203,054)	443,032	(4.66)	(21,678)	464,710
Security	422	1.69	7	415	2.98	12	403	11.33	41	362	1.12	4	358
Sub-contracts	-	(100.00)	(20,790)	20,790	18.32	3,219	17,571	273.45	12,866	4,705	(191.91)	9,824	(5,119)
Supplies	12,156	(13.76)	(1,940)	14,096	57.53	5,148	8,948	(52.32)	(9,818)	18,766	(49.72)	(18,555)	37,321
Telephone	5,222	(22.01)	(1,474)	6,696	4.89	312	6,384	(46.79)	(5,614)	11,998	1.73	204	11,794
Training	-	-	-	-	(100.00)	(605)	605	49.38	200	405	(26.36)	(145)	550
Travel	1,377	(27.94)	(534)	1,911	15.68	259	1,652	(55.70)	(2,077)	3,729	58.82	1,381	2,348
Utilities	6,719	(17.45)	(1,420)	8,139	17.28	1,199	6,940	16.01	958	5,982	(5.99)	(381)	6,363
Vehicle	-	(100.00)	(12,495)	12,495	110.25	6,552	5,943	-	-	5,943	27.34	1,276	4,667
TOTAL EXPENSES	499,119	(25.22)	(168,365)	667,484	(0.59)	(3,970)	671,454	(25.94)	(235,143)	906,597	(4.17)	(39,482)	946,079
INCOME (LOSS) FROM OPERATIONS	44,159	(128.14)	201,067	(156,908)	165.31	(97,766)	(59,142)	(123.19)	(314,143)	255,001	26.33	53,146	201,855
OTHER INCOME (EXPENSE)													
Dividend income	-	(100.00)	(547)	547	100.00	547	-	-	-	-	-	-	-
Gains (losses) on disposal of assets	-	(100.00)	1,984	(1,984)	156.33	(1,210)	(774)	(83.86)	4,022	(4,796)	(8.94)	471	(5,267)
Interest income	-	(100.00)	(19,064)	19,064	60.44	7,182	11,882	47.93	3,850	8,032	(38.96)	(5,126)	13,158
Write-down of marketable securities	-	(100.00)	1,181	(1,181)	100.00	(1,181)	-	-	-	-	-	-	-
TOTAL OTHER INCOME (EXPENSE)	-	(100.00)	(16,446)	16,446	48.06	5,338	11,108	243.26	7,872	3,236	(58.99)	(4,655)	7,891

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INCOME (LOSS) BEFORE INCOME TAXES	44,159	(131.44)	(104,724)	(140,462)	192.42	(92,428)	(48,034)	(118.60)	(306,271)	258,237	23.12	48,491	209,746
INCOME TAXES													
Current income taxes	-	(100.00)	10,098	(10,098)	50.56	(3,391)	(6,707)	(117.63)	(44,751)	38,044	5.20	1,882	36,162
Future income taxes	-	(100.00)	264	(264)	247.37	(188)	(76)	(89.76)	666	(742)	(37.96)	454	(1,196)
TOTAL INCOME TAXES	-	(100.00)	10,362	(10,362)	52.76	(3,579)	(6,783)	(118.18)	(44,085)	37,302	6.68	2,336	34,966
NET INCOME (LOSS)	44,159	(133.94)	174,259	(130,100)	215.39	(88,849)	(41,251)	(118.67)	(262,186)	220,935	26.41	46,155	174,780