7/2/2009

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|  | U.S.A. Manufacturing, INC. | 2009 Manufacturing Report |

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| **Manufacturing Overhead Budget** | | | | | |
| **For the Year ended 12/31/2006** | | | | | |
|  | **First Quarter** | **Second Quarter** | **Third Quarter** | **Fourth Quarter** | **Totals** |
| Indirect Materials and Supplies | $5,800 | $5,900 | $6,000 | $7,000 | $24,700 |
| Indirect Labor | $12,600 | $12,600 | $12,600 | $12,600 | $50,400 |
| Employee Benefits | $7,600 | $7,600 | $7,600 | $7,600 | $30,400 |
| Manufacturing Supervision | $15,000 | $15,000 | $15,000 | $15,000 | $60,000 |
| Utilities Costs | $2,900 | $2,900 | $2,900 | $2,900 | $11,600 |
| Small Tools | $1,200 | $1,200 | $1,200 | $1,200 | $4,800 |
| Property Taxes | $1,000 | $1,000 | $1,000 | $1,000 | $4,000 |
| Insurance | $1,200 | $1,200 | $1,200 | $1,200 | $4,800 |
| Depreciation, Machinery | $3,100 | $3,100 | $3,100 | $3,100 | $12,400 |
| Factory Rent | $5,000 | $5,000 | $5,000 | $5,000 | $20,000 |
| Repairs and Maintenance | $3,300 | $3,300 | $3,300 | $3,300 | $13,200 |
| **Totals** | $58,700 | $58,800 | $58,900 | $59,900 | $236,300 |

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| **Monthly Sales Projections** | | | | | | | | | |
| **Units** | | | | | | | | | |
| Salesperson or Department | | | Windward Sales | | | | Date | | 07/02/09 |
|  | New Business | | | Reorders | | | Total | | |
|  | Goal | Actual | Variance | Goal | Actual | Variance | Goal | Actual | Variance |
| Jan | $50,000 | $45,000 | ($5,000) | $17,000 | $15,000 | ($2,000) | $67,000 | $60,000 | ($7,000) |
| Feb | $40,000 | $35,000 | ($5,000) | $16,000 | $17,000 | $1,000 | $56,000 | $52,000 | ($4,000) |
| Mar | $35,000 | $25,000 | ($10,000) | $15,000 | $12,000 | ($3,000) | $50,000 | $37,000 | ($13,000) |
| Apr | $40,000 | $17,000 | $17,000 | $10,000 | $120,000 | $110,000 | $50,000 | $137,000 | $127,000 |
| May | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Jun | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Jul | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Aug | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Sep | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Oct | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Nov | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Dec | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
|  |  |  |  |  |  |  |  |  |  |
| Year | $165,000 | $122,000 | ($3,000) | $58,000 | $0 | $106,000 | $223,000 | $326,000 | $103,000 |

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| **Product Sales Goals** | | | | | | | | | | | | |
| **2000 Units** | | | | | | | | | | | | |
|  | **Trains** | | | **Planes** | | | **Automobiles** | | | **Total** | | |
|  | Last Yr | Goal | Change | Last Yr | Goal | Change | Last Yr | Goal | Change | Last Yr | Goal | Change |
| Jan | $1,782 | $2,000 | 12% | $325 | $350 | 8% | $711 | $800 | 13% | $2,818 | $3,150 | 33% |
| Feb | $1,523 | $1,700 | 12% | $158 | $200 | 27% | $564 | $650 | 15% | $2,245 | $2,550 | 54% |
| Mar | $1,901 | $2,000 | 5% | $168 | $200 | 19% | $740 | $850 | 15% | $2,809 | $3,050 | 39% |
| Apr | $2,308 | $2,400 | 4% | $365 | $400 | 10% | $642 | $700 | 9% | $3,315 | $3,500 | 23% |
| May | $2,538 | $2,800 | 10% | $402 | $450 | 12% | $663 | $800 | 21% | $3,603 | $4,050 | 43% |
| Jun | $1,866 | $2,000 | 7% | $217 | $250 | 15% | $604 | $700 | 16% | $2,687 | $2,950 | 38% |
| Jul | $2,212 | $2,500 | 13% | $264 | $300 | 14% | $653 | $800 | 23% | $3,129 | $3,600 | 50% |
| Aug | $1,998 | $2,300 | 15% | $267 | $300 | 12% | $537 | $600 | 12% | $2,802 | $3,200 | 39% |
| Sep | $2,054 | $2,000 | -3% | $318 | $350 | 10% | $741 | $900 | 21% | $3,113 | $3,250 | 28% |
| Oct | $2,117 | $2,400 | 13% | $159 | $200 | 26% | $554 | $650 | 17% | $2,830 | $3,250 | 56% |
| Nov | $1,430 | $1,600 | 12% | $193 | $200 | 4% | $657 | $800 | 22% | $2,280 | $2,600 | 38% |
| Dec | $1,859 | $2,100 | 13% | $426 | $450 | 6% | $732 | $850 | 16% | $3,017 | $3,400 | 35% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Year | $23,588 | $25,800 | 9% | $3,262 | $2,650 | 12% | $7,798 | $9,100 | 17% | $34,648 | $37,550 | 38% |