## HARRIS FARMS, INC.

## EXAMINATION SUMMARY AND COMMENTS

July 30, 2009

## I. EXAMINATION SCOPE

Asset Based Lending Consultants ("ABLC or Consultants") were retained by Mr. Don of New Bank ("NB") to perform a new business loan survey on the books and records of Harris Farms, Inc. and Affiliates ("HFI") with Corporate Offices located at: 1641 N 71 Terrace, Hollywood, Florida 33024. NB is planning to assume the lending facilities extended to HFI by its current lender, Citibank and Mr. Don in his scope engagement to Consultants instructed them to follow the previous examination performed by Consultants for Citibank in January 2009. The examination focused on Accounts Receivable and Inventory pledged originally to Citibank as collateral along with a review of additional records inclusive of Financial Statements, Accounts Payable, Cash and Taxes. The General Ledger was closed for the month end June 30, 2009. The Accounts Receivable and Accounts Payable were analyzed as at $6 / 30 / 09$. The Inventory number represents the full physical that was completed by HFI as of May $31^{\text {st }} 2009$ and rolled forward to June $30^{\text {th }} 2009$.

This exercise was completed with the assistance of Ms. Mary Sanchez, CFO, her accounting managers and staff.

## Facility

The existing loan facility extended to HFI by Citibank, is as follows:
A $\$ 50,000,000$ Working Capital Facility supported by accounts receivable and inventory.
The Facility is structured as follows:

* Ninety percent (90\%) of eligible accounts receivable from Costco, Home Depot, Home Depot Canada, Lowe's, Sam's Club, Wal-Mart, Wal-Mart Canada, K-Mart, BJ’s Wholesale, Rona Corporation and Eighty Five (85\%) for all other eligible accounts receivable.
* Ineligible accounts receivable include but are not limited to:
$>$ Balances that are over ninety (90) days from invoice date.
$>$ Individual debtor accounts whose past due balances (90 days old) exceeds $25 \%$ of the aggregate.
* Fifty percent (50\%) of the eligible inventory with an existing inventory borrowing sublimit of $\$ 25,000.0 \mathrm{M}$.


## II. EXECUTIVE SUMMARY

## 1. STRENGTHS

> Excess availability under the LOC of \$35.6MM at June 30, 2009.
$>$ Effective advance rate of $23.5 \%$ at $6 / 30 / 09$ based on combined availability of $\$ 60,923 \mathrm{M}$ before the loan limit of $\$ 50,000 \mathrm{M}$ kicks in.
> Strong customer base with top shelf debtors such as Lowes, Walmart, Home Depot, etc.
$>$ An $11.3 \%$ revenue increase for the 6 months ended $6 / 30 / 09$ vs 2008 , despite the current toxic economic climate.
> Gross profit margins grew 540 basis points to $32.7 \%$ versus $27.3 \%$ for 6 months 2009 vs 2008.
$>$ Net profits of $\$ 25,161 \mathrm{M}$ for the 6 months ended 6/30/09 and EBITDA of $\$ 32,139 \mathrm{M}$.
$>$ Strong balance sheet metrics from internally prepared financials at 6/30/09 showing working capital ratio of $2.8: 1$, debt to worth of $2.8: 1$ and tangible net worth of $\$ 70$ million.

During the exit interview, Management stated that the loan balance was paid in full and as of 7/28/09 there was a zero balance.
$>$ Per Management, the reasons for the improvement overall and in particular to cost savings was attributed to the hiring of Franklin Covey, a time and management consulting company. This company was hired in October 2008 and appears to be guiding the company to a new level, which bucks the economic trend in today's economy, a very proactive approach.

## 2. WEAKNESSES

$>$ Scope of the examination was limited by the absence of a perpetual inventory system.
> Dilution rate of $7.8 \%$ on accounts receivable does not compare favorably with the advance rates of $90 \%$ and $85 \%$ detailed earlier under the "Facility" section of this report. The additional dilution reserve imposed by Consultants will serve to mitigate this risk.
$>$ Tests of authenticity on accounts receivable results showed a number of proofs of delivery, although signed were not dated. It is suggested that a directive be given to the drivers instructing them to obtain a completed signed and dated bill of lading.
> It is suggested the accounts receivable roll forward be completed monthly by HFI's internal staff. This will provide dilution and other key indices to the Management and the lender in a real time basis.
$>$ Sales tax returns are not being filed in a timely manner, however, the number of delinquency days were minimal.

## III. COMPANY OVERVIEW

HFI is a leading provider of tropical foliage, and ornamental shrubs in the United States. HFI was founded by Jose Harris in 1961 and incorporated in Florida on December 20, 1968. Now in its third generation of leadership, HFI is run by Jose Harris's son-in-law Jose Smith - CEO, and grandson Jose Harris III - VP of Operations and Production Manager of the foliage farm.

The HFI family of companies consists of numerous entities with the following included in the Borrowing Base of Citibank as Co-Borrowers and Cross-Corporate Guarantors:

- Harris Farms, LLC - formed in 2005 as the primary operating Company for both the bedding plant and foliage operations in 2005.
- Harris Color Corp. (HCC) (also known as Beauty Garden), was incorporated in Florida on January 30, 2002. Beauty Garden was founded for the sole purpose of providing Lowe's - a major home improvement retailer, with assistance in managing inventory by ensuring proper stocking levels, maximizing sales, and maintaining well organized plan-o-grams (store layouts).
- Harris Carolina, Inc. (HCI) was incorporated on March 4, 2002 as a North Carolina corporation. In 2002, Harris Color, Inc. decided to expand the bedding and potting plant business by purchasing the former Velvet Ridge facility in Asheville, NC. and led to the formation of HCI. Because of the northern location, HCI was able to add crops, requiring a cooler climate, to the product mix (e.g.
pansies and mums). In addition, distribution to the north east customers became more efficient.
- Harris Pennsylvania Farms, LLC (HPF) located on 60 acres in Pipersville, PA also involved in the potting and bedding plants operations.
- Additionally, HFI has a farm located in the Dominican Republic comprising of 2,700 acres for the purpose of producing cuttings and finished materials in a low cost environment. The Company has also acquired 270 acres in Costa Rica which performs the same functions as the Dominican Republic operation.

For a complete list of locations and acreages where HFI has operations please refer to the Inventory section of this presentation.

Together, HFI, HCC, HCI and HPF (hereinafter referred to collectively as "HFI" or the "Company") sell to Fortune 100 corporations. These corporations include general merchandise stores such as Walmart, Sam's and Costco; home improvement stores such as Home Depot and Lowe's, as well as retail garden stores, and commercial landscapers located throughout the United States, Canada and Europe.


## IV. BOOKS AND RECORDS

In 2003, the Company converted from a customized in-house accounting system to Great Plains Dynamics. Great Plains is fully integrated and has the capability to produce a wide cross-section of accounting reports on demand

1) HFI only produces a complete set of financials with an accurate Balance Sheet on a semi-annual basis (June interim and FYE Audit).
2) The monthly "financials" produced by the company do not reflect the company's harvesting of plants already on site, rather it uses the current plant purchases for that specific month in its Cost of Goods ("COGS") calculations. By doing so the monthly, COGS figures are understated thereby either overstating or understating profits on a monthly basis. Mary Sanchez in the exit interview agreed with this finding and told Consultants that HFI is working on getting its record keeping both vertically and horizontally integrated so that they can eventually produce accurate and reliable monthly financials. She alluded to the fact that at the pace things are moving, that this could considerable time to achieve. The only fully reliable numbers currently are the June $30^{\text {th }}$ interim and year end December $31^{\text {st }}$ audited when full physical inventories are undertaken. Although this year instead of June the physical was completed in May, as the Company was renewing its’ insurance and part of the requirement was a full physical.
3) HFI does not have a perpetual inventory system in place and reports inventory on static basis for the months between physicals in June and December. Ms. Sanchez stated that HFI is working on getting a perpetual system presently but that will also take time in excess of twelve months.

## V. AVAILABILITY



## Notes to Availability Calculations

(1) Accrued sales posted 07/09 represents sales made on 06/30/09 and not posted to A/R until 07/01/09. This was the reconciling difference between the A/R balance per the aging and the balance per the BBC.
(2) A 90\% advance is made against accounts designated as Mass Market accounts (based on sales volume). These include Lowes, Costco and SAMS Club which has current dilution rates of $13.7 \%, 7.9 \%$ and $3.6 \%$, respectively. The Consultants are suggesting dilution reserves on all balances under 90 days from these 3 accounts as follows:

| Lowes | $10.3 \%$ |
| :--- | ---: |
| Costco | $7.9 \%$ |
| SAMS Club | $3.6 \%$ |

Under the agreement with the current lender, the reserve rebate for Lowes is decreased by 25\%. Were this to be continued, the reserve would be $10.3 \%$ This is calculated as follows: reserve rebate $=13.7 \%$, Lowe's pays in 45 days deducting the rebates therefore applied rebate reserves $=$ $13.7 \% \times 75 \%$ ( 45 days taken) $=10.3 \%$.

The $90 \%$ advance leaves a 10\% cushion to cover further erosion and projected expenses in a liquidation scenario.
3) The difference between the calculation of availability per the BBC and the Consultant due primarily to the inclusion of past due credits by the Consultants which the Company did not include in their calculations.

## b. Availability tracking

| MONTH ENDING | AR BALANCE | AVAILABILITY | INVENTORY BALANCE | AVAILABILITY | TOTAL AVAILABLE | LOAN BALANCE | L/C | $\begin{gathered} \text { TOTAL } \\ \text { OIS } \\ \hline \end{gathered}$ | NET AVALLABLE | AR LOAN RELIANCE | INV, LOAN RELIANCE | TOTAL LOAN RELIANCE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1/31/2009 | 25,092 | 19,234 | 54,198 | 25,000 | 44,234 | 34,589 | 4,320 | 38,909 | 5,324 | 49.4\% | 50.6\% | 88.0\% |
| 2/28/2009 | 24,911 | 22,155 | 56,000 | 25,000 | 47,155 | 36,589 | 2,975 | 39,564 | 7,591 | 56.0\% | 44.0\% | 83.9\% |
| 3/31/2009 | 43,220 | 34,636 | 54,800 | 25,000 | 59,636 | 34,589 | 2,975 | 37,564 | 12,436 | 92.2\% | 7.8\% | 79.1\% |
| 4/30/2009 | 69,823 | 60,133 | 54,800 | 25,000 | 85,133 | 43,589 | 3,725 | 47,314 | 2,686 | 100.0\% | 0.0\% | 96.8\% |
| 5/31/2009 | 76,678 | 72,468 | 54,800 | 25,000 | 97,468 | 34,089 | 3,725 | 37,814 | 12,186 | 100.0\% | 0.0\% | 87.5\% |
| 6/30/2009 | 43,123 | 40,423 | 42,800 | 20,499 | 60,923 | 10,589 | 3,725 | 14,314 | 35,686 | 100.0\% | 0.0\% | 41.4\% |


| MONTH ENDING | $\begin{gathered} \hline \text { A/R } \\ \text { BALANCE } \\ \hline \end{gathered}$ | AVAILABILITY | INVENTORY | AVAILABILITY | TOTAL AVAILABLE | $\begin{gathered} \hline \text { LOAN } \\ \text { BALANCE } \\ \hline \end{gathered}$ | L/C | $\begin{gathered} \hline \text { TOTAL } \\ \text { O/S } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { NET } \\ \text { AVAILABLE } \\ \hline \end{gathered}$ | AR LOAN RELIANCE | INV, LOAN | TOTAL LOAN RELIANCE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11/30/2007 | 28,331 | 21,784 | 49,165 | 25,000 | 46,784 | 33,100 | 3,320 | 36,420 | 10,364 | 59.8\% | 40.2\% | 77.8\% |
| 12/31/2007 | 20,737 | 14,983 | 50,713 | 25,000 | 39,983 | 33,100 | 3,320 | 36,420 | 3,563 | 41.1\% | 58.9\% | 91.1\% |
| 1/31/2008 | 21,288 | 15,991 | 50,713 | 25,000 | 40,991 | 34,100 | 3,320 | 37,420 | 3,571 | 42.7\% | 57.3\% | 91.3\% |
| 2/29/2008 | 28,225 | 21,973 | 52,515 | 25,000 | 46,973 | 35,600 | 3,320 | 38,920 | 8,053 | 56.5\% | 43.5\% | 82.9\% |
| 3/31/2008 | 39,388 | 30,948 | 52,515 | 19,052 | 50,000 | 39,100 | 3,320 | 42,420 | 7,580 | 73.0\% | 27.0\% | 84.8\% |
| 4/30/2008 | 63,825 | 50,000 | 50,713 |  | 50,000 | 45,950 | 3,320 | 49,270 | 730 | 100.0\% | 0.0\% | 98.5\% |
| 5/31/2008 | 58,292 | 46,936 | 50,713 | 3,064 | 50,000 | 32,089 | 3,320 | 35,409 | 14,591 | 100.0\% | 0.0\% | 70.8\% |
| 6/30/2008 | 41,733 | 32,447 | 52,515 | 17,553 | 50,000 | 15,089 | 4,320 | 19,409 | 30,591 | 100.0\% | 0.0\% | 38.8\% |
| 7/31/2008 | 29,373 | 20,979 | 46,273 | 22,686 | 43,665 | 7,089 | 4,320 | 11,409 | 32,256 | 100.0\% | 0.0\% | 26.1\% |
| 8/31/2008 | 26,669 | 18,952 | 46,273 | 22,686 | 41,637 | 7,589 | 4,320 | 11,909 | 29,728 | 100.0\% | 0.0\% | 28.6\% |
| 9/30/2008 | 21,311 | 15,370 | 46,273 | 22,686 | 38,055 | 13,089 | 4,320 | 17,409 | 20,646 | 88.3\% | 11.7\% | 45.7\% |
| 10/31/2008 | 25,208 | 19,314 | 46,273 | 22,686 | 42,000 | 23,589 | 4,320 | 27,909 | 14,091 | 69.2\% | 30.8\% | 66.5\% |
| 11/30/2008 | 26,674 | 20,607 | 46,273 | 22,686 | 43,293 | 28,089 | 4,320 | 32,409 | 10,883 | 63.6\% | 36.4\% | 74.9\% |
| 12/31/2008 | 22,038 | 16,619 | 54,198 | 25,000 | 41,619 | 28,589 | 2,975 | 31,564 | 10,054 | 52.7\% | 47.3\% | 75.8\% |


| MONTH ENDING | $\overline{A / R}$ <br> BALANCE | AVAILABILITY | INVENTORY BALANCE | AVAILABILITY | TOTAL AVAILABLE | LOAN BALANCE | L/C | TOTAL O/S | NET AVAILABLE | AR LOAN RELIANCE | INV, LOAN RELIANCE | TOTAL LOAN RELIANCE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 10/31/2008 | 25,208 | 18898.9 | 46,273 | 22,686 | 41,585 | 23,589 | 4,320 | 27,909 | 13,675 | 67.7\% | 32.3\% |  |


| MONTH ENDING | A/R <br> BALANCE | AVAILABILITY | INVENTORY BALANCE | AVAILABILITY | TOTAL AVAILABLE | LOAN BALANCE | L/C | $\begin{gathered} \hline \text { TOTAL } \\ \text { OIS } \\ \hline \end{gathered}$ | NET AVAILABLE | AR LOAN RELIANCE | INV, LOAN RELIANCE | TOTAL LOAN RELIANCE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11/30/2006 | 25,012 | 21,320 | 40,605 | 19,852 | 40,000 | 30,700 | 2,870 | 33,570 | 6,430 | 63.5\% | 36.5\% | 83.9\% |
| 12/31/2006 | 24,317 | 20,950 | 40,605 | 19,852 | 40,000 | 28,700 | 2,870 | 31,570 | 8,430 | 66.4\% | 33.6\% | 78.9\% |
| 1/31/2007 | 19,031 | 16,527 | 48,605 | 23,853 | 40,000 | 34,700 | 2,870 | 37,570 | 2,430 | 44.0\% | 56.0\% | 93.9\% |
| 2/28/2007 | 21,262 | 18,122 | 52,515 | 25,000 | 40,000 | 33,700 | 2,870 | 36,570 | 3,430 | 49.6\% | 50.4\% | 91.4\% |
| 3/31/2007 | 32,350 | 27,597 | 52,515 | 25,000 | 40,000 | 34,700 | 2,870 | 37,570 | 2,430 | 73.5\% | 26.5\% | 93.9\% |
| 4/30/2007 | 49,699 | 43,650 | 52,515 | 25,000 | 50,000 | 41,200 | 3,320 | 44,520 | 5,480 | 98.0\% | 2.0\% | 89.0\% |
| 5/31/2007 | 50,805 | 44,396 | 52,284 | 20,000 | 50,000 | 36,200 | 3,320 | 39,520 | 10,480 | 100.0\% | 0.0\% | 79.0\% |
| 6/30/2007 | 35,134 | 29,507 | 52,284 | 20,000 | 49,507 | 23,200 | 3,320 | 26,520 | 22,987 | 100.0\% | 0.0\% | 53.6\% |
| 7/31/2007 | 20,749 | 16,564 | 49,165 | 20,000 | 36,564 | 18,500 | 3,320 | 21,820 | 14,744 | 75.9\% | 24.1\% | 59.7\% |
| 8/31/2007 | 20,094 | 15,222 | 48,263 | 20,000 | 35,222 | 19,500 | 3,320 | 22,820 | 12,402 | 66.7\% | 33.3\% | 64.8\% |
| 9/30/2007 | 21,628 | 13,567 | 49,165 | 20,000 | 33,567 | 22,500 | 3,320 | 25,820 | 7,747 | 52.5\% | 47.5\% | 76.9\% |
| 10/31/2007 | 21,435 | 15,185 | 49,165 | 20,000 | 35,185 | 27,600 | 3,320 | 30,920 | 4,265 | 49.1\% | 50.9\% | 87.9\% |


| MONTH ENDING | $\overline{A / R}$ <br> BALANCE | AVAILABILITY | INVENTORY BALANCE | AVAILABILITY | TOTAL AVAILABLE | LOAN <br> BALANCE | L/C | TOTAL O/S | NET <br> AVAILABLE | AR LOAN RELIANCE | INV, LOAN RELIANCE | TOTAL LOAN RELIANCE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6/30/2007 | 35,134 | 29,507 | 52,284 | 20,000 | 49,507 | 23,200 | 3,320 | 26,520 | 22,987 | 100.0\% | 0.0\% | 53.6\% |
| 6/30/2008 | 41,733 | 32,447 | 52,515 | 17,553 | 50,000 | 15,089 | 4,320 | 19,409 | 30,591 | 100.0\% | 0.0\% | 38.8\% |
| 6/30/2009 | 43,123 | 40,423 | 42,800 | 20,499 | 60,923 | 10,589 | 3,725 | 14,314 | 35,686 | 100.0\% | 0.0\% | 41.4\% |

The current availability loan tracking and collateral reliance data as stratified above shows a total reliance increase in 2009 compared to 2008 of with 230 basis points. At present, such as was in 2007 and 2008, there is currently no inventory reliance. Over the last 24 months, the clean up period when there is no inventory reliance runs between January through August. The current effective advance rate on the combined collateral pool is $23.5 \%$

Please note that the loan reliance of $41.4 \%$ is based on the line of credit of $\$ 50,000 \mathrm{M}$ and the effective advance rate is based on suppressed availability. Total availability without the line of $\$ 50,000 \mathrm{M}$ at $6 / 30 / 09$ would be $\$ 60,923 \mathrm{M}$.

## IV. KEY FINANCIAL HIGHLIGHTS

## a) Annual Comparisons

(\$000’s)
Net Sales

|  | $\underline{\text { Amount }}$ | \% |
| :--- | :---: | :---: |
| $12 / 31 / 08$ | $\$ 230,876$ |  |
| $12 / 31 / 07$ | $\$ 223,551$ |  |
| Increase | $\$ 7,325$ | $3.3 \%$ |

## Gross Profits

12/31/08
12/31/07
Amount \%
\$58,299 25.3\% of sales
$\$ 63,803 \quad 28.5 \%$ of sales

## Net Income

|  | $\underline{\text { Amount }}$ | $\underline{\%}$ |
| :--- | :---: | :--- |
|  |  |  |
| $12 / 31 / 08$ | $\$ 5,514$ | $2.4 \%$ of sales |
| $12 / 31 / 07$ | $\$ 8,256$ | $3.7 \%$ of sales |
|  |  |  |
| Decrease | $\$ 2,742$ | $33.2 \%$ |

## EBITDA

|  | Amount |  |
| :--- | :--- | :--- |
| $12 / 31 / 08$ | $\$ 32,139$ | $13.9 \%$ of sales |
| $12 / 31 / 07$ | $\$ 25,474$ | $11.4 \%$ of sales |

The above calculation excludes the loss attributable to affiliates of $\$ 1,452 \mathrm{M}$ and $\$ 2,311 \mathrm{M}$ for $12 / 31 / 08$ and $12 / 31 / 07$, respectively. The revisited EBITDA calculation accounting for these, are as follows:
12/31/08
12/31/07
\$30,687M
\$23,163M $\quad 10.4 \%$ of sales

## Working Capital/Current Ratio

|  | $12 / 31 / 08$ | $\underline{12 / 31 / 07}$ |
| :--- | ---: | ---: |
| * Current Asset | $\$ 96,697$ | $\$ 92,805$ |
| Current Liabilities | $\underline{56,818}$ | $\underline{68,045}$ |
| Working Capital | $\$ 39,879$ | $\$ 24,760$ |
| Current Ratio | $1.8: 1$ | $1.4: 1$ |

* Prepaids of \$7,595M and \$365M eliminated for 12/31/08 and 12/31/07, respectively.


## Tangible Net Worth

|  | $12 / 31 / 08$ | $\underline{12 / 31 / 07}$ |
| :--- | :--- | ---: |
|  | $\$ 55,015$ | $\$ 51,892$ |
| Shareholder Equity | $<4,806>$ | $<2,234>$ |
| Less: Other asset | $<7,596>$ | $\leq 365>$ |
| Prepaid | $\mathbf{\$ 4 2 , 6 1 3}$ | $\mathbf{\$ 4 9 , 2 9 3}$ |

## Debt to Tangible Net Worth Ratio

|  | $12 / 31 / 08$ | $12 / 31 / 07$ |
| :--- | ---: | ---: |
| Total Liabilities | $\$ 56,819$ | $\$ 68,045$ |
| Tangible Net Worth | $\$ 42,613$ | $\$ 49,293$ |
|  |  |  |
| Debt to TNW Ratio | $\mathbf{1 . 4 : 1}$ | $\mathbf{1 . 4 : \mathbf { 1 }}$ |

b) Interim 6 ME 6/30/09 vs. 6/30/08

Net Sales

|  | $\underline{\text { Amount }}$ |
| :--- | :--- |
| $6 / 30 / 09$ | $\$ 165,701$ |
| $6 / 30 / 08$ | 148,890 |
|  |  |
| Increase | $\$ 16,811$ or $11.3 \%$ |

## Gross Profit

6/30/09
\$54,249 or 32.7 \%
6/30/08 40,669 or 27.3 \%

## Net Profit

|  | Amount |
| :--- | :--- |
| $6 / 30 / 09$ | $\$ 25,161$ or $15.2 \%$ |
| $6 / 30 / 08$ | 18,420 or $12.4 \%$ |
|  |  |
| Increase | $\$ 6,741$ or $36.6 \%$ |

## EBITDA

6/30/09
$\$ 32,138$ or $19.4 \%$ of sales
The above EBITDA calculation excludes the loss attributable to affiliates of \$905M for $6 / 30 / 09$. Interim financials did not detail all the information required to complete this section. The revisited EBITDA calculation accounting for these, are as follows:

## Working Capital/Current Ratio

|  | $6 / 30 / 09$ | $\underline{6}$ |
| :--- | ---: | ---: |
| * |  |  |
| Current Asset | $\$ 112,265$ | $\$ 111,172$ |
| Current Liabilities | 42,347 |  |
|  | $\$ 69,918$ | $\$ 64,396$ |
| Working Capital | $2.8: 1$ | $2.5: 1$ |

* Prepaids of $\$ 6,309 \mathrm{M}$ and $\$ 4,717 \mathrm{M}$ eliminated for $6 / 30 / 09$ and $6 / 30 / 08$, respectively.


## Tangible Net Worth

|  | 6/30/09 | 6/30/08 |
| :---: | :---: | :---: |
| Shareholder Equity | \$79,976 | \$77,113 |
| Less: Other asset | <3,708> | <193> |
| Prepaid | <6,309> | <4,717> |
| Tangible Net Worth | \$69,958 | \$77,113 |

## Debt to Tangible Net Worth Ratio

|  | $\underline{6 / 30 / 09}$ | $\underline{6 / 30 / 08}$ |
| :--- | ---: | ---: |
| Total Liabilities | $\$ 42,347$ | $\$ 46,776$ |
| Tangible Net Worth | $\$ 69,958$ | $\$ 77,113$ |
|  |  |  |
| Debt to TNW Ratio | $\mathbf{2 . 8 : \mathbf { 1 }}$ | $\mathbf{2 . 5 : \mathbf { 1 }}$ |

## VIII. COLLATERAL PERFORMANCE

## 1. ACCOUNTS RECEIVABLE

## a) Comparative Aging Spread

The following are accounts receivable aging as of 6/30/09 and 6/30/08 on an invoice date basis:
(\$000’s)

| Agings | Current Exam |  | Prior Period |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $06 / 30 / 09$ |  | $06 / 30 / 08$ |  |
| Curent | $\$ 18,279.3$ | $45.8 \%$ | $\$ 14,887.5$ | $39.8 \%$ |
| $31-60$ | $\$ 20,376.3$ | $51.1 \%$ | $\$ 19,184.3$ | $51.3 \%$ |
| $61-90$ | $\$ 1,024.6$ | $2.6 \%$ | $\$ 1,603.3$ | $4.3 \%$ |
| Over 90 | $\$ 228.5$ | $0.6 \%$ | $\$ 1,711.7$ | $4.6 \%$ |
| TOTAL A/R | $\$ 39,908.7$ | $\mathbf{1 0 0 . 0 \%}$ | $\$ 37,386.7$ | $\mathbf{1 0 0 . 0 \%}$ |

The accounts receivable balances at $6 / 30 / 09$ increased $\$ 2,522 \mathrm{M}$ or $6.7 \%$ over the prior comparable period. This trend mirrors the revenue growth of revenue at $11.2 \%$ in 2009 vs 2008. The aging performance improved as the balances over 90 days decreased to $0.6 \%$ of the total accounts receivable balance on June 30, 2009. According to Management, there have been write offs of bad debts totaling $\$ 116.6 \mathrm{M}$ since the prior comparable period. Management has stated that they have become more aggressive in its collection of past due balances. Prior year balances included large sums to Barcelo Enterprises and Moon Valley which have been subsequently paid.

## b) Statistical Analysis

The following was taken from the statistical analysis compiled by the Consultants for the twelve (12) months ended 6/30/09 and 6/30/08:
(\$000’s)

| Category | $\mathbf{6 / 3 0 / 0 9}$ | $\mathbf{6 / 3 0 / 0 8}$ |
| :--- | ---: | ---: |
| Gross Collection - \$ | 254,201 | 236,966 |
| Gross Sales - \$ | 263,820 | 245,037 |
| Dilution - \$ | 20,450 | 19,482 |
| Dilution - \% | 7.8 | 8.0 |
| Turnover - days | 54 | 52 |

Accounts receivable turnover per the statistics compiled by the Consultants was 54 days for the twelve months ended June 30, 2009. When compared to the statistical information compiled as of June 30, 2008, the turnover was 47 days.

Accounts receivable turnover per the financial statements was 43 days for the six months ended $06 / 30 / 09$ versus 51 days for the prior comparable period ended $06 / 30 / 08$. A/R turnover for the financial year ended 12/31/08 was 37 days.

Dilution which consisted primarily of rebates was $7.8 \%$ for the twelve months ended June 30, 2008. This does not compare favorably with the advance rates of $85 \%$ to $90 \%$ mentioned earlier in the facility section.

Dilution consists of sales rebates, invoicing errors, price adjustments, exchange rate adjustments and contra adjustments. A dilution reserves has been implemented to accommodate additional dilution risks, which exists between the conventional advance rate which would be $100 \%$ less dilution $\times 2+5 \%$ and the advance rate allowed by the current lender. As at $6 / 30 / 09$, the Company had a rebate reserve of $\$ 1,745 \mathrm{M}$ in its Borrowing Base to insulate the Lender against this risk.

## c) Concentration

The top ten customers, as of $6 / 30 / 09$, are as follows:

| CUSTOMER NAME | ADDRESS (CITY \& STATE) | \% | TOTAL | CURRENT | 31-60 | 61-90 | OVER 90 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOWE'S (2 accts) | North Wilkesboro/NC | 65.4\% | \$26,106.5 | \$10,804.0 | \$15,363.9 | \$34.4 | (\$95.8) |
| WAL-MART STORES, INC. (PROMO) | Bentonville/ AR | 10.9\% | \$4,364.0 | \$2,450.2 | \$1,945.9 | (\$6.8) | (\$25.2) |
| THE HOME DEPOT VENDOR \#203793 | Atlanta/ Georgia | 4.5\% | \$1,800.3 | \$1,148.0 | \$661.5 | \$3.6 | (\$12.9) |
| K-MART CORPORATION | Troy/Michigan | 2.2\% | \$897.8 | \$43.3 | \$340.0 | \$530.1 | (\$15.5) |
| WAL-MART CANADA, INC. | Ontariol Canada | 2.1\% | \$842.4 | \$505.5 | \$358.3 | \$0.2 | (\$21.7) |
| IKEA WHOLESALE, INC. | West Hampton/NJ | 1.6\% | \$646.3 | \$599.9 | \$48.3 | (\$0.6) | (\$1.3) |
| BARCELO ENIERPRISES | Fallbrook/CA | 1.5\% | \$594.5 | \$85.5 | \$74.5 | \$44.4 | \$390.1 |
| RONA CORPORATION | Quebec/Canada | 1.5\% | \$587.3 | \$260.2 | \$220.4 | \$56.3 | \$50.4 |
| COSTCO COMPANES INC (EAST) | Seattle/Washington | 1.2\% | \$491.1 | \$456.5 | \$61.6 | \$3.4 | (\$30.3) |
| BELL NURSERY | Burtonsville/Maryland | 0.8\% | \$328.2 | \$139.5 | \$149.4 | \$0.1 | \$39.2 |
| TOTAL |  | 91.9\% | \$36,658.4 | \$16,492.5 | \$19,074.3 | \$665.1 | \$237.9 |



The top ten customers, as of $6 / 30 / 08$, were as follows:

| CUSTOMER NAME | ADDRESS (CITY \& STATE) | \% | TOTAL | CURRENT | 31-60 | 61-90 | OVER 90 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOWE'S (2 accts) | North Wilkesboro/NC | 55.3\% | \$22,075.2 | \$7,967.4 | \$14,001.7 | \$5.8 | \$100.2 |
| WAL-MART STORES, INC. (PROMO) | Bentonville/ AR | 9.0\% | \$3,572.7 | \$2,461.4 | \$1,195.1 | \$3.7 | (\$87.6) |
| BARCELO ENTERPRISES | Fallbrook/CA | 5.1\% | \$2,053.2 | \$252.0 | \$688.3 | \$264.1 | \$848.7 |
| THE HOME DEPOT VENDOR \#203793 | Atlanta/ Georgia | 2.9\% | \$1,166.9 | \$978.2 | \$158.5 | \$35.5 | (\$5.3) |
| COSTCO COMPANIES INC (EAST) | Seattle/Washington | 2.7\% | \$1,061.3 | \$469.2 | \$384.3 | \$183.5 | \$24.3 |
| K-MART CORPORATION | Troy/Michigan | 2.7\% | \$1,060.1 | \$81.8 | \$692.4 | \$284.7 | \$1.2 |
| IKEA WHOLESALE, INC. | West Hampton /NJ | 1.5\% | \$610.8 | \$543.9 | \$67.0 | \$0.0 | (\$0.1) |
| RONA CORPORATION | Quebec/Canada | 1.4\% | \$569.0 | \$199.6 | \$278.6 | \$64.8 | \$26.1 |
| WAL-MART CANADA, INC. | Ontario/ Canada | 1.1\% | \$455.9 | \$373.2 | \$101.0 | \$2.6 | (\$20.9) |
| MORGAN CREEK TROPICALS | Surrey/Canada | 0.8\% | \$335.5 | \$260.1 | \$42.0 | \$0.0 | \$33.5 |
| TOTAL |  | 82.6\% | \$32,960.7 | \$13,586.8 | \$17,566.9 | \$844.7 | \$886.7 |



## d) Sales by Top Ten Customers

| Top 10 Customer Sales For 12 Months 12/31/06 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GROSS | GROSS | NET | \% OF GROSS | Credits as | Rebates | NON DIL | TOTAL DIL | TION |
| CUSTOMERS | SALES | CREDIT | SALES | SALES | \% of sales |  | CREDITS | \$ | \% |
| LOWE'S CORPORATE TRADE PAYABLE (C9408) | \$96,619,807 | \$2,238,365 | \$94,381,442 | 53.1\% | 2.3\% | \$12,799,000 |  | \$15,037,365 | 15.6\% |
| WAL*MART STORES, INC. (F2140) | \$29,458,414 | \$567,914 | \$28,890,500 | 16.2\% | 1.9\% | \$0 |  | \$567,914 | 1.9\% |
| THE HOME DEPOT VENDOR \#203793 (C8367) | \$20,729,632 | \$3,297,165 | \$17,432,467 | 11.4\% | 15.9\% | \$0 |  | \$3,297,165 | 15.9\% |
| COSTCO COMPANIES INC.(EAST) (B9798) | \$5,095,810 | \$579,213 | \$4,516,597 | 2.8\% | 11.4\% | \$0 |  | \$579,213 | 11.4\% |
| WAL-MART CANADA, INC. (W1026) | \$5,021,849 | \$515,916 | \$4,505,933 | 2.8\% | 10.3\% | \$0 |  | \$515,916 | 10.3\% |
| BARCELO ENTERPRISES (B3444) | \$3,573,157 | \$101,844 | \$3,471,313 | 2.0\% | 2.9\% | \$0 |  | \$101,844 | 2.9\% |
| HOME DEPOT CANADA MER.PAYABLE (D1101) | \$2,162,792 | \$36,892 | \$2,125,900 | 1.2\% | 1.7\% | \$0 |  | \$36,892 | 1.7\% |
| ANGEL PLANTS, INC. (A4188) | \$1,692,993 | \$22,500 | \$1,670,493 | 0.9\% | 1.3\% | \$0 |  | \$22,500 | 1.3\% |
| RONA CORPORATION (A5146) | \$1,601,091 | \$163,486 | \$1,437,605 | 0.9\% | 10.2\% | \$0 |  | \$163,486 | 10.2\% |
| KROGER CO. NFC (D0131) | \$1,485,560 | \$17,643 | \$1,467,917 | 0.8\% | 1.2\% | \$0 |  | \$17,643 | 1.2\% |
| IKEA WHOLES ALE, INC. (11208) | \$1,286,137 | \$274 | \$1,285,863 | 0.7\% | 0.0\% | \$0 |  | \$274 | 0.0\% |
| TOTAL TOP TEN | \$168,727,242 | \$7,541,213 | \$161,186,029 | 92.6\% ${ }^{\prime}$ | 「 $4.5 \%$ | \$12,799,000 |  | \$20,340,213 | 12.1\% |
| ALL OTHERS | \$13,396,758 |  |  |  |  |  |  |  |  |
| TOTAL SALES FOR 2006 | \$182,124,000 |  |  |  |  |  |  |  |  |


| Top 10 Customer Sales For 12 Months ended 12/31/07 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GROSS | GROSS | NET | \% OF GROSS | Credits as | Rebates | NON DIL | TOTAL DILUTION |  |
| CUSTOMERS | SALES | CREDIT | SALES | SALES | \% of sales |  | CREDITS | \$ | \% |
| LOWES CORPORATE TRADE (C9408) | \$110,504,664 | \$2,407,763 | \$108,096,901 | 47.5\% | 2.2\% | \$12,469,738 |  | \$14,877,501 | 13.5\% |
| WALMART STORES, INC. (F2140) | \$35,607,854 | \$697,694 | \$34,910,161 | 15.3\% | 2.0\% | \$0 |  | \$697,694 | 2.0\% |
| THE HOME DEPOT VENDOR \#203793 (C8637) | \$34,523,760 | \$6,636,023 | \$27,887,737 | 14.9\% | 19.2\% | \$0 | \$3,083,619 | \$3,552,404 | 10.3\% |
| COSTCO COMPANIES, INC. (EAST) (B9798) | \$5,427,171 | \$469,162 | \$4,958,009 | 2.3\% | 8.6\% | \$0 |  | \$469,162 | 8.6\% |
| IKEA WHOLES ALE, INC. (11208) | \$5,397,724 | \$1,645 | \$5,396,079 | 2.3\% | 0.0\% | \$0 |  | \$1,645 | 0.0\% |
| WALMART CANADA, INC. (W1026) | \$5,184,942 | \$446,887 | \$4,738,056 | 2.2\% | 8.6\% | \$0 | \$307,869 | \$139,018 | 2.7\% |
| BARCELO ENTERPRISES (B3444) | \$3,718,022 | \$161,190 | \$3,556,832 | 1.6\% | 4.3\% | \$0 |  | \$161,190 | 4.3\% |
| RONA CORPORATION (A5146) | \$2,541,970 | \$44,059 | \$2,497,911 | 1.1\% | 1.7\% | \$0 |  | \$44,059 | 1.7\% |
| ANGEL PLANTS, INC. (A4188) | \$1,792,379 | \$4,737 | \$1,787,642 | 0.8\% | 0.3\% | \$0 |  | \$4,737 | 0.3\% |
| KROGER COMPANY. NKC (D0131) | \$1,584,121 | \$318 | \$1,583,803 | 0.7\% | 0.0\% | \$0 |  | \$318 | 0.0\% |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| TOTAL TOP 10 SALES FOR M/E 12/31/07 | $\begin{array}{r}\text { \$206,282,606 } \\ \text { \$26,172,193 } \\ \hline \$ 232,454,799\end{array}$ | \$10,869,476 | \$195,413,130 | 88.7\% | 5.3\% | \$12,469,738 | \$3,391,488 | \$19,947,726 | 9.7\% |
| ALL OTHERS |  |  |  |  |  |  |  |  |  |
| TOTAL SALES FOR 2007 |  |  |  |  |  |  |  |  |  |




Sales to the top ten (10) customers accounted for $89.5 \%$ of total sales for the six months ending June 30, 2009, as compared to the fiscal period ended December 31, 2008 at $80.7 \%$ and fiscal period ended December 31, 2007 at $88.7 \%$. Lowes, Wal-Mart and Home Depot continue to dominate the sales and have been the dominant customers over the last three years. Lowes accounts for approximately $50.4 \%$ of the total sales through June 30, 2009, compared to $46.2 \%$ for the prior fiscal year. In the past, the Consultants have expressed that conventional ABL thinking suggests that diversity prevents any one debtor from controlling the borrower's business thus eliminating both the credit and economic risks that emanate out of such dominance. When addressed to Management, they suggested that HFI and Lowe's share a mutual dependence which would make it difficult for Lowe's to replace it with any other one supplier as a result of its established distribution network, location and size. Consultants are still of the view that the loss of the Lowe's business could deal a severe blow to HFI's viability as a business and therefore suggest that the Lender continue to closely monitor this relationship and its dynamics.

The Company offers an $11.5 \%$ Volume Rebate to Lowe's which is currently deducted from the payments that Lowe's makes to HFI. There are written contracts in place with Lowes, as well as Wal-Mart and Home Depot.

HFI provides plants to Home Depot in the State of Florida on a consignment basis whereby Home Depot self-bills by scanning each plant as it is purchased by a customer. The scanning function triggers an invoice by HFI to Home Depot for the plant sales. The exact value of inventory at Home Depot's locations is not able to be quantified, however, the Company maintains a static reserve on the borrowing base of $\$ 900 \mathrm{M}$ to accommodate this inventory.

## e) Past Due Analysis

Consultants reviewed accounts with past due balances over ninety (90) days as of $6 / 30 / 09$, the results are as follows:
(\$000’s)

| Category | Amount | Percent |
| :--- | ---: | ---: |
| Subsequent payments | 379.5 | $52.0 \%$ |
| Slow but collectible | 556.8 | $76.3 \%$ |
| Disputes | 11.2 | $1.5 \%$ |
| Write-offs | 33.7 | $4.6 \%$ |
| Total analyzed | $\mathbf{9 8 1 . 1}$ | $\mathbf{1 3 4 . 5 \%}$ |
| Past due credits | $(251.7)$ | $\mathbf{- 3 4 . 5 \%}$ |
| Not analyzed | $\mathbf{2 2 8 . 5}$ | $\mathbf{1 0 0 . 0 \%}$ |
| Total Past Due - <br> Including Past Due <br> Credits |  |  |

The total past due balance per the aging was $\$ 228.5 \mathrm{M}$. The Consultants analyzed a total of $\$ 981.1 \mathrm{M}$ in past due balances, however, the Consultants noted past due credits which totaled $\$ 501.0 \mathrm{M}$ included in this amount. These credits were included in the ineligibles for the
calculation of availability. Of the analyzed past due amounts, Management deemed $\$ 556.8 \mathrm{M}$ as slow but collectible. Potential write offs totaled $\$ 33.7 \mathrm{M}$ and $\$ 11.2 \mathrm{M}$ were disputed amounts. Per Management, there has been $\$ 184.5 \mathrm{M}$ written off through June 30, 2009.

The allowance for bad debt was $\$ 393.7 \mathrm{M}$ as of 06/30/09.

## f) Shipping Test

The Consultants selected Forty Eight (48) invoices totaling $\$ 454.6 \mathrm{M}$ or $1.1 \%$ of the total $\mathrm{A} / \mathrm{R}$ as of 06/30/09 to ascertain when the goods were shipped and if the invoices were correctly aged. All documents had the relevant proof of delivery, however, of those received, 37 bills of lading were signed, but not dated. On further examination of these documents, bills from the shipping company were provided and Consultants were able to establish shipping date on 27 invoices. The remaining ten documents were tested using a subsequent payment for establishment of receipt of goods. The Consultants were able to verify subsequent payment on 1 of the ten invoices remaining. It is in the opinion of the Consultants, that the Company should require the shipping department to obtain both signature and date on all shipping documents to ensure this control is complete. The average shipping lag on the selected invoices was 1 day. The Consultants deemed the test results as "needs improvement".

## g) Review of Credit Memorandums

Consultants reviewed twenty three (23) credit memos totaling $\$ 5,895.8 \mathrm{M}$ or $39.6 \%$ of the $\$ 14,908.9 \mathrm{M}$ total credits issued between January and June 2009, the results are as follows:
(\$000’s)

| Category | \# of Credit | Amount | \% of Total <br> Tested |
| :--- | ---: | ---: | ---: |
| Sales Rebate | 5 | $4,946.4$ | $83.90 \%$ |
| Shipped to wrong Customer | 2 | 22.2 | $0.38 \%$ |
| Contra | 7 | 348.3 | $5.91 \%$ |
| Return \& Damages | 3 | 172.1 | $2.92 \%$ |
| Foreign Exchange lost | 3 | 46.7 | $0.79 \%$ |
| Inventory Transfer | 1 | 350.5 | $5.94 \%$ |
| Freight over Charge | 1 | 6.8 | $0.12 \%$ |
| Write Off | 1 | 2.8 | $0.05 \%$ |
| Totals | $\mathbf{2 3}$ | $\mathbf{5 , 8 9 5 . 8}$ | $\mathbf{1 0 0 . 0}$ |

The company offers volume rebates to its major customers. In addition to the volume rebate, Home Depot's VMI system treats the invoices as inventory transfer until the items are accepted by the stores then the difference between what is accepted by the vendor versus what was invoiced is then credited to the Home Depot account. Home Depot has a policy whereby the consumer can return a plant for refund up to one year subsequent to purchase and a credit is then posted to HFI.

A credit memo lag reserve of $\$ 220 \mathrm{M}$ is suggested, as the total credit lag time totaled 52 days. This excluded: rebates already accounted for in dilution and contras calculated using accounts
receivable and accounts payable balances in the ineligible calculation, resulting in an amount of $\$ 601 \mathrm{M}$. The acceptable lag time is 30 days; therefore the excess is 22 days. The amount was calculated as follows:
\$601M/60 (billing days)*22 (lag days) $=\$ 220 \mathrm{M}$

## h) Verification Results

Consultants attempted to verify balances totaling $\$ 36,658.5 \mathrm{M}$ or $91.9 \%$ of the total receivable balances from June 30, 2009. At the time of completion of this report, three accounts, Lowe's $\$ 24,008.7 \mathrm{M}$, Lowe's Garden Vision - $\$ 2,097.7 \mathrm{M}$ and Wal-Mart Stores - $\$ 4,295.3 \mathrm{M}$, had been positively verified totaling $\$ 30,401.9 \mathrm{M}$, via online verification on the customer's website. The remaining amounts were pending verification replies as of the publishing of this report.

## 2. INVENTORY

## a) General Overview

While the Company has a perpetual inventory in place for hard goods as of $6 / 30 / 09$ any implementation of an in house perpetual inventory system for raw materials and plants in the near future is doubtful.

The Company takes physicals twice a year as of $6 / 30$ and $12 / 31$. The mid-year physical for HFI was completed as of $5 / 31 / 09$ for insurance purposes, the roll-forward to $6 / 30 / 09$ has been completed and the numbers are being reviewed and compiled and the final results will be completed in late July 2009.

Inventories are valued at the lower of cost or market determined by the first-in, first-out method or market. In evaluating whether inventories are stated at the lower of cost or market Management considers such factors as inventories on hand, estimated time to sell such inventories, and current market conditions.

For this engagement, conducting of test counts was done in two stages. The Consultants based on a list of what farms had in "non ready" inventory and specifically where located, counted said inventory prior to the year-end physical. These counts were traced to the actual inventory numbers taken in 5/31/09.

The second stage of the test count was the "hard goods" test count was done 7/21/09. Consultants were given perpetual inventory as of 7/20/09 of which test counts were sampled.

Inventory turnover per the consolidating year end financials for the $12 \mathrm{M} / \mathrm{E} 12 / 31 / 08$ and $12 \mathrm{M} / \mathrm{E}$ 12/31/07 was 151 days and 150 days, respectively. Sales increased in 2008 by $9.7 \%$ while inventory levels went from $\$ 65.5 \mathrm{MM}$ in 2007 to $\$ 71.1 \mathrm{MM}$ in 2008 an increase of $8.6 \%$.

Inventory turnover per the consolidating internal financials for the $6 \mathrm{M} / \mathrm{E} 6 / 30 / 09$ and the $6 \mathrm{M} / \mathrm{E}$ 6/30/08 was 86 days and 86 days, respectively. The disparity between the year and inventory turns and the interim turns has to do with the timing of the reports as it pertains to "planting" season when inventory is higher vs reaping season when it is lower. Sales increased in 2009 $11.3 \%$ while inventory levels went from $\$ 51,067 \mathrm{M}$ in 2008 to $\$ 52,995 \mathrm{M}$ in 2009 an increase of 3.8\%. Included in these numbers are inventory in the Dominican Republic and Costa Rica which is consolidated with HFI. Dominican inventory as of $6 / 30 / 09$ and $6 / 30 / 08$ was $\$ 5,365 \mathrm{M}$ and $\$ 4,822 \mathrm{M}$, respectively. Costa Rica inventory just recently started and as at $6 / 30 / 09$ was $\$ 821 \mathrm{M}$. For advance purposes the Dominican Republic and Costa Rica inventories are not included in the borrowing base.

## b) Locations

The Company leases or owns $1,327.07$ acres of land in Florida, North Carolina and Pennsylvania of which 330.2 acres are owned. The acreage consists of 31 locations. The Company leases 282.50 acres from related parties Tomaco North Side, Point Verda, Floraculture, Cosmi, Strano, Spear Property, Charles Green and Mike Harris and 535.02 acres from unrelated parties.


## c) Composition

Harris Farms, Inc is a producer of tropical foliage plants. Harris Color, Harris Carolina and Harris Pennsylvania are producers of a wide range of bedding plants. Bedding and potting plants are numerous consisting of items such as Begonia’s, Zinnia, Hibiscus and Evolvulus. Foliage and shrub consists of items such as Norfolk Island Pine, Majesty Palm, Sago Palm and Phalaenopsis.


The breakdown of the inventory by division from the 6/30/09 physical inventory was as follows:
(\$000’s)

| Farms | Plant | \% | Warehouse | \% | Raw | \% | Combined | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Harris Farms | \$35,158 | 86.2 | \$5,160 | 12.8 |  |  | \$40,317 | 78.7 |
| Harris Color | 1,282 | 3.1 | 3,249 | 36.0 | 319 | 66.8 | 4,850 | 19.2 |
| Harris - NC | 1,203 | 2.4 | 1,494 | 16.7 | 61 | 14.1 | 2,758 | 1.0 |
| Harris - PA | 634 | $\underline{52.9}$ | 525 | 6.1 | 39 | 19.1 | 1,198 | 1.2 |
| Total | \$38,277 | $\underline{100.0}$ | $\underline{\$ 10,428}$ | $\underline{\underline{100.0}}$ | \$419 | $\underline{100.0}$ | \$49,124 | 100.0\% |

The inventory summary totaled $\$ 55,312 \mathrm{M}$, this includes the Dominican Republic $\$ 5,365 \mathrm{M}$ and Costa Rica $\$ 822 \mathrm{M}$ and these are both excluded in the borrowing base. The final inventory amounts have not been reconciled to the financials with a variance of $\$ 2.3$ million noted the inventory reports higher than financials. Ms. Sanchez explained that the roll-forward is still under review and the number on the financials is yet preliminary. The difference between the financials and the trial balance is less than $5 \%$ of total inventory.

## d) Test Counts

The Consultants" test count of "non-ready" and "ready" inventory was made on 7/22/09, and $7 / 24 / 09$. The items selected for the count were from a report that was prepared by HFI indicating what farms had non ready inventory. The test count numbers were then compared to the actual numbers on 5/31/09. The farms visited were Harris Farms, East Farms, 60 Acres, 12 Acres, 10 Acres, 20 Acres 5 Acres Green House and MC Main. The test count was conducted with assistance from HFI. The number of plants counted totaled 2,545.9M versus the actual numbers from the physical of $2,371.8 \mathrm{M}$ for a positive variance of 174 MM or $7.3 \%$.

Plants "not ready" are plants that are not fully grown and in most cases are not ready for sale. The growing cycle varies. Harris Color who grows bedding and potting plant cycle takes 3 to 8 weeks to grow depending on the plant. Harris Farms who grows foliage process takes from 6 to 12 months to grow. Plants not ready can be considered work in process but it appears in some cases some not ready plants could be sold before fully grown.

Warehouse materials or "hard goods" consist of pots, trays, soils, chemicals, fertilizers and other items related to the planting and shipment of the finished product along with liners and tray seed, cutting seed, cutting from seed, cutting from liners and trays seed. These items total $\$ 1,006 \mathrm{M}$ or 28.3 \% of the total hard goods inventory as of 6/30/09.

The hard goods inventory at HFI was used for the test count. The same procedures used for the plant test count applied. Hard goods inventory as of $6 / 30 / 08$ totaled $\$ 5,160 \mathrm{M}$ or $49.5 \%$ of the total hard goods outstanding comparatives, the hard goods inventory at HFI was $12.8 \%$ of the total inventory at $6 / 30 / 09$ of $\$ 49,124 \mathrm{M}$.

Twenty items were counted of the pots and trays. Fifteen of the larger amounts per the physical totaled $5,113 \mathrm{M}$ pieces versus the test count of $5,441 \mathrm{M}$ pieces with a negative variance of 71 M
pieces or 1.5 \%. These differences were traced to transfer invoices which indicated these goods were sent to various houses for potting or repotting.

Chemicals and fertilizers test count of seven items with the four largest items totaling 494 units resulted in no differences. The remainder had minor differences.

The result of the overall test count by the Consultants was deemed satisfactory as far as the amount on hand was at the time of the audit.

## e) Cost Test

The Consultants performed a cost test by selecting eighteen items from the hard goods and ready plant inventory totaling as of 7/24/09 which reflected a variance of $-.8 \%$.

## f) Gross Profit Test

Consultants selected twelve (17) items from recent customer invoices totaling $\$ 202.1 \mathrm{M}$ for the performance of this test. The test resulted in gross profit margins ranging from a low of $-1.6 \%$ to a high of $75.2 \%$. The average margin was $42.6 \%$. Gross profit per the financial statement was $27.3 \%$ and $32.7 \%$ at $6 / 30 / 08$ and $6 / 30 / 09$, respectively. After deducting the dilution percentage from the accounts receivable roll forward of $7.8 \%$ this resulted in gross profit of $34.8 \%$, which is considered satisfactory compared to the financial statement as of 6/30/09.

## g) Insurance

Harris Farms, Harris Color, and Harris Bros. all located in Hollywood, Fla. and Harris’ location in Palm Beach, Fla. are insured by Lexington Insurance Companies. Expiration date of policy is 5/15/10.

Harris Carolina and Harris Pennsylvania are insured by The Florists’ Mutual Insurance Co and has an expiration date of $4 / 24 / 09$. The policy information was not received before leaving, however, the coverage is monthly based on estimated gross inventory at $80 \%$ of the value stated.

## 3. ACCOUNTS PAYABLE

## a) Comparative Aging Spread

The accounts payable aging was compared by invoice date as of 6/30/09 and 6/30/08:
(\$000’s)

| Aging | Current Exam |  | Prior year |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $6 / 30 / 09$ |  | $\mathbf{6 / 3 0 / 0 8}$ |  |
| $1-30$ | $\$(2,022.1)$ | $-51 \%$ | $\$ 3,467.2$ | $40 \%$ |
| $31 `-60$ | $3,138.8$ | $80 \%$ | $3,437.5$ | $40 \%$ |
| $61-90$ | $1,004.9$ | $26 \%$ | $1,121.9$ | $13 \%$ |
| Over 90 | $1,818.3$ | $46 \%$ | 587.0 | $7 \%$ |
| Total | $\$ 3,939.9$ | $\mathbf{1 0 0 \%}$ | $\mathbf{\$ 8 , 6 1 3 . 6}$ | $\mathbf{1 0 0 \%}$ |

The accounts payable aging agreed to the trial balance as of 6/30/09.
To reflect the actual accounts payable per the aging, the debit balances were added back to the net book numbers. The total payables outstanding as of $6 / 30 / 09$ were as follows:
(\$000’s)

| Debit balances | $\$ 7,105$ |
| :--- | ---: |
| Net Aging | 3,939 |
| Total A/P - Aging | $\mathbf{\$ 1 1 , 0 4 5}$ |

HFI makes advance payments to strategic vendors to guarantee availability of product or to receive additional discounts. Between January and June 2009, advances totaled \$6,441M.

The debit balances represent advance payments made to vendors that will be ultimately offset against future purchases.

There are accruals of $\$ 13$ million on the $6 / 30 / 09$ preliminary financials which represent unrecorded payables for merchandise received by HFI, not yet in A/P. Total accruals and A/P per the $6 / 30 / 09$ preliminary financial statement was $\$ 27,333 \mathrm{M}$. A list of the accruals is included in Consultants' workpapers for review.

## b.) A/P Concentration

As of $6 / 30 / 09$ ten (10) largest vendor accounts made up $\$ 4,096.3 \mathrm{M}$ or $37.1 \%$ of the total outstanding $\mathrm{A} / \mathrm{P}$ and accruals of $\$ 11,045 \mathrm{M}$. The $\mathrm{A} / \mathrm{P}$ concentration accounts were as follows:

| VENDOR NAME | VENDOR <br> NUMBER | SUBSEQUENT <br> PAYMENTS | TERMS | \% | TOTAL | 1-30 | 31-60 | 61-90 | Over 90 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deleon's Bromeliads | 01-D6028 | \$121.7 | 30 days | 8.7\% | \$957.8 | \$442.1 | \$467.0 | \$38.5 | \$10.3 |
| Costa Nursery Farm DR | 01\&02-CNF10 | \$0.0 | 30 days | 7.6\% | \$838.7 | (\$1.2) | \$228.4 | \$163.9 | \$447.6 |
| Acosta Brothers Nursery | 01-A1600 | \$110.0 | 30 days | 4.8\% | \$527.9 | \$7.1 | \$334.2 | \$110.0 | \$76.5 |
| Morejon Nursery, Inc. | 01-C7286 | \$65.3 | 30 days | 2.9\% | \$319.8 | \$102.5 | \$217.3 | \$0.0 | \$0.0 |
| Atlas Peat \& Soil, Inc. | 01-A7300 | \$203.8 | 30 days | 2.6\% | \$288.4 | \$288.4 | \$0.0 | \$0.0 | \$0.0 |
| Veliz Ornamental Nursery | 01-11938 | \$51.2 | 30 days | 2.6\% | \$283.0 | \$231.8 | \$51.2 | \$0.0 | \$0.0 |
| PM Transport of FL | 01-P1010 | \$0.0 | 30 days | 2.1\% | \$236.5 | (\$490.7) | \$0.0 | \$128.5 | \$598.7 |
| Rimlands Nursery | 01-R0111 | \$105.7 | 30 days | 2.0\% | \$221.0 | \$213.9 | \$7.1 | \$0.0 | \$0.0 |
| Midwest Coast Logistics, LLC | 01-M4876 | \$494.7 | 30 days | 2.0\% | \$218.3 | (\$32.8) | \$150.2 | \$100.9 | \$0.0 |
| JA's Nursery of Dade, Inc. | 01-J8274 | \$148.3 | 30 days | 1.9\% | \$204.9 | (\$139.2) | \$276.7 | \$67.4 | \$0.0 |

TOTAL

| $\$ 1,300.7$ | $37.1 \%$ | $\$ 4,096.3$ | $\$ 621.9$ | $\$ 1,732.1$ | $\$ 609.2$ | $\$ 1,133.1$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

PM Transport of Florida is the major shipper for Harris Farms and Harris Color. The Company is under common ownership of Harris Farms, Inc.

With the exception of Harris Farm Dominican Republic and PM Transport which are both HFI captives, the accounts payable are performing well. Days Payable Outstanding ("DPO") for the 6 months ended 6/30/09 was 44 days versus 46 days in 2008.


## c.) Vendor's Invoice Testing

Consultants' vendors invoice review of 20 items totaled $\$ 857 \mathrm{M}$ or 21.8 \% of the aging balance as of $6 / 30 / 09$. All invoices were aged properly. The terms of sale are 7 and 15 days for transport, with trade terms of 30 , net 30 and net 60 days.

## d.) A/P Purchase Concentration

The top five (5) concentrations by purchases for the six (6) months to 6/30/09 were as follows:
(000's)

| Vendor ID |  | Vendor Name |  |  |
| :--- | :--- | :--- | :--- | :--- |
| $01-$ F8666 | CNF | FLORIKAN ESA CORPORATION | $\$$ | 5,144 |
| 01-H3434 | CNF | HERMANN ENGELMANN GREENHOUSES, INC. | $\$$ | 4,820 |
| $01-$ D6028 | CNF | DELEON'S BROMELIADS | $\$$ | 2,908 |
| 01-A7300 | CNF | ATLAS PEAT \& SOIL INC. | $\$$ | 2,325 |
| 02-E2243 | COLOR | EAST JORDAN PLASTICS INC | $\$$ | 1,573 |

## 4. NOTES PAYABLES

As of 6/30/09, the company’s long term debts and capital leases totaled $\$ 54,544 \mathrm{M}$ including the revolver balance of $\$ 10,589 \mathrm{M}$.

## 5. CASH AND TAXES

## 1. Cash

The Company maintains the following accounts: Line of Credit, Lockbox, Merchant, Master Payroll, Master Funding, and for each division an operating and controlled disbursement account.

All accounts receivable collections are deposited into the lockbox account and credit card payments to the merchant account and are automatically transferred into the master funding account. Funds are transferred from the master funding into the line of credit, the payroll and the operating accounts as needed. Individual operating account is utilized for wire disbursements and to fund the control disbursement accounts. The control disbursement accounts are utilized for check disbursements.

## Cash diagram



Cash receipts and cash disbursements were reviewed from January through June 2009. The review of cash receipts revealed that all receivable cash collections were deposited into the lockbox account. Cash disbursements were reviewed by examining cancelled checks and no unusual activities were noted.

## 2. TAXES

The Company utilizes the payroll services of ADP which is responsible for the payroll tax filings. Payroll taxes were reviewed and verified against the bank statement for the fourth quarter in 2008 and the first quarter 2009. Additionally, payroll tax payments for April and May were traced to the bank statements. Payroll taxes appear to be current.

Sales taxes were reviewed, with the following noted:
Florida Sales Tax Returns for March, April and May 2009 all had penalty noted against them.
The returns for June 2009 were due on July $20^{\text {th }} 2009$ and were not filed as of the date of the examination.

Harris Carolina Sales Tax Returns, only March 2009 was available for review. The returns for June 2009 had not been filed at the time of this examination.

Harris Pennsylvania Sales Tax Returns for May and June 2009 were not available for review. The returns for February, March and April were reviewed and although they had a zero dollar tax, were not filed on a timely manner.

Harris Farms and its affiliates are Sub-Chapter "S" Corporations and therefore all net income or losses are passed through to the shareholders.

CONSULTANTS MAKE NO RECOMMENDATIONS AS TO LOAN DECISIONS MADE WITH THIS COMPANY. WHILE IT IS UNDERSTOOD THAT THIS REPORT WILL BE USED TO ASSIST THE LENDING INSTITUTION IN REACHING LENDING DECISIONS, IT IS NOT TO BE RELIED UPON ENTIRELY AND IT IS INCUMBENT UPON THE LENDER TO PERFORM ADDITIONAL INVESTIGATIONS REGARDING THE CREDIT WORTHINESS OF THIS COMPANY. INFORMATION CONTAINED HEREIN WAS DERIVED FROM THE BOOKS AND RECORDS OF THIS COMPANY AS OF THE DATES STATED THROUGHOUT THIS REPORT.

## RESPECTFULLY SUBMITTED, ASSET BASED LENDING CONSULTANTS, INC.

## FIELD EXAMINATION REPORT

## PREPARED FOR:

```
    Lender: New Bank
    Address:
    Contact: Don Clarke
    Telephone:
            don.clarke@ablc.net
BORROWER/PROSPECT: Harris Farms, Inc.
    Address:
            Hollywood, Florida, 33170
            Contact: Martin Harris
            Telephone:
TYPE OF BUSINESS:
Audit Date: 06/30/09
Started: 07/16/09
Completed: 07/30/09 Field work 07/27/09
Examiner(s): David Robertson (lead), Curtis Williams, Patricia Goldson, Olga Melo
```

SCOPE OF EXAMINATION: Please refer to narrative.


## Notes to Availability Calculations

(1) Accrued sales posted $07 / 09$ represent sales made on $06 / 30 / 09$ and not posted to $A / R$ until $07 / 01 / 09$. This was the reconciling difference between the $A / R$ balance per the aging and the balance per the BBC.
(2) A $\mathbf{9 0 \%}$ advance is made against accounts designated as Mass Market accounts (based on sales volume). These include Lowes, Costco and SAMS Club which has current dilution rates of $13.7 \%, 7.9 \%$ and $3.6 \%$, respectively. The Consultants are suggesting dilution reserves on all balances under 90 days from these 3 accounts as follows:

Lowes $\quad 10.3 \%$
Costco
7.9\%

SAMS Club
3.6\%

Under the agreement with the current lender, the reserve rebate for Lowes is decreased by $25 \%$. Were this to be continued, the reserve would be $10.3 \%$ This is calculated as follows: reserve rebate $=13.7 \%$, Lowe's pays in 45 days deducting the rebates therefore applied rebate reserves $=13.7 \% \times 75 \%(45$ days taken $)=$ 10.3\%.

The $\mathbf{9 0 \%}$ advance leaves a $\mathbf{1 0 \%}$ cushion to cover further erosion and projected expenses in a liquidation scenario.
3) The difference between the calculation of availability per the BBC and the Consultant due primarily to the inclusion of past due credits by the Consultants which the Company did not include in their calculations.

| Harris Farms Inc. MASS MARKET AGING SPREAD |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CUSTOMERS |  | CURRENT | 31-60 DAYS | 61-90 DAYS | >90 DAYS | BALANCE | CROSS AGING @ 25\% |  | DILUTION RESERVE |
| B9798 | COSTCO COMPANIES | \$456.5 | \$61.6 | \$3.4 | (\$30.3) | \$491.1 | -6.2\% |  | \$39 |
| C9800 | COSTCO WHOLESALE, CA |  |  |  |  | \$0.0 |  | \$0.0 |  |
| C8367 | THE HOME DEPOT | \$1,148.0 | \$661.5 | \$3.6 | (\$12.9) | \$1,800.3 | -0.7\% |  |  |
| D1101 | HOME DEPOT CANADA | \$0.0 | \$0.0 | \$0.0 | \$0.3 | \$0.3 | 100.0\% | \$0.0 |  |
| C9408 | LOWE'S CORPORATE | \$9,908.8 | \$14,161.3 | \$34.4 | (\$95.8) | \$24,008.7 | -0.4\% |  | \$2,483 |
| GV-L2758 | LOWE'S GARDEN VISION | \$895.2 | \$1,202.6 | \$0.0 | \$0.0 | \$2,097.8 | 0.0\% |  |  |
| E5420 | SAM'S WHOLESALE | \$0.0 | \$0.0 | \$0.0 | (\$0.0) | (\$0.0) | 100.0\% | \$0.0 | \$0 |
| F2140 | WALMART STORES | \$2,450.2 | \$1,945.9 | (\$6.8) | (\$25.2) | \$4,364.0 | -0.6\% |  |  |
| W1026 | WALMART CANADA, | \$505.5 | \$358.3 | \$0.2 | (\$21.7) | \$842.4 | -2.6\% |  |  |
| K6180 | K-MART | \$43.3 | \$340.0 | \$530.1 | (\$15.5) | \$897.8 | -1.7\% |  |  |
| B7400 | BJ'S WHOLESALE | \$49.3 |  | \$0.2 | \$0.4 | \$49.9 | 0.9\% |  |  |
| A5146 | RONA CORPORATION | \$260.2 | \$220.4 | \$56.4 | \$50.4 | \$587.3 | 8.6\% | \$0.0 |  |
|  | TOTALS | \$15,717 | \$18,951 | \$621 | -\$150 | \$35,140 |  | \$0 | \$2,522 |

## ACCOUNTS RECEIVABLE STATISTICS

| MONTH | BOM | GROSS SALES | Gross AR Cash | Hurricane Proceeds | Total Cash RECEIPTS | RETURNS \& ALLOW. | Lowe's REBATES | OTHER DIL. CR | TOTAL DILUTION | $\begin{gathered} \hline \text { DILUTION } \\ \% \end{gathered}$ | TURNOVER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jul-07 | \$31,093.7 | \$15,270 | \$26,528.0 | \$0.0 | \$25,540.0 | \$121 | \$988.0 | \$0.0 | \$1,109.0 | 7.3\% | 37 |
| Aug-07 | \$19,714.7 | \$14,082 | \$15,293 | \$0.0 | \$14,540 | \$370 | \$753 | \$0.0 | \$1,123.0 | 8.0\% | 41 |
| Oct-07 | \$18,133.7 | \$12,239 | \$11,750 | \$0.0 | \$11,098 | \$252 | \$652 | \$0.0 | \$904.0 | 7.4\% | 49 |
| Oct-07 | \$18,370.7 | \$13,062 | \$12,719 | \$0.0 | \$11,980 | \$332 | \$739 | \$0.0 | \$1,071.0 | 8.2\% | 46 |
| Nov-07 | \$18,381.7 | \$20,565 | \$12,530 | \$0.0 | \$11,711 | \$490 | \$819 | \$0.0 | \$1,309.0 | 6.4\% | 47 |
| Dec-07 | \$25,926.7 | \$14,760 | \$20,073 | \$0.0 | \$18,227 | \$373 | \$1,846 | \$0.0 | \$2,219.0 | 15.0\% | 43 |
| Jan-08 | \$20,294.0 | \$13,672 | \$12,486 | \$0.0 | \$11,929 | \$374 | \$557 | \$0.0 | \$931.0 | 6.8\% | 51 |
| Feb-08 | \$21,106.0 | \$17,164 | \$10,390 | \$0.0 | \$9,854 | \$403 | \$536 | \$0.0 | \$939.0 | 5.5\% | 64 |
| Mar-08 | \$27,477.0 | \$28,201 | \$18,083 | \$0.0 | \$16,533 | \$502 | \$1,550 | \$0.0 | \$2,052.0 | 7.3\% | 50 |
| Apr-08 | \$37,093.0 | \$40,528 | \$19,935 | \$0.0 | \$19,141 | \$761 | \$794 | \$0.0 | \$1,555.0 | 3.8\% | 58 |
| May-08 | \$56,925.0 | \$39,021 | \$30,021 | \$0.0 | \$28,195 | \$999 | \$1,826 | \$0.0 | \$2,825.0 | 7.2\% | 61 |
| Jun-08 | \$64,926.0 | \$19,696 | \$43,007 | \$8,000 | \$48,553 | \$1,013 | \$2,454 | \$0.0 | \$3,467.0 | 17.6\% | 40 |
| TOTAL | \$359,442.2 | \$248,260.0 | \$232,815.0 | \$8,000.0 | \$227,301.0 | \$5,990.0 | \$13,514.0 | \$0.0 | \$19,504.0 | 7.9\% | 47 |



|  |  |
| :---: | :---: |
|  |  |
| 1.2 |  |
| 1 | SALES TREND |
| 0.8 |  |
| 0.6 |  |
| 0.4 |  |
| 0.2 |  |
| 0 |  |
|  |  |
|  |  |

## ACCOUNTS RECEIVABLE STATISTICS

| MONTH | $\begin{aligned} & \hline \text { BOM } \\ & \text { BALANCE } \end{aligned}$ | $\begin{aligned} & \hline \text { GROSS } \\ & \text { SALES } \\ & \hline \end{aligned}$ | Gross AR Cash | Hurricane Proceeds | Total Cash RECEIPTS | RETURNS \& ALLOW. | $\begin{aligned} & \hline \hline \text { Lowe's } \\ & \text { REBATES } \\ & \hline \end{aligned}$ | OTHER DIL. CR | TOTAL DILUTION | $\begin{gathered} \hline \text { DILUTION } \\ \% \end{gathered}$ | TURNOVER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jan-07 | \$16,727.7 | \$14,396 | \$17,774.0 | \$0.0 | \$17,774.0 | \$845 | \$0.0 | \$399.0 | \$1,244.0 | 8.6\% | 28 |
| Feb-07 | \$12,504.7 | \$14,190 | \$11,042.0 | \$0.0 | \$11,042.0 | \$842 | \$0.0 | \$502.0 | \$1,344.0 | 9.5\% | 34 |
| Mar-07 | \$14,810.7 | \$33,648 | \$13,230.0 | \$0.0 | \$13,230.0 | \$480 | \$0.0 | \$12.0 | \$492.0 | 1.5\% | 34 |
| Apr-07 | \$34,748.7 | \$35,278 | \$20,755.0 | \$0.0 | \$20,755.0 | \$727 | \$0.0 | \$154.0 | \$881.0 | 2.5\% | 50 |
| May-07 | \$48,544.7 | \$43,242 | \$40,342.0 | \$0.0 | \$35,957.0 | \$923 | \$4,385.0 | \$0.0 | \$5,308.0 | 12.3\% | 41 |
| Jun-07 | \$50,521.7 | \$19,442 | \$38,307.0 | \$0.0 | \$36,020.0 | \$563 | \$2,287.0 | \$0.0 | \$2,850.0 | 14.7\% | 42 |
| Jul-07 | \$31,093.7 | \$15,270 | \$26,528.0 | \$0.0 | \$25,540.0 | \$121 | \$988.0 | \$0.0 | \$1,109.0 | 7.3\% | 37 |
| Aug-07 | \$19,714.7 | \$14,082 | \$15,293 | \$0.0 | \$14,540 | \$370 | \$753 | \$0.0 | \$1,123.0 | 8.0\% | 41 |
| Sep-07 | \$18,133.7 | \$12,239 | \$11,750 | \$0.0 | \$11,098 | \$252 | \$652 | \$0.0 | \$904.0 | 7.4\% | 49 |
| Oct-07 | \$18,370.7 | \$13,062 | \$12,719 | \$0.0 | \$11,980 | \$332 | \$739 | \$0.0 | \$1,071.0 | 8.2\% | 46 |
| Nov-07 | \$18,381.7 | \$20,565 | \$12,530 | \$0.0 | \$11,711 | \$490 | \$819 | \$0.0 | \$1,309.0 | 6.4\% | 47 |
| Dec-07 | \$25,926.7 | \$14,760 | \$20,073 | \$0.0 | \$18,227 | \$373 | \$1,846 | \$0.0 | \$2,219.0 | 15.0\% | 43 |
| TOTAL | \$309,479.4 | \$250,174.0 | \$240,343.0 | \$0.0 | \$227,874.0 | \$6,318.0 | \$12,469.0 | \$1,067.0 | \$19,854.0 | 7.9\% | 41 |


| $\begin{array}{\|c\|} \hline \text { MONTH } \\ \hline \hline \text { Jan-08 } \\ \hline \end{array}$ | BOM  <br> BALANCE  <br>  $\$ 20,294.0$ | $\begin{aligned} & \text { GROSS } \\ & \text { SALES } \end{aligned}$ |  | Gross AR <br> Cash |  | Hurricane Proceeds |  | CASH RECEIPTS |  | RETURNS \& ALLOW. |  | Lowe's REBATES |  | NON DIL CREDTS | total dilution |  | $\begin{gathered} \text { DILUTION } \\ \% \\ \hline \end{gathered}$ | TURNOVER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \$ | 13,672 | \$ | 12,486 | \$ | - | \$ | 11,929 | \$ | 374 | \$ | 557 | \$0.0 | \$ | 931 | 6.8\% | 51 |
| Feb-08 | \$21,106.0 | \$ | 17,164 | \$ | 10,390 | \$ | - | \$ | 9,854 | \$ | 403 | \$ | 536 | \$0.0 | \$ | 939 | 5.5\% | 64 |
| Mar-08 | \$27,477.0 | \$ | 28,201 | \$ | 18,083 | \$ | - | \$ | 16,533 | \$ | 502 | \$ | 1,550 | \$0.0 | \$ | 2,052 | 7.3\% | 50 |
| Apr-08 | \$37,093.0 | \$ | 40,528 | \$ | 19,935 | \$ | - | \$ | 19,141 | \$ | 761 | \$ | 794 | \$0.0 | \$ | 1,555 | 3.8\% | 58 |
| May-08 | \$56,925.0 | \$ | 39,021 | \$ | 30,021 | \$ | - | \$ | 28,195 | \$ | 999 | \$ | 1,826 | \$0.0 | \$ | 2,825 | 7.2\% | 61 |
| Jun-08 | \$64,926.0 | \$ | 19,696 | \$ | 43,007 | \$ | 8,000 | \$ | 48,553 | \$ | 1,013 | \$ | 2,454 | \$0.0 | \$ | 3,467 | 17.6\% | 40 |
| Jul-08 | \$40,602.0 | \$ | 16,482 | \$ | 26,315 | \$ | - | \$ | 25,381 | \$ | 808 | \$ | 934 | \$0.0 | \$ | 1,742 | 10.6\% | 48 |
| Aug-08 | \$29,961.0 | \$ | 13,232 | \$ | 17,231 | \$ | - | \$ | 16,235 | \$ | 567 | \$ | 996 | \$0.0 | \$ | 1,563 | 11.8\% | 55 |
| Sep-08 | \$25,395.0 | \$ | 11,262 | \$ | 15,345 | \$ | - | \$ | 14,752 | \$ | 471 | \$ | 593 | \$0.0 | \$ | 1,064 | 9.4\% | 52 |
| Oct-08 | \$20,841.0 | \$ | 15,919 | \$ | 11,700 | \$ | - | \$ | 10,802 | \$ | 250 | \$ | 898 | \$0.0 | \$ | 1,148 | 7.2\% | 58 |
| Nov-08 | \$24,810.0 | \$ | 15,895 | \$ | 10,977 | \$ | - | \$ | 10,699 | \$ | 296 | \$ | 278 | \$0.0 | \$ | 574 | 3.6\% | 70 |
| Dec-08 | \$29,432.0 | \$ | 13,965 | \$ | 21,476 | \$ | - | \$ | 20,066 | \$ | 212 | \$ | 1,410 | \$0.0 | \$ | 1,622 | 11.6\% | 44 |
|  | \$21,709.0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TOTAL | \$398,862.0 |  | 245,037.0 |  | 236,966.0 |  | \$8,000.0 |  | 232,140.0 |  | 6,656.0 |  | 2,826.0 | \$0.0 |  | 19,482.0 | 8.0\% | 52 |




| MONTH | A/R |  | INVENTORY |  | TOTAL | LOAN |  | TOTAL | NET | AR LOAN | INV, LOAN | TOTAL LOAN |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ENDING | BALANCE | AVAILABILITY | BALANCE | AVAILABILITYA | VAILABLE | BALANCE | LIC | OIS | AVAILABLE | RELIANCE | RELIANCE | RELIANCE |
| 1/31/2009 | 25,092 | 19,234 | 54198 | 25000 | 44,234 | 34589.26 | 4320 | 38,909 | 5,324 | 49.4\% | 50.6\% | 88.0\% |
| 2/28/2009 | 24,911 | 22,155 | 56000 | 25000 | 47,155 | 36589.26 | 2975 | 39,564 | 7,591 | 56.0\% | 44.0\% | 83.9\% |
| 3/31/2009 | 43,220 | 34,636 | 54800 | 25000 | 59,636 | 34589.26 | 2975 | 37,564 | 12,436 | 92.2\% | 7.8\% | 79.1\% |
| 4/30/2009 | 69,823 | 60,133 | 54800 | 25000 | 85,133 | 43589.26 | 3725 | 47,314 | 2,686 | 100.0\% | 0.0\% | 96.8\% |
| 5/31/2009 | 76,678 | 72,468 | 54800 | 25000 | 97,468 | 34089.26 | 3725 | 37,814 | 12,186 | 100.0\% | 0.0\% | 87.5\% |
| 6/30/2009 | 43,123 | 40,423 | 42800 | 20499 | 60,923 | 10589.26 | 3725 | 14,314 | 35,686 | 100.0\% | 0.0\% | 41.4\% |


| MONTH AIR 2007-2008 TOTAL INENTORY TOTAL INET IOAN TOTAL |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ENDING | BALANCE | AVAILABILITY | BALANCE | AVAILABILITY | AVAILABLE | BALANCE | L/C | OIS | AVAILABLE | RELIANCE | RELIANCE | RELIANCE |
| 11/30/2007 | 28,331 | 21,784 | 49,165 | 25,000 | 46,784 | 33,100 | 3,320 | 36,420 | 10,364 | 59.8\% | 40.2\% | 77.8\% |
| 12/31/2007 | 20,737 | 14,983 | 50,713 | 25,000 | 39,983 | 33,100 | 3,320 | 36,420 | 3,563 | 41.1\% | 58.9\% | 91.1\% |
| 1/31/2008 | 21,288 | 15,991 | 50,713 | 25,000 | 40,991 | 34,100 | 3,320 | 37,420 | 3,571 | 42.7\% | 57.3\% | 91.3\% |
| 2/29/2008 | 28,225 | 21,973 | 52,515 | 25,000 | 46,973 | 35,600 | 3,320 | 38,920 | 8,053 | 56.5\% | 43.5\% | 82.9\% |
| 3/31/2008 | 39,388 | 30,948 | 52,515 | 19,052 | 50,000 | 39,100 | 3,320 | 42,420 | 7,580 | 73.0\% | 27.0\% | 84.8\% |
| 4/30/2008 | 63,825 | 50,000 | 50,713 | - | 50,000 | 45,950 | 3,320 | 49,270 | 730 | 100.0\% | 0.0\% | 98.5\% |
| 5/31/2008 | 58,292 | 46,936 | 50,713 | 3,064 | 50,000 | 32,089 | 3,320 | 35,409 | 14,591 | 100.0\% | 0.0\% | 70.8\% |
| 6/30/2008 | 41,733 | 32,447 | 52,515 | 17,553 | 50,000 | 15,089 | 4,320 | 19,409 | 30,591 | 100.0\% | 0.0\% | 38.8\% |
| 7/31/2008 | 29,373 | 20,979 | 46,273 | 22,686 | 43,665 | 7,089 | 4,320 | 11,409 | 32,256 | 100.0\% | 0.0\% | 26.1\% |
| 8/31/2008 | 26,669 | 18,952 | 46,273 | 22,686 | 41,637 | 7,589 | 4,320 | 11,909 | 29,728 | 100.0\% | 0.0\% | 28.6\% |
| 9/30/2008 | 21,311 | 15,370 | 46,273 | 22,686 | 38,055 | 13,089 | 4,320 | 17,409 | 20,646 | 88.3\% | 11.7\% | 45.7\% |
| 10/31/2008 | 25,208 | 19,314 | 46,273 | 22,686 | 42,000 | 23,589 | 4,320 | 27,909 | 14,091 | 69.2\% | 30.8\% | 66.5\% |
| 11/30/2008 | 26,674 | 20,607 | 46,273 | 22,686 | 43,293 | 28,089 | 4,320 | 32,409 | 10,883 | 63.6\% | 36.4\% | 74.9\% |
| 12/31/2008 | 22,038 | 16,619 | 54,198 | 25,000 | 41,619 | 28,589 | 2,975 | 31,564 | 10,054 | 52.7\% | 47.3\% | 75.8\% |

October 2007 - Adjusted to reflect audit findings

| MONTH | A/R |  | INVENTORY |  | TOTAL | LOAN |  | TOTAL | NET | AR LOAN | INV, LOAN | TOTAL LOAN |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ENDING | BALANCE | AVAILABILITY | BALANCE | AVAILABILITYA | AVAILABLE | BALANCE | L/C | O/S | AVAILABLE | RELIANCE | RELIANCE | RELIANCE |
| 10/31/2008 | 25,208 | 18898.9 | 46,273 | 22,686 | 41,585 | 23,589 | 4,320 | 27,909 | 13,675 | 67.7\% | 32.3\% | 67.1\% |
| 2006-2007 |  |  |  |  |  |  |  |  |  |  |  |  |
| MONTH | A/R |  | INVENTORY |  | TOTAL | LOAN |  | TOTAL | NET | AR LOAN | INV, LOAN | TOTAL LOAN |
| ENDING | BALANCE | AVAILABILITY | BALANCE | AVAILABILITYA | AVAILABLE | balance | LIC | O/S | AVAILABLE | RELIANCE | RELIANCE | RELIANCE |


| 11/30/2006 | 25,012 | 21,320 | 40,605 | 19,852 | 40,000 | 30,700 | 2,870 | 33,570 | 6,430 | 63.5\% | 36.5\% | 83.9\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12/31/2006 | 24,317 | 20,950 | 40,605 | 19,852 | 40,000 | 28,700 | 2,870 | 31,570 | 8,430 | 66.4\% | 33.6\% | 78.9\% |
| 1/31/2007 | 19,031 | 16,527 | 48,605 | 23,853 | 40,000 | 34,700 | 2,870 | 37,570 | 2,430 | 44.0\% | 56.0\% | 93.9\% |
| 2/28/2007 | 21,262 | 18,122 | 52,515 | 25,000 | 40,000 | 33,700 | 2,870 | 36,570 | 3,430 | 49.6\% | 50.4\% | 91.4\% |
| 3/31/2007 | 32,350 | 27,597 | 52,515 | 25,000 | 40,000 | 34,700 | 2,870 | 37,570 | 2,430 | 73.5\% | 26.5\% | 93.9\% |
| 4/30/2007 | 49,699 | 43,650 | 52,515 | 25,000 | 50,000 | 41,200 | 3,320 | 44,520 | 5,480 | 98.0\% | 2.0\% | 89.0\% |
| 5/31/2007 | 50,805 | 44,396 | 52,284 | 20,000 | 50,000 | 36,200 | 3,320 | 39,520 | 10,480 | 100.0\% | 0.0\% | 79.0\% |
| 6/30/2007 | 35,134 | 29,507 | 52,284 | 20,000 | 49,507 | 23,200 | 3,320 | 26,520 | 22,987 | 100.0\% | 0.0\% | 53.6\% |
| 7/31/2007 | 20,749 | 16,564 | 49,165 | 20,000 | 36,564 | 18,500 | 3,320 | 21,820 | 14,744 | 75.9\% | 24.1\% | 59.7\% |
| 8/31/2007 | 20,094 | 15,222 | 48,263 | 20,000 | 35,222 | 19,500 | 3,320 | 22,820 | 12,402 | 66.7\% | 33.3\% | 64.8\% |
| 9/30/2007 | 21,628 | 13,567 | 49,165 | 20,000 | 33,567 | 22,500 | 3,320 | 25,820 | 7,747 | 52.5\% | 47.5\% | 76.9\% |
| 10/31/2007 | 21,435 | 15,185 | 49,165 | 20,000 | 35,185 | 27,600 | 3,320 | 30,920 | 4,265 | 49.1\% | 50.9\% | 87.9\% |

Comparative Loan reliance 6/30/09, 6/30/08 \& 6/30/07

| MONTH | A/R |  | INVENTORY |  | TOTAL | LOAN |  | TOTAL | NET | AR LOAN | INV, LOAN | TOTAL LOAN |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ENDING | BALANCE | AVAILABILITY | BALANCE | AVAILABILITY AV | VAILABLE | BALANCE | L/C | OIS | AVAILABLE | RELIANCE | RELIANCE | RELIANCE |
| 6/30/2007 | 35,134 | 29,507 | 52,284 | 20,000 | 49,507 | 23,200 | 3,320 | 26,520 | 22,987 | 100.0\% | 0.0\% | 53.6\% |
| 6/30/2008 | 41,733 | 32,447 | 52,515 | 17,553 | 50,000 | 15,089 | 4,320 | 19,409 | 30,591 | 100.0\% | 0.0\% | 38.8\% |
| 6/30/2009 | 43,123 | 40,423 | 42,800 | 20,499 | 60,923 | 10,589 | 3725 | 14,314 | 35,686 | 100.0\% | 0.0\% | 41.4\% |




RECONCILIATIONS

| ACCOUNTS RECEIVABLE RECONCILIATIONS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HARRIS FARMS, INC. | AS OF: | 6/30/2009 | AGING | G/L | FIN'L | BBC |
| BALANCE PER SOURCE RECORDS |  |  | 39,908.7 | 42,813.9 |  | 43,123.1 |
| HFI Accrued sales posted 07/09 |  |  |  | $(3,214.4)$ |  | $(3,214.4)$ |
| Open discount at 06/30/09 |  |  |  | 309.2 |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| UNEXPLAINED |  |  |  |  |  |  |
| TOTAL ADJUSTMENTS |  |  | 0.0 | (2,905.2) | 0.0 | $(3,214.4)$ |
| RECONCILED TOTALS |  |  | 39,908.7 | 39,908.7 | 0.0 | 39,908.7 |

(a)

| ACCOUNTS RECEIVABLE RECONCILIATIONS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HARRIS FARMS, INC. | AS OF: | 10/31/2008 | AGING | G/L | FIN'L | BBC |
| BALANCE PER SOURCE RECORDS |  |  | 20,944.0 | 25,039.6 |  | 25,208.3 |
| HFI Accrued sales posted 11/08 |  |  |  | $(4,264.3)$ |  | (4,264.3) |
| Open discount at 10/31/08 |  |  |  | 168.8 |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| UNEXPLAINED |  |  |  |  |  |  |
| TOTAL ADJUSTMENTS |  |  | 0.0 | $(4,095.6)$ | 0.0 | (4,264.3) |
| RECONCILED TOTALS |  |  | 20,944.0 | 20,944.0 | 0.0 | 20,944.0 |


| ACCOUNTS RECEIVABLE RECONCILIATIONS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HARRIS FARMS, INC. | AS OF: | 6/30/2008 | AGING | G/L | FIN'L | BBC |
| BALANCE PER SOURCE RECORDS |  |  | 37,386.7 | 41,278.1 |  |  |
| HFI Accrued sales posted 07/08 |  |  |  | $(4,241.9)$ |  |  |
| Open discount at 06/30/08 |  |  |  | 350.5 |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| UNEXPLAINED |  |  |  |  |  |  |
| TOTAL ADJUSTMENTS |  |  | 0.0 | $(3,891.4)$ | 0.0 | 0.0 |
| RECONCILED TOTALS |  |  | 37,386.7 | 37,386.7 | 0.0 | 0.0 |

(c)

## ACCOUNTS RECEIVABLE AGING SPREAD

INVOICE DATE DUE DATE

|  | CURRENT <br> AGING D 06/30 | EXAM <br> ATED <br> 09 | PRIOR PERIOD <br> AGING DATED 06/30/08 |  |
| :---: | :---: | :---: | :---: | :---: |
| AGING | AMOUNT | \% | AMOUNT | \% |
| DATINGS |  |  |  |  |
| CURRENT | \$18,279.3 | 45.8\% | \$14,887.5 | 39.8\% |
| 31-60 | \$20,376.3 | 51.1\% | \$19,184.3 | 51.3\% |
| 61-90 | \$1,024.6 | 2.6\% | \$1,603.3 | 4.3\% |
| OVER 90 | \$228.5 | 0.6\% | \$1,711.7 | 4.6\% |
| UNAPPLIED CR |  |  |  |  |
| TOTAL A/R | \$39,908.7 | 100.0\% | \$37,386.7 | 100.0\% |
| G/L BALANCE | \$42,813.9 |  | \$41,278.1 |  |
| DIFFERENCE * | $\underline{(\$ 2,905.2)}$ |  | $\underline{(\$ 3,891.4)}$ |  |
| FINANCIAL STATEMENTS | N/A |  |  |  |
| RECONCILIATION | (a) |  | (c) |  |

DIFFERENCE EXPLANATION \& COMMENTS:

* General ledger balance includes Accrued sales for the period and discounts which are owed to customers. See A/R Reconciliation for each period in the A/R Reconciliation Tab.

AIR CONCENTRATIONS
As of 06/30/09

| CUSTOMER NAME | ADDRESS (CITY \& STAT | \% | TOTAL | CURRENT | 31-60 | 61-90 | OVER 90 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOWE'S (2 accts) | North Wilkesboro/NC | 65.4\% | \$26,106.5 | \$10,804.0 | \$15,363.9 | \$34.4 | (\$95.8) |
| WAL-MART STORES, INC. (PROMO) | Bentonville/ AR | 10.9\% | \$4,364.0 | \$2,450.2 | \$1,945.9 | (\$6.8) | (\$25.2) |
| THE HOME DEPOT VENDOR \#203793 | Atlanta/ Georgia | 4.5\% | \$1,800.3 | \$1,148.0 | \$661.5 | \$3.6 | (\$12.9) |
| K-MART CORPORATION | Troy/Michigan | 2.2\% | \$897.8 | \$43.3 | \$340.0 | \$530.1 | (\$15.5) |
| WAL-MART CANADA, INC. | Ontario/ Canada | 2.1\% | \$842.4 | \$505.5 | \$358.3 | \$0.2 | (\$21.7) |
| IKEA WHOLESALE, INC. | West Hampton /NJ | 1.6\% | \$646.3 | \$599.9 | \$48.3 | (\$0.6) | (\$1.3) |
| BARCELO ENTERPRISES | Fallbrook/CA | 1.5\% | \$594.5 | \$85.5 | \$74.5 | \$44.4 | \$390.1 |
| RONA CORPORATION | Quebec/Canada | 1.5\% | \$587.3 | \$260.2 | \$220.4 | \$56.3 | \$50.4 |
| COSTCO COMPANIES INC (EAST) | Seattle/W ashington | 1.2\% | \$491.1 | \$456.5 | \$61.6 | \$3.4 | (\$30.3) |
| BELL NURSERY | Burtonsville/Maryland | 0.8\% | \$328.2 | \$139.5 | \$149.4 | \$0.1 | \$39.2 |

TOTAL $\quad 91.9 \% \quad \$ 36,658.4$
TOTAL ACCOUNTS RECEIVABLE
$\underline{91.9 \%} \xlongequal{\underline{\$ 36,658.4}} \xlongequal{\$ 39,908.7}$

Concentration is
Light
Moderate
Heavy

|  | <35\% |
| :---: | :---: |
|  | 35-60\% |
| X | >60\% |

$35-60 \%$
$>60 \%$


## A/R CONCENTRATIONS

 As of 06/30/08 Prior Period| CUSTOMER NAME | ADDRESS (CITY \& ST | \% | TOTAL | CURRENT | 31-60 | 61-90 | OVER 90 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOWE'S (2 accts) | North Wilkesboro/NC | 55.3\% | \$22,075.2 | \$7,967.4 | \$14,001.7 | \$5.8 | \$100.2 |
| WAL-MART STORES, INC. (PROMO) | Bentonville/ AR | 9.0\% | \$3,572.7 | \$2,461.4 | \$1,195.1 | \$3.7 | (\$87.6) |
| BARCELO ENTERPRISES | Fallbrook/CA | 5.1\% | \$2,053.2 | \$252.0 | \$688.3 | \$264.1 | \$848.7 |
| THE HOME DEPOT VENDOR \#203793 | Atlanta/ Georgia | 2.9\% | \$1,166.9 | \$978.2 | \$158.5 | \$35.5 | (\$5.3) |
| COSTCO COMPANIES INC (EAST) | Seattle/Washington | 2.7\% | \$1,061.3 | \$469.2 | \$384.3 | \$183.5 | \$24.3 |
| K-MART CORPORATION | Troy/Michigan | 2.7\% | \$1,060.1 | \$81.8 | \$692.4 | \$284.7 | \$1.2 |
| IKEA WHOLESALE, INC. | West Hampton /NJ | 1.5\% | \$610.8 | \$543.9 | \$67.0 | \$0.0 | (\$0.1) |
| RONA CORPORATION | Quebec/Canada | 1.4\% | \$569.0 | \$199.6 | \$278.6 | \$64.8 | \$26.1 |
| WAL-MART CANADA, INC. | Ontario/ Canada | 1.1\% | \$455.9 | \$373.2 | \$101.0 | \$2.6 | (\$20.9) |
| MORGAN CREEK TROPICALS |  | 0.8\% | \$335.5 | \$260.1 | \$42.0 | \$0.0 | \$33.5 |


| TOTAL | 82.6\% | \$32,960.7 | \$13,586.8 | \$17,566.9 | \$844.7 | \$886.7 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |

TOTAL ACCOUNTS RECEIVABLE
$\$ 39,908.7$
Concentration is:

| Light | $<35 \%$ |
| ---: | :---: |
| Moderate | $35-60 \%$ |
| Heavy | $>60 \%$ |



| CUST. \# | CUSTOMER NAME | A/R <br> BALANCE | OVER 90 <br> BALANCE | 120 DAYS <br> BALANCE | TOTAL $>90 \text { DAYS }$ | SUBS. PYMTS. | SLOWI COLLECT. | UNISSUED CREDITS | DISPUTES | POTENTIAL <br> WRITE-OFFS | IN COLLECTIONS | COMMENTS |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A1769 | BARCELO ENTERPRISES | \$594.5 | \$329.1 |  | \$329.1 | \$37.0 | \$292.1 |  |  |  |  | special terms allowed |
| A2036 | RONA CORPORATION | \$587.3 | \$50.4 |  | \$50.4 |  | \$50.4 |  |  |  |  | net 90 day terms given |
| A2548 | COLOR STAR GROWERS OF CO | \$309.3 | \$44.1 |  | \$44.1 |  | \$44.1 |  |  |  |  |  |
| A2400 | BELL NURSERY | \$328.2 | \$369.2 |  | \$369.2 | \$312.6 | \$56.6 |  |  |  |  |  |
| C1156 | UNITED ORCHIDS PLUS | \$20.7 | \$20.7 |  | \$20.7 |  |  |  |  | \$20.7 |  |  |
| C3248 | HOUSTON PALM TREE INC | \$18.9 | \$18.9 |  | \$18.9 |  | \$18.9 |  |  |  |  |  |
| C3250 | HOUSTON PLANTS \& GARDEN | \$18.0 | \$18.0 |  | \$18.0 |  | \$18.0 |  |  |  |  |  |
| C3264 | VAN DER AREND TROPICAL | \$17.7 | \$17.7 |  | \$17.7 |  | \$17.7 |  |  |  |  | Special Terms given |
| B4051 | PM TRANSPORT OF FLORIDA | \$31.8 | \$15.0 |  | \$15.0 | \$15.0 |  |  |  |  |  | AFFILIATE |
| C6872 | SANTA BARBARA NURSERY | \$13.6 | \$13.6 |  | \$13.6 |  | \$13.6 |  |  |  |  |  |
| B4006 | MOON VALLEY NURSERY | \$35.0 | \$13.0 |  | \$13.0 |  | \$13.0 |  |  |  |  |  |
| C6966 | TELE TRADING | \$12.8 | \$12.8 |  | \$12.8 |  | \$12.8 |  |  |  |  | Special Terms given |
| C7040 | JACK WAGEMERS INTL | \$12.5 | \$12.5 |  | \$12.5 |  | \$12.5 |  |  |  |  | Special Terms given |
| C7640 | DILLON STORES | \$12.4 | \$9.3 |  | \$9.3 | \$9.3 |  |  |  |  |  |  |
| B6584 | TOP ORCHIDS | \$27.0 | \$7.5 |  | \$7.5 |  |  |  |  | \$7.5 |  |  |
| A6089 | WINN DIXIE STORES | \$65.7 | \$6.2 |  | \$6.2 |  |  |  | \$6.2 |  |  |  |
| D2712 | WALGREENS SUPPLIER 406447 | \$5.5 | \$5.5 |  | \$5.5 |  |  |  |  | \$5.5 |  |  |
| A9872 | AHOLD FIN. SERV | \$49.1 | \$5.5 |  | \$5.5 | \$2.7 |  |  | \$2.7 |  |  |  |
| E4008 | ORN. RIO FRIO SA | \$3.7 | \$3.7 |  | \$3.7 |  | \$3.7 |  |  |  |  | Special Terms given |
| D7855 | ARAZOZA BROTHERS CORP | \$4.9 | \$3.5 |  | \$3.5 |  | \$3.5 |  |  |  |  |  |
| D5810 | EASON HORTICULTURAL RES. | \$5.2 | \$2.8 |  | \$2.8 | \$2.8 |  |  |  |  |  |  |
| C0171 | ALTMAN SPECIALTY PLANTS | \$22.7 | \$2.3 |  | \$2.3 |  |  |  | \$2.3 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| TOTAL | 22 | \$2,196.4 | \$981.1 | \$0.0 | \$981.1 | \$379.5 | \$556.8 | \$0.0 | \$11.2 | \$33.7 | \$0.0 |  |

ANALYSIS OF PAST DUES
BY CATEGORIES
Subsequent payments (As of 12/08/08)
Slow but collectible
Legal/collection agencies
Disputes
Unissued credits
Write-offs
Total analyzed
Past due credits
Not analyzed
Total past due (Over 90 days column)

ALLOWANCE FOR BAD DEBTS AS OF 6/30/09

| AS OF : |  |  | 06/30/09 |
| :---: | :---: | :---: | :---: |
| TOTAL \$ | 90 DAYS | 120 DAYS | \% |
| \$379.5 |  |  | 52.0\% |
| \$556.8 |  |  | 76.3\% |
| \$0.0 |  |  | 0.0\% |
| \$11.2 |  |  | 1.5\% |
| \$0.0 |  |  | 0.0\% |
| \$33.7 |  |  | 4.6\% |
| \$981.1 |  |  | 134.5\% |
| \$501.0 |  |  | 68.7\% |
| (\$251.7) |  |  | -34.5\% |
| \$228.5 |  |  | 100.0\% |

WRITE-OFFS:
CURRENT YEAR LAST YEAR
$\qquad$

## SHIPPING TEST

| CUST <br> NUMBER | CUSTOMER NAME | invoice <br> NUMBER | INVOICE <br> AMOUNT | invoice DATE | SHIPPING <br> DATE | $\begin{array}{\|l\|} \hline \text { TIME } \\ \hline \text { LAG } \\ \hline \end{array}$ | PROOF OF SHIPMENT |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| C9408 | LOWE'S CORPORATE | 100683369 | \$7,269.34 | 06/29/09 | 06/30/09 | 1 | B/L Number 01104895 - Signed \& Dated |
| C9408 | LOWE'S CORPORATE | 100685128 | \$6,873.36 | 06/30/09 | 06/30/09 | 0 | B/L Number 01102494 - Signed \& Dated |
| C9408 | LOWE'S CORPORATE | 100683371 | \$6,173.19 | 06/29/09 | 06/29/09 | 0 | B/L Number 01104898 - Signed \& Dated |
| C9408 | LOWE'S CORPORATE | 100684130 | \$5,351.47 | 06/30/09 | 06/30/09 | 0 | B/L Number 02012488 - Signed \& Dated |
| C9408 | LOWE'S CORPORATE | 100683374 | \$4,933.00 | 06/30/09 | 06/30/09 | 0 | B/L Number 01104903 - Signed \& Dated |
| C9408 | LOWE'S CORPORATE | 100683412 | \$7,808.34 | 07/02/09 | 07/02/09 | 0 | B/L Number 001022532051643565 - (Signed, Not Dated) - Paul Floody |
| C9408 | LOWE'S CORPORATE | 100683590 | \$7,691.10 | 07/02/09 | 07/02/09 | 0 | B/L Number 001022532051646214 - (Signed, Not Dated) - DIEL Transp |
| C0600 | BURNABY LAKES GREENHOUSES | 100679934 | \$3,846.00 | 06/22/09 | 06/22/09 | 0 | B/L 001022532051594560 (Signed, Not Dated) - D \& H Trucking |
| A1193 | ALEXANDER HAY GREENHOUSES | 100663982 | \$454.32 | 05/15/09 | 05/15/09 | 0 | B/L 05132708 (Signed, Not Dated) - Own Truck |
| A1214 | BACHMAN'S INC. | 100678938 | \$4,263.00 | 06/18/09 | 06/18/09 | 0 | B/L 001022532051604117 (Signed, Not Dated) - Lightning Express |
| A1313 | ASSOC WHSL GROCERS-KANSAS CITY | 100680694 | \$7,257.44 | 06/24/09 | 06/26/09 | 2 | B/L 001022532051643314 - (Signed \& Dated) - |
| A1314 | KING SOOPER DEPT\# 833 | 100670419 | \$14,137.50 | 05/28/09 | 05/28/09 | 0 | B/L 001022532051333411 (Signed, Not Dated) - WDTC |
| A1769 | ARCHER NURSERY | 100647792 | \$2,569.10 | 04/27/09 | 04/27/09 | 0 | B/L 001022532051062704 (Signed, Not Dated) - PM Transport |
| A2220 | ALPHA FOLIAGE, INC. | 100680054 | \$80,558.52 | 06/24/09 | 07/02/09 |  | B/L 13004783 - Drop Shipment from Poppelmann Plastics USA LLC |
| A2400 | BAYSTATE | 100666645 | \$1,499.80 | 05/21/09 | 05/21/09 | 0 | B/L 001022532051373343 (Signed, Not Dated) - DTL Transportation |
| A2400 | BAYSTATE | 100674940 | \$1,694.79 | 06/08/09 | 06/08/09 | 0 | B/L 05151479 (Signed, Not Dated) - DTL Transportation |
| A2548 | ALBERTSON'S INC., PLANT CITY, FL | 100678739 | \$2,368.80 | 06/18/09 | 06/18/09 |  | B/L 05157765 (Signed, Not Dated) - Own Truck |
| A4000 | ASSOC WHSL GROCERS-SPRINGFIELD | 100675927 | \$1,530.00 | 06/10/09 | 06/10/09 |  | B/L 05151245 (Signed, Not Dated) - Own Truck |
| A4015 | ALBERTSON'S INC. LANCASTER, PA (ACME MKTS) | 100678728 | \$1,815.00 | 06/18/09 |  |  | B/L 001022532051562994 (Signed, Not Dated) - Peninsula |
| A4188 | ANGEL PLANTS, INC. | 100669376 | \$13,000.00 | 05/26/09 | 05/26/09 |  | B/L 05140907 (Signed, Not Dated) - Own Truck |
| A4188 | ANGEL PLANTS, INC. | 100674557 | \$22,251.00 | 06/05/09 | 06/05/09 |  | B/L 05150175 (Signed, Not Dated) - Own Truck |
| A4188 | ANGEL PLANTS, INC. | 100674558 | \$11,616.25 | 06/05/09 | 06/05/09 |  | B/L 05150183 (Signed, Not Dated) - Own Truck |
| A4188 | ANGEL PLANTS, INC. | 100674582 | \$18,330.00 | 06/10/09 | 06/10/09 |  | B/L 05154640 (Signed \& Dated) - Own Truck |
| A4188 | ANGEL PLANTS, INC. | 100676751 | \$17,879.50 | 06/12/09 | 06/12/09 |  | B/L 001022532051563777 (Signed, Not Dated) - 4RS Transportation |
| A4188 | ANGEL PLANTS, Inc. | 100676752 | \$13,842.50 | 06/15/09 |  |  | B/L 001022532051576717 (Signed, Not Dated) - DTL Transportation |
| A4188 | ANGEL PLANTS, INC. | 100678315 | \$22,771.25 | 06/17/09 |  |  | B/L 001022532051597552 (Signed, Not Dated) - Brian Jones Trucking |
| A4188 | ANGEL PLANTS, INC. | 100679758 | \$23,133.75 | 06/19/09 |  |  | B/L 001022532051621604 (Signed, Not Dated) - DTL Transportation |
| A4188 | ANGEL PLANTS, INC. | 100680044 | \$10,297.50 | 06/22/09 | 06/22/09 |  | B/L 001022532051629794 (Signed, Not Dated) - 4RS Transportation |
| A4188 | ANGEL PLANTS, Inc. | 100680448 | \$21,402.25 | 06/23/09 |  |  | B/L 001022532051643266 (Signed, Not Dated) - Surface Express |
| A4667 | A \& P (WHSE) VENDOR \#99-0300578510 | 100664605 | \$15,359.25 | 05/18/09 | 05/22/09 |  | B/L Number 001022532051309832 (Signed \& Dated) - Paul Floody |
| A4667 | A \& P (WHSE) VENDOR \#99-0300578510 | 100668017 | \$9,927.75 | 05/26/09 | 05/27/09 |  | B/L Number 05137489 (Signed \& Dated) - Own Truck |
| A5022 | JEWEL FRESH FOOD CENTER | 100637040 | \$22,785.60 | 04/09/09 | 04/09/09 |  | B/L Number 001022532050898553 (Signed, Not Dated) - Warren Pearce |
| A5022 | JEWEL FRESH FOOD CENTER | 100679745 | \$3,591.00 | 06/18/09 |  |  | B/L Number 5160588 (Signed, Not Dated) - Warren Pearce |
| A5146 | RONA CORPORATION | 100652880 | \$3,594.04 | 04/30/09 | 04/30/09 | 0 | B/L Number 001022532051158339 (Signed, Not Dated) -Liason Canada |
| A5146 | RONA CORPORATION | 100652881 | \$2,175.67 | 04/30/09 | 04/30/09 | 0 | B/L Number 001022532051158362 (Signed, Not Dated) - Liason Canada |
| A5146 | RONA CORPORATION | 100653854 | \$7,947.23 | 04/27/09 | 04/27/09 | 0 | B/L Number 001022532051052170 (Signed, Not Dated) - Liason Canada |
| A5146 | RONA CORPORATION | 100657525 | \$2,306.92 | 04/10/09 | 04/10/09 | 0 | B/L Number 001022532050859231 (Signed, Not Dated) - Liason Canada |
| A5146 | RONA CORPORATION | 100652772 | \$3,697.84 | 04/30/09 | 04/30/09 | 0 | B/L Number 001022532051150319 (Signed, Not Dated) Liason Canada |
| C8367 | THE HOME DEPOT VENDOR | 100673312 | \$14,725.32 | 06/03/09 | 06/04/09 | 1 | B/L Number 001022532051484809 (Signed, Not Dated) - PM Transport |
| C8367 | THE HOME DEPOT VENDOR | 100682553 | \$3,409.00 | 06/29/09 |  |  | B/L Number 001022532051669844 (Signed, Not Dated) - Interstate Trans |
| C8367 | THE HOME DEPOT VENDOR | 100682576 | \$3,203.70 | 06/29/09 |  |  | B/L Number 001022532051670583 (Signed, Not Dated) - Interstate Trans |
| C8367 | THE HOME DEPOT VENDOR | 100683086 | \$2,089.30 | 06/30/09 | 06/30/09 | 0 | B/L Number 05166929 (Signed, Not Dated) - PM Transport |
| C8367 | THE HOME DEPOT VENDOR | 100682451 | \$2,851.94 | 06/29/09 | 07/01/09 |  | B/L Number 05166077 (Signed \& Dated) - PM Transport |
| F2140 | Walmart Stores Inc | 100682326 | \$3,014.40 | 06/29/09 |  |  | B/L Number 001022532051614431 (Signed, Not Dated) Midwest Coast |
| F2140 | Walmart Stores Inc | 100682063 | \$3,014.40 | 06/30/09 | 06/30/09 |  | B/L Number 001022532051609008 (Signed, Not Dated) Diel Transportation |
| F2140 | Walmart Stores Inc | 100683106 | \$3,007.81 | 06/30/09 | 06/30/09 |  | B/L Number 05167931 (Signed, Not Dated) - PM Transport |
| F2140 | Walmart Stores Inc | 100682589 | \$2,299.85 | 06/29/09 | 06/30/09 |  | B/L Number 05167121 (Signed, Not Dated) - PM Transport |
| F2140 | Walmart Stores Inc | 100682067 | \$3,014.40 | 06/30/09 |  |  | B/L Number 001022532051609101 (Signed, Not Dated) Midwest Coast |
| total | 48 |  | \$454,633.49 |  |  |  | = Average Shipping Lag |
| TOTAL A/R |  | \$39,90 |  |  |  |  |  |
| Percentage testec |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | OMELO |
| COMMENTS: |  |  |  |  |  |  |  |
| Because Bills of Lading were signed but not dated, a sample of the shipments were verified using the vendor invoices from the shipping company to ensure date of pick up from the customer. |  |  |  |  |  |  |  |
| Those shipping documents for the ones highlighted in green have not been dated by the drivers when picked up and the vendor invoice was not available from the shipping company to validate the |  |  |  |  |  |  |  |
| date of pick up of the merchandise. |  |  |  |  |  |  |  |
| On shipments by Own truck, customer signature on invoices was verified and signed aside from bill of lading received as back up. |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Testing was done to verify subsequent payment on the invoices which were not verified by shipping document. The results were: |  |  |  |  |  |  |  |

## CREDIT MEMO TEST



## HISTORY SPREADS

| MONTH | TOTAL | CURRENT | $\mathbf{3 1 - 6 0}$ | $\mathbf{6 1 - 9 0}$ | $\mathbf{9 1 - 1 2 0}$ | OVER 120 | PAST DUE <br> $\%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Jan-09 | $\$ 21,982.0$ | $\$ 10,872.77$ | $\$ 8,395.98$ | $\$ 1,216.57$ | $\$ 1,496.65$ |  | $6.8 \%$ |
| Feb-09 | $\$ 25,888.2$ | $\$ 14,845.45$ | $\$ 8,859.32$ | $\$ 377.98$ | $\$ 1,805.46$ |  | $7.0 \%$ |
| Mar-09 | $\$ 35,846.8$ | $\$ 24,729.01$ | $\$ 9,292.74$ | $\$ 501.38$ | $\$ 1,323.70$ |  | $3.7 \%$ |
| Apr-09 | $\$ 57,511.2$ | $\$ 38,355.84$ | $\$ 17,719.40$ | $\$ 431.19$ | $\$ 1,004.80$ |  | $1.7 \%$ |
| May-09 | $\$ 69,430.2$ | $\$ 36,161.4$ | $\$ 32,357.2$ | $\$ 705.5$ | $\$ 206.1$ |  | $0.3 \%$ |
| Jun-09 | $\$ 39,908.7$ | $\$ 18,279.3$ | $\$ 20,376.3$ | $\$ 1,024.6$ | $\$ 228.5$ |  | $0.6 \%$ |
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| MONTH | TOTAL | CURRENT | $\mathbf{3 1 - 6 0}$ | $\mathbf{6 1 - 9 0}$ | $\mathbf{9 1 - 1 2 0}$ | OVER 120 | PAST DUE <br> $\%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Jan-08 | $\$ 17,487.4$ | $\$ 8,857.01$ | $\$ 6,182.32$ | $\$ 528.03$ | $\$ 1,920.01$ |  | $11.0 \%$ |
| Feb-08 | $\$ 24,733.6$ | $\$ 16,750.24$ | $\$ 6,079.66$ | $\$ 628.68$ | $\$ 1,275.06$ |  | $5.2 \%$ |
| Mar-08 | $\$ 32,924.9$ | $\$ 20,987.22$ | $\$ 10,076.16$ | $\$ 600.57$ | $\$ 1,260.99$ |  | $3.8 \%$ |
| Apr-08 | $\$ 51,273.7$ | $\$ 30,001.48$ | $\$ 15,572.55$ | $\$ 4,928.66$ | $\$ 770.98$ |  | $1.5 \%$ |
| May-08 | $\$ 58,292.1$ | $\$ 30,452.0$ | $\$ 25,357.7$ | $\$ 1,355.6$ | $\$ 1,126.9$ |  | $1.9 \%$ |
| Jun-08 | $\$ 37,386.7$ | $\$ 14,887.5$ | $\$ 19,184.3$ | $\$ 1,603.3$ | $\$ 1,711.7$ |  | $4.6 \%$ |
| Jul-08 | $\$ 29,373.1$ | $\$ 14,457.5$ | $\$ 11,267.5$ | $\$ 2,005.0$ | $\$ 1,643.2$ |  | $5.6 \%$ |
| Aug-08 | $\$ 24,094.1$ | $\$ 10,429.8$ | $\$ 10,289.2$ | $\$ 1,056.2$ | $\$ 2,318.9$ |  | $9.6 \%$ |
| Sep-08 | $\$ 19,016.7$ | $\$ 8,955.3$ | $\$ 7,334.0$ | $\$ 547.0$ | $\$ 2,180.5$ |  | $11.5 \%$ |
| Oct-08 | $\$ 20,944.0$ | $\$ 11,179.5$ | $\$ 7,553.0$ | $\$ 566.0$ | $\$ 1,645.5$ |  | $7.9 \%$ |
| Nov-08 | $\$ 26,674.4$ | $\$ 13,978.7$ | $\$ 10,140.2$ | $\$ 817.7$ | $\$ 1,737.7$ |  | $6.5 \%$ |
| Dec-08 | $\$ 19,241.3$ | $\$ 9,706.4$ | $\$ 7,185.4$ | $\$ 586.3$ | $\$ 1,763.3$ |  | $9.2 \%$ |


| MONTH | TOTAL | CURRENT | $\mathbf{3 1 - 6 0}$ | $\mathbf{6 1 - 9 0}$ | $\mathbf{9 1 - 1 2 0}$ | OVER 120 | PAST DUE <br> $\%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Jan-07 | $\$ 19,031.0$ | $\$ 12,107.0$ | $\$ 5,233.0$ | $\$ 1,236.0$ | $\$ 455.0$ |  | $2.4 \%$ |
| Feb-07 | $\$ 21,262.0$ | $\$ 13,738.0$ | $\$ 6,177.0$ | $\$ 577.0$ | $\$ 770.0$ |  | $3.6 \%$ |
| Mar-07 | $\$ 32,349.0$ | $\$ 23,942.0$ | $\$ 6,698.0$ | $\$ 706.0$ | $\$ 1,003.0$ |  | $3.1 \%$ |
| Apr-07 | $\$ 49,692.0$ | $\$ 29,298.0$ | $\$ 18,502.0$ | $\$ 1,381.0$ | $\$ 511.0$ |  | $1.0 \%$ |
| May-07 | $\$ 50,804.0$ | $\$ 32,164.0$ | $\$ 15,236.0$ | $\$ 2,731.0$ | $\$ 673.0$ |  | $1.3 \%$ |
| Jun-07 | $\$ 35,135.0$ | $\$ 17,062.0$ | $\$ 14,923.0$ | $\$ 1,394.0$ | $\$ 1,756.0$ |  | $5.0 \%$ |
| Jul-07 | $\$ 20,749.0$ | $\$ 10,565.0$ | $\$ 6,855.0$ | $\$ 1,280.0$ | $\$ 2,049.0$ |  | $9.9 \%$ |
| Aug-07 | $\$ 20,093.7$ | $\$ 11,002.1$ | $\$ 6,144.4$ | $\$ 725.2$ | $\$ 2,222.0$ |  | $11.1 \%$ |
| Sep-07 | $\$ 21,628.0$ | $\$ 11,153.1$ | $\$ 6,497.1$ | $\$ 758.9$ | $\$ 3,218.8$ |  | $14.9 \%$ |
| Oct-07 | $\$ 19,603.0$ | $\$ 10,162.5$ | $\$ 6,001.5$ | $\$ 841.8$ | $\$ 2,597.1$ |  | $13.2 \%$ |
| Nov-07 | $\$ 24,810.5$ | $\$ 16,288.6$ | $\$ 5,829.1$ | $\$ 378.5$ | $\$ 2,314.2$ |  | $9.3 \%$ |
| Dec-07 | $\$ 18,602.4$ | $\$ 8,819.1$ | $\$ 7,162.9$ | $\$ 519.8$ | $\$ 2,100.6$ |  | $11.3 \%$ |


| MONTH | TOTAL | CURRENT | $\mathbf{3 1 - 6 0}$ | $\mathbf{6 1 - 9 0}$ | $\mathbf{9 1 - 1 2 0}$ | OVER 120 | PAST DUE <br> $\%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Jan-06 | $\$ 12,426.0$ | $\$ 7,873.0$ | $\$ 3,929.0$ | $\$ 272.0$ | $\$ 352.0$ |  | $2.8 \%$ |
| Feb-06 | $\$ 16,813.0$ | $\$ 9,242.0$ | $\$ 7,315.0$ | $\$ 365.0$ | $(\$ 109.0)$ |  | $-0.6 \%$ |
| Mar-06 | $\$ 27,866.0$ | $\$ 19,707.0$ | $\$ 5,976.0$ | $\$ 2,374.0$ | $(\$ 191.0)$ |  | $-0.7 \%$ |
| Apr-06 | $\$ 39,704.0$ | $\$ 25,889.0$ | $\$ 11,645.0$ | $\$ 588.0$ | $\$ 1,582.0$ |  | $4.0 \%$ |
| May-06 | $\$ 37,192.0$ | $\$ 20,973.0$ | $\$ 15,419.0$ | $\$ 954.0$ | $(\$ 154.0)$ |  | $-0.4 \%$ |
| Jun-06 | $\$ 26,158.0$ | $\$ 15,579.0$ | $\$ 9,456.0$ | $\$ 1,128.0$ | $(\$ 5.0)$ |  | $0.0 \%$ |
| Jul-06 | $\$ 20,172.0$ | $\$ 11,869.0$ | $\$ 6,818.0$ | $\$ 795.0$ | $\$ 690.0$ |  | $3.4 \%$ |
| Aug-06 | $\$ 17,642.0$ | $\$ 10,222.0$ | $\$ 6,476.0$ | $\$ 519.0$ | $\$ 425.0$ |  | $2.4 \%$ |
| Sep-06 | $\$ 16,826.0$ | $\$ 9,797.0$ | $\$ 6,257.0$ | $\$ 444.0$ | $\$ 328.0$ |  | $1.9 \%$ |
| Oct-06 | $\$ 25,339.0$ | $\$ 12,089.0$ | $\$ 7,778.0$ | $\$ 5,201.0$ | $\$ 271.0$ |  | $1.1 \%$ |
| Nov-06 | $\$ 25,011.0$ | $\$ 16,591.0$ | $\$ 7,430.0$ | $\$ 753.0$ | $\$ 237.0$ |  | $0.9 \%$ |
| Dec-06 | $\$ 24,316.0$ | $\$ 12,308.0$ | $\$ 10,997.0$ | $\$ 857.0$ | $\$ 154.0$ |  | $0.6 \%$ |

CASH APPLICATION TEST


Source: Larger deposit slips with customer remittance advice for past 30 day period. Please attempt to include top 3-5 concentration accounts.

## VERIFICATIONS



| Walmart Stores Reconciliation |  |
| :--- | ---: |
| Balance Per Costa Nursery Farms @ 07/20/09 | $2,720,483.53$ |
|  | $7,696.29$ |
| Invoices by Costa not in Walmart System | $277,841.73$ |
| Checks sent by Walmart, not Posted to Acct |  |
|  |  |
|  | $2,450,338.09$ |
| RECONCILED BALANCE | $37,937.44$ |
| UNEXPLAINED | $2,412,400.65$ |


| Lowe's Reconciliation |  |
| :--- | ---: |
| Balance Per Costa Nursery Farms @ 07/20/09 | $13,218,912.70$ |
| Invoices by Costa not in Lowes System | $959,799.66$ |
| Checks sent by Walmart, not Posted to Acct |  |
| Claims Outstanding | $168,398.58$ |
|  |  |
|  | $12,090,714.46$ |
| RECONCILED BALANCE | - |
| UNEXPLAINED | $12,090,714.46$ |
| BALANCE PER SOURCE RECORDS |  |

NOTES:

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axed Verifications
hone Verifications
Mailed Verifications
Online Verifications
EMAIL VERIFICAT
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## CROSSAGE

| CUSTOMER NAME |  | A/R <br> BALANCE | $>90$ <br> BALANCE | $>90$ <br> $\%$ | INELIGIBLE <br> AMOUNT |
| :--- | :--- | ---: | :--- | :--- | ---: |
| B6584 | TOP ORCHIDS INC. | $\$ 27.0$ | $\$ 7.5$ | $27.8 \%$ | $\$ 19.5$ |
| B4006 | MOON VALLEY NURSERY, INC. | $\$ 35.0$ | $\$ 13.0$ | $37.1 \%$ | $\$ 22.0$ |
| D5810 | EASON HORTICULTURAL | $\$ 5.2$ | $\$ 2.8$ | $53.9 \%$ | $\$ 2.4$ |
| A1769 | BARCELO ENTERPRISES | $\$ 594.5$ | $\$ 390.1$ | $65.6 \%$ | $\$ 204.4$ |
| D7855 | Arazoza Brothers | $\$ 4.9$ | $\$ 3.5$ | $70.6 \%$ | $\$ 1.4$ |
| C7640 | Dillon Stores Inc. | $\$ 12.4$ | $\$ 9.3$ | $75.5 \%$ | $\$ 3.0$ |
|  |  |  |  |  | $\$ 0.0$ |
|  |  |  |  |  | $\$ 0.0$ |
|  |  |  |  |  | $\$ 0.0$ |
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|  |  |  |  |  | $\$ 0.0$ |
|  |  |  |  |  | $\$ 0.0$ |
|  |  |  |  |  | $\$ 0.0$ |
|  |  |  |  |  | $\$ 0.0$ |

## PAST DUE CREDITS

|  | CUSTOMER NAME | A/R BALANCE | $\overline{\gg 90}$ <br> BALANCE | $\begin{aligned} & \hline \text { INELIGIBLE } \\ & \text { AMOUNT } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| R2765 | CORPORATE CREDITS | (\$165.7) | (\$165.7) | (\$165.7) |
| C9408 | LOWE'S CORPORATE TRADE PAYABLE | \$24,008.7 | (\$95.8) | (\$95.8) |
| C0591 | COSTA PENN PURCHASES FROM CNF | (\$39.7) | (\$46.2) | (\$46.2) |
| P0422 | PURE BEAUTY | (\$30.7) | (\$30.7) | (\$30.7) |
| B9798 | COSTCO COMPANIES INC.(EAST) | \$491.1 | (\$30.3) | (\$30.3) |
| F2140 | WAL-MART STORES, INC. (PROMO) | \$4,364.0 | (\$25.2) | (\$25.2) |
| C0171 | ZZ**CHARLES GREEN'S NURSERY | (\$22.9) | (\$22.9) | (\$22.9) |
| W1026 | WAL-MART CANADA, INC. | \$842.4 | (\$21.7) | (\$21.7) |
| K6180 | KMART CORPORATION VENDOR DUNS\#431072 | \$897.8 | (\$15.5) | (\$15.5) |
| C8367 | THE HOME DEPOT VENDOR \#203793 | \$1,800.3 | (\$12.9) | (\$12.9) |
| A3635 | SUPERVALU (FTT. WORTH, TX) | (\$11.1) | (\$11.1) | (\$11.1) |
| P9600 | PLANT SOLUTIONS, INC. | \$109.0 | (\$2.4) | (\$2.4) |
| D0100 | METROPOLITAN PLANT EXCHANGE | (\$2.1) | (\$2.1) | (\$2.1) |
| D7148 | HENRY F.MICHELL CO., INC. | (\$1.5) | (\$1.5) | (\$1.5) |
| E6369 | TRUE VALUE VENDOR \#44025609 | \$5.3 | (\$1.5) | (\$1.5) |
| 11208 | IKEA WHOLESALE, INC. | \$646.3 | (\$1.3) | (\$1.3) |
| S1333 | ZZ**SUPERMARKETS 'R' US,INC. | (\$1.1) | (\$1.1) | (\$1.1) |
| F0183 | FLOWERAMA \#183 | (\$1.1) | (\$1.1) | (\$1.1) |
| 01582 | OBERLE GREENHOUSES | (\$1.0) | (\$1.0) | (\$1.0) |
| M6011 | MULTIVISION | (\$1.0) | (\$1.0) | (\$1.0) |
|  | ALL OTHERS | \$171.1 | (\$9.9) | (\$9.9) |
|  | TOTAL | \$33,058.2 | (\$500.9) | (\$500.9) |

## FOREIGN ACCOUNTS

| CUSTOMER NAME | Country | A/R BALANCE | $\overline{>90}$ <br> BALANCE | INELIGIBLE AMOUNT |
| :---: | :---: | :---: | :---: | :---: |
| Gardner's Eden \& Supplies Co. | Antigua, Britsh Virgin Islands | \$0.0 | \$0.0 | \$0.0 |
| Archer Nursery | Bahamas | \$5.2 | \$0.0 | \$5.2 |
| Lucaya Nursery \& Landscape | Bahamas | (\$0.2) | \$0.0 | (\$0.2) |
| Pine Woods Nursery | Bahamas | \$1.5 | \$0.0 | \$1.5 |
| Florarama of Cable Beach | Bahamas | (\$0.3) | (\$0.3) | \$0.0 |
| Tele Trading | Guatemala | \$12.8 | \$12.8 | \$0.0 |
| Las Palmas Exportaciones | Holland | \$2.2 | \$2.2 | \$0.0 |
| Jack Wagemakers Int'I B.V. (DR) | Holland | \$12.5 | \$12.5 | \$0.0 |
| Van Der Arend Tropical Plantcenter | Holland | \$17.7 | \$17.7 | \$0.0 |
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|  |  |  |  |  |
| TOTAL |  | \$51.4 | \$44.9 | \$6.5 |

Canada - Foreign Accounts

| CuSTOMER NAME |  |  |
| :--- | :--- | :--- | ---: | ---: | ---: |

## PREPAID \& COD

| CUSTOMER NAME | A/R <br> BALANCE | >90 <br> BALANCE | INELIGIBLE <br> AMOUNT |
| :--- | ---: | ---: | ---: |
| CASH ACCOUNT * PREPAID INVOICES (D0780) | $\$ 25.9$ | $(\$ 0.0)$ | $\$ 25.9$ |
| DAVID CANTU (D0723) | $\$ 0.0$ | $\$ 0.0$ | $\$ 0.0$ |
| SUMMIT PLANTS (E6875) | $\$ 10.7$ | $\$ 0.8$ | $\$ 9.9$ |
| FLORARAMA OF CABLE BEACH (F8373) | $\$ 0.0$ | $(\$ 0.3)$ | $\$ 0.3$ |
| HOPE TOWN FARM LIMITED | $\$ 5.0$ | $\$ 0.0$ | $\$ 5.0$ |
| ISAAC FARMS | $\$ 0.5$ |  | \$0.5 |
| WEST COAST FLORAL GROWERS | $(\$ 0.1)$ |  | $(\$ 0.1)$ |
|  |  |  | $\$ 0.0$ |
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## CONTRA ACCOUNTS

| CUSTOMER NAME | A/R BALANCE | $\begin{aligned} & \hline>90 \\ & \text { BALANCE } \end{aligned}$ | $\begin{aligned} & \hline \hline \text { B90 AIR } \\ & \text { BALANCE } \end{aligned}$ | A/P BALANCE | TOTAL INELIGIBLE |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bernecker's Nursery Inc. | \$2.4 | \$0.0 | \$2.4 | \$0.3 | \$0.3 |
| Morejon Nursery, Inc. | \$25.0 | \$0.0 | \$25.0 | \$319.8 | \$25.0 |
| Diel - Jerue Transportation | \$20.3 | \$3.7 | \$16.7 | \$957.8 | \$16.7 |
| Florida Indoor Gardens | \$3.7 | (\$0.0) | \$3.7 | \$0.3 | \$0.3 |
| Greendale Nursery Inc | \$0.1 | \$0.0 | \$0.1 | \$76.0 | \$0.1 |
| Veliz Ornamental Nursery | \$28.3 | \$0.0 | \$28.3 | \$283.0 | \$28.3 |
| Plant Solutions | \$109.0 | (\$2.4) | \$111.3 | \$57.7 | \$57.7 |
| Rimlands Nursery | \$3.3 | \$0.0 | \$3.3 | \$221.0 | \$3.3 |
| R.F. Foliage | \$8.5 | \$0.0 | \$8.5 | \$141.6 | \$8.5 |
| Share the Green Inc. | \$0.5 | \$0.0 | \$0.4 | \$3.7 | \$0.4 |
| Silver Vase | \$4.0 | \$0.0 | \$4.0 | \$29.3 | \$4.0 |
| The Lost Horizon Nursery Inc. | \$1.2 | \$0.0 | \$1.2 | \$4.6 | \$1.2 |
| Valley Tropicals | \$30.3 | \$0.0 | \$30.3 | \$42.9 | \$30.3 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL | \$236.5 | \$1.3 | \$235.2 | \$2,137.9 | \$176.0 |

## AFFILIATED ACCOUNTS

| AFFILIATE NAME | A/R BALANCE | $\begin{aligned} & \hline>90 \\ & \text { BALANCE } \end{aligned}$ | $\begin{aligned} & \text { INELIGIBLE } \\ & \text { AMOUNT } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| HARRIS CAROLINA PURCHASES FROM HCC | \$46.3 | \$0.0 | \$46.3 |
| HARRIS CAROLINA PURCHASES FROM HFI | \$0.0 | \$0.0 | \$0.0 |
| HARRIS CAROLINA PURCHASES FROM HPF | \$0.0 | \$0.0 | \$0.0 |
| HARRIS COLOR PURCHASES FROM HFI | \$0.1 | \$0.0 | \$0.1 |
| HARRIS COLOR PURCHASES FROM HPF | \$0.0 | \$0.0 | \$0.0 |
| HARRIS COLOR PURCHASES FROM HRL | (\$0.0) | (\$0.0) | \$0.0 |
| HARRIS FARMS PURCHASES FROM HCC | \$0.0 | \$0.0 | \$0.0 |
| HARRIS FARMS PURCHASES FROM HPF | \$0.0 | \$0.0 | \$0.0 |
| HARRIS FARMS PURCHASES FROM HRL | \$0.0 | \$0.0 | \$0.0 |
| HARRIS PENN PURCHASES FROM HFI | (\$39.7) | (\$46.2) | (\$39.7) |
| HARRIS PENN PURCHASES FROM HRL | \$0.1 | \$0.1 | \$0.0 |
| HARRIS PENN PURCHASES FROM HCC | \$31.8 | \$0.0 | \$31.8 |
| PM TRANSPORT | \$31.8 | \$15.0 | \$16.8 |
| SWAMP AVIATION | \$8.1 | \$0.0 | \$8.1 |
| TOTAL | \$6.7 | (\$46.2) | \$63.4 |

INVENTORY BREAKDOWN


Comments:
THE HFI GROUP CONSISTS OF FOUR COMPANIES, HARRIS COLOR, AND HARRIS FARMS IN FLA.
HARRIS CAROINA IN NC AND HARRIS PENNSYLVANIA IN PA.
HARRIS CAROLINA IN NC AND HARRIS PENNSYLVANIA IN PA.
HARRIS COLOR, HARRIS CAROLINA AND HARRIS PENN ALL GROW BEDD
THAT TAKE APPROXIAMATELY 3 TO 8 WEEKS TO GROW.
THAT TAKE APPROXIAMATELY 3 TO 8 WEEKS TO GROW.
HARIS FARMS GROWS FOLIAGE(PALMS THAT TAKES APPROXIAMATELY 6 TO 12 MONTHS
TO GROW.)


## Harris Farms, Inc.

 INVENTORY TEST COUNTLocation: CNF
Address:
Date of Count: July 21,2009

| ITEM \# | DESCRIPTION | UM | QUANTITY |  | $\begin{aligned} & \text { UNIT } \\ & \text { COST } \end{aligned}$ | VARIANCE |  | VALUE COUNTED | $\begin{aligned} & \text { EXTENDED } \\ & \text { cOSTS } \\ & \hline \end{aligned}$ | \% <br> VARIANCE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | COUNT | RECORDS |  | QUANTITY | AMOUNT |  |  |  |
|  | HARRIS FARMS - PLANT |  |  |  |  |  |  |  |  |  |
| DT04 | Tropic Snow | EA | 54,724 | 55,666 | 0.70 | -942 | (\$658.03) | \$38,227.15 | \$38,885.18 | -1.7\% |
| MC1 | Dracaena Massangeana Cane |  | 59,402 | 60,873 | 2.95 | -1,471 | (\$4,337.98) | \$175,176.50 | \$179,514.48 | -2.4\% |
| ASAL6 | Cacti Succulent Echaverria |  | 19,200 | 8,302 | \$ 1.30 | 10,898 | \$14,123.81 | \$24,883.20 | \$10,759.39 | 131.3\% |
| CAG1 | Cacti Agave |  | 3,526 | 1,907 | \$ 3.17 | 1,619 | \$5,135.47 | \$11,184.47 | \$6,049.00 | 84.9\% |
| Pen9 | Cacti Euphorbia pencil |  | 1,262 | 2,336 | \$ 3.76 | -1,074 | (\$4,039.31) | \$4,746.38 | \$8,785.70 | -46.0\% |
| MVj1 | Cacti Mini Variegada Jade |  | 2,780 | 2,780 | \$ 3.89 | 0 | \$0.00 | \$10,819.76 | \$10,819.76 | 0.0\% |
| ELC7 | Cacti Eup Lactea Compata |  | 864 | 864 | \$ 1.28 | 0 | \$0.00 | \$1,103.33 | \$1,103.33 | 0.0\% |
| CP07 | Cacti Cereus Peruvianians |  | 3,024 | 3,024 | \$ 1.18 | 0 | \$0.00 | \$3,562.27 | \$3,562.27 | 0.0\% |
| CMEL6 | Cacti Mamilaria Elongata |  | 11,308 | 7,287 | \$ 1.36 | 4,021 | \$5,468.56 | \$15,378.88 | \$9,910.32 | 55.2\% |
| EA10 | Cacti Cereus Peruvian |  | 879 | 898 | \$ 4.10 | -19 | (\$77.94) | \$3,605.66 | \$3,683.60 | -2.1\% |
| CP10 | Cacti Euphorbia Acrurensis |  | 1,370 | 869 | \$ 3.79 | 501 | \$1,899.29 | \$5,193.67 | \$3,294.38 | 57.7\% |
| CM04 | Cacti Assortment |  | 180,817 | 27,860 | \$ 0.61 | 152,957 | \$92,844.90 | \$109,755.92 | \$16,911.02 | 549.0\% |
| ELM1 | Cacti Euphorbia Millie |  | 7,938 | 11,804 | \$ 3.21 | -3,866 | (\$12,405.99) | \$25,473.04 | \$37,879.04 | -32.8\% |
| CAG1 | Cacti Agave |  | 1,976 | 1,104 | \$ 3.17 | 872 | \$2,765.98 | \$6,267.87 | \$3,501.89 | 79.0\% |
| ASK 6 | Cacti Succulent Kalanchoe |  | 360 | 360 | \$ 1.19 | 0 | \$0.00 | \$429.12 | \$429.12 | 0.0\% |
|  | 12 ACRES |  |  |  |  |  |  |  |  |  |
| RV06 | Palm Sago |  | 131,930 | 131,930 | 2.42 | 0 | \$0.00 | \$319,018.27 | \$319,018.27 | 0.0\% |
|  | 20 ACRES |  |  |  |  |  |  |  |  |  |
| MC1 | Dracaena Massangea Cane |  | 44,266 | 44,876 | 2.95 | -610 | (\$1,798.89) | \$130,540.43 | \$132,339.32 | -1.4\% |
|  | EAST FARMS-PLANT TYPE CROTON |  |  |  |  |  |  |  |  |  |
| PE10 | Croton Petra |  | 69,539 | 69,539 | 4.20 | 0 | \$0.00 | \$292,112.95 | \$292,112.95 | 0.0\% |
| MP11 | Palm Majesty Multiple |  | 18,712 | 18,712 | 3.49 | 0 | \$0.00 | \$65,343.88 | \$65,343.88 | 0.0\% |
|  | HAINLIN MILLS |  |  |  |  |  |  |  |  |  |
| MP11 | Palm Majesty Multiple |  | 95,575 | 87,844 | 3.49 | 7,731 | \$26,997.30 | \$333,755.95 | \$306,758.65 | 8.8\% |
|  | PREMIER |  |  |  |  |  |  |  |  |  |
| MP11 | Palm Majesty Multiple |  | 62,034 | 67,983 | 3.49 | -5,949 | (\$20,774.41) | \$216,627.96 | \$237,402.37 | -8.8\% |
| STL1 | Spath |  | 16,077 | 16,964 | 5.20 | -887 | (\$4,612.40) | \$83,600.40 | \$88,212.80 | -5.2\% |
| SI10 | Sansevieria Laurentii |  | 1,920 | 2,012 | 2.84 | -92 | (\$261.28) | \$5,452.80 | \$5,714.08 | -4.6\% |
|  | MC 60 ACRES |  |  |  |  |  |  |  |  |  |
| AR09 | ARAUCARIA NORFOLK ISLAND |  | 7,957 | 7,908 | \$2.70 | 49 | \$132.45 | \$21,507.77 | \$21,375.32 | 0.6\% |
| AR10 | ARAUCARIA NORFOLK ISLAND |  | 15,918 | 15,918 | \$4.23 | 0 | \$0.00 | \$67,349.06 | \$67,349.06 | 0.0\% |
| AR12 | ARAUCARIA NORFOLK ISLAND |  | 81,949 | 81,761 | \$4.38 | 188 | \$824.00 | \$359,182.47 | \$358,358.46 | 0.2\% |
|  | ORCHID HOUSE |  |  |  |  |  |  |  |  |  |
| LBM5 | LUCKY BAMBOO MEDIUM BRAID |  | 1,440 | 885 | \$2.71 | 555 | \$1,504.05 | \$3,902.40 | \$2,398.35 | 62.7\% |
| LBS60 | LUCKY BAMBOO STRAIGHT STEM |  | 22,700 | 10,150 | \$0.31 | 12,550 | \$3,940.70 | \$7,127.80 | \$3,187.10 | 123.6\% |
| LFP04 | ORCHID PHALENOPSIS |  | 15,165 | 1,739 | \$2.04 | 13,426 | \$27,415.89 | \$30,966.93 | \$3,551.04 | 772.1\% |
| LFP06 | ORCHID PHALENOPSIS |  | 8,592 | 2,522 | \$6.75 | 6,070 | \$40,972.50 | \$57,996.00 | \$17,023.50 | 240.7\% |
|  | MC 5 ACRES GREEN HOUSES |  |  |  |  |  |  |  |  |  |
| MC1 | DRACAENA MASSANGEANA CANE |  | 3,982 | 4,006 | 3.92 | -24 | (\$94.18) | \$15,625.37 | \$15,719.54 | -0.6\% |
| WB04 | STRELITZIA WHITE BIRD OF PARADISE |  | 2,670 | 2,655 | 0.36 | 15 | \$5.34 | \$950.52 | \$945.18 | 0.6\% |
|  | MC MAIN |  |  |  |  |  |  |  |  |  |
| AR06 | ARAUCARIA NORFOLK ISLAND |  | 5,400 | 5,393 | \$1.02 | 7 | \$7.17 | \$5,529.60 | \$5,522.43 | 0.1\% |
| AR09 | ARAUCARIA NORFOLK ISLAND |  | 5,035 | 5,035 | \$2.70 | 0 | \$0.00 | \$13,609.61 | \$13,609.61 | 0.0\% |
| CT10 | PALM CATERACTERUM |  | 2,514 | 2,590 | \$3.03 | -76 | (\$229.90) | \$7,604.85 | \$7,834.75 | -2.9\% |
| HY06 | HOYA CANOSA HOOP |  | 5,667 | 5,667 | \$1.37 | 0 | \$0.00 | \$7,775.12 | \$7,775.12 | 0.0\% |
| MP11 | PALM MAJESTY MULTIPLE |  | 8,539 | 8,539 | \$2.17 | 0 | \$0.00 | \$18,504.01 | \$18,504.01 | 0.0\% |
| PR14 | PALM PHOENIX ROEBELENII |  | 641 | 641 | \$9.89 | 0 | \$0.00 | \$6,336.29 | \$6,336.29 | 0.0\% |
| SM06 | SANSEVIERIA MOONSHINE |  | 3,177 | 3,155 | \$0.74 | 22 | \$16.37 | \$2,363.69 | \$2,347.32 | 0.7\% |
| TP10 | PALM TRIANGLE |  | 2,465 | 2,446 | \$3.10 | 19 | \$58.86 | \$7,636.57 | \$7,577.71 | 0.8\% |
| WB11 | STRELITZIA WHITE BIRD OF PARADISE |  | 2,349 | 2,388 | \$3.78 | -39 | (\$147.58) | \$8,888.62 | \$9,036.19 | -1.6\% |

## Harris Farms, Inc. INVENTORY TEST COUNT

Location: CNF
Address:
Date of Count: July 21,2009

| ITEM \# | DESCRIPTION | UM | QUANTITY |  | $\begin{aligned} & \text { UNIT } \\ & \text { COST } \end{aligned}$ | VARIANCE |  | VALUE COUNTED | $\begin{aligned} & \text { EXTENDED } \\ & \text { costs } \\ & \hline \end{aligned}$ | \% VARIANCE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | COUNT | RECORDS |  | QUANTITY | AMOUNT |  |  |  |
|  | FANCY COLOR |  |  |  |  |  |  |  |  |  |
| HIB7B | BLOOMING HIBISCUS STD |  | 3,240 | 3,240 | 0.95 | 0 | \$0.00 | \$3,084.48 | \$3,084.48 | 0.0\% |
| MP11 | PALM MAJESTY MULTIPLE |  | 2,047 | 2,173 | 2.17 | -126 | (\$273.04) | \$4,435.85 | \$4,708.89 | -5.8\% |
| PRT1 | PALM PHOENIX ROEBELENII |  | 543 | 543 | 3.65 | 0 | \$0.00 | \$1,979.24 | \$1,979.24 | 0.0\% |
|  | TOMATES |  |  |  |  |  |  |  |  |  |
| CORD8 | PHILODENDRON CORDATUM HB |  | 52 | 52 | 1.99 | 0 | \$0.00 | \$103.53 | \$103.53 | 0.0\% |
| DRR6 | DRACAENA RICKII |  | 2,344 | 3,120 | 0.73 | -776 | (\$564.93) | \$1,706.43 | \$2,271.36 | -24.9\% |
| PO008 | EPIPREMNUM GOLDEN POTHOS HB |  | 224 | 224 | 1.82 | 0 | \$0.00 | \$408.35 | \$408.35 | 0.0\% |
| SLL8B | DRACAENA LEMON LIME |  | 5,380 | 5,244 | 1.69 | 136 | \$229.16 | \$9,065.30 | \$8,836.14 | 2.6\% |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |


| TOTAL-SAMPLED | 999,473 | 803,788 |  |  |
| :--- | :--- | :--- | :--- | :--- |

TOTAL INVENTORY AT 07/21/09
\$ 34,737,344.00
PERCENT TESTED

| COMMENT ON ANY VARIANCE OVER 5\%: |
| :--- |
| CONSULTANTS USED THE QUANTITY ON HAND AS OF MAY-09 INVENTORY. |
| ** THERE HAS BEEN MOVEMENT IN THIS HOUSE AND IN ALL BAYS. THIS IS THE REMAINING OF THE AMOUNT COUNTED ON MAY 15, 2009. |
| INVENTORY IN THE FIRST 3 FARMS WERE COUNTED WITH THE ASSISTANCE OF ANDY, HFI, THE LAST TWO FARMS CONSULTANTS |
| WERE ASSISTED BY RAFAEL ASSISTANT TO RAIMUNDO HARRIS |
| ORCHID HOUSE DIFFERENCES |
| ACCORDING TO GROWER, THE ORCHIDS ARE BEING ELIMINATED FROM GROWING ON HFI FARMS. THIS IS NOW BEING |
| OUTSOURCED AND THE SALE IS BEING MADE BY HFI ON PURCHASED PRODUCTS, NOT GROWN PRODUCTS. AS A RESULT |
| THE COUNTS IN THE ORCHID HOUSES HAVE DRASTICALLY CHANGED AS BAYS ARE BEING CONSOLIDATED INTO ONE OR TWO HOUSES. |

## COST TEST



## COMMENTS:

$\qquad$ ——_
$\qquad$

## GROSS PROFIT TEST

| ITEM \# | DESCRIPTION |  | QUANTITY | $\begin{aligned} & \text { UNIT } \\ & \text { COST } \end{aligned}$ | SALES PRICE | EXTENDED |  | GROSS PROFIT |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | COST | SALES | AMOUNT | \% |
| HBB2 | \#12 HIBISCUS BRAID 4.5'-5' |  | 2600 | \$10.14 | \$10.00 | \$26,366.60 | \$26,000.00 | (\$366.60) | -1.4\% |
| H109 | \#10 HIBISCUS BUSH $28{ }^{\circ}$ "-30" |  | 1450 | \$4.80 | \$9.75 | \$6,955.15 | \$14,137.50 | \$7,182.35 | 50.8\% |
| MP10 | 10" MAJESTY 3.5'-4'3 1/2'-4' |  | 200 | \$3.01 | \$5.67 | \$602.11 | \$1,134.00 | \$531.89 | 46.9\% |
| SWLB | LUCY BAMBOO SMALL WEAVE SMALL |  | 1894 | \$2.71 | \$6.25 | \$5,132.74 | \$11,837.50 | \$6,704.76 | 56.6\% |
| AV04 | \#4 ALOE VERA 12" |  | 3000 | \$0.53 | \$1.15 | \$1,593.13 | \$3,450.00 | \$1,856.87 | 53.8\% |
| CM04 | CACTI ASSORTMENT |  | 320 | \$0.61 | \$1.45 | \$194.24 | \$464.00 | \$269.76 | 58.1\% |
| YU14 | AAH FOLIAGE 14 - DRACEANA | YUCCA CANE 5/4/3/2 | 450 | \$14.76 | \$26.00 | \$6,641.10 | \$11,700.00 | \$5,058.90 | 43.2\% |
| YU9B | AAA PREMIUM 10 - DRACEANA | YUCCA CANE 3/2/1 | 2300 | \$6.51 | \$11.15 | \$14,973.00 | \$25,645.00 | \$10,672.00 | 41.6\% |
| DR10 | AAY DESERTROSE - DESERT ROSE | CACTI DESERT ROSE IN CLAY | 1200 | \$13.14 | \$19.48 | \$15,764.40 | \$23,376.00 | \$7,611.60 | 32.6\% |
| MC04 | AAJ FOLIAGE 4 - DRACEANA | DRACAENA MARGINATA CANE | 4500 | \$0.70 | \$1.89 | \$3,141.00 | \$8,505.00 | \$5,364.00 | 63.1\% |
| LB45 | ABC LUCKY BAMBOO - LUCKY BAMBOO | LUCKY BAMBOO 40 CM IKEA SPIRAL | 13500 | \$0.46 | \$1.85 | \$6,183.00 | \$24,975.00 | \$18,792.00 | 75.2\% |
| AC07 | AAB PREMIUM 7 - ARALIA | POLYSCIAS ARALIA CHINENSIS (MING) | 3450 | \$2.02 | \$5.04 | \$6,965.55 | \$17,388.00 | \$10,422.45 | 59.9\% |
| PRT1 | PALM PHOENIX ROEBELENII |  | 2200 | \$3.65 | \$4.00 | \$8,030.00 | \$8,800.00 | \$770.00 | 8.8\% |
| DT11 | AAC FOLIAGE 10 - DIEFFENBACHIA | DIEFFENBACHIA TROPIC SNOW 1PPP | 1,600 | \$3.46 | \$6.30 | \$5,540.80 | \$10,080.00 | \$4,539.20 | 45.0\% |
| RV06 | AAQ REVOLUTA - PALMS | PALM SAGO (REVOLUTA) | 1,200 | \$2.42 | \$4.16 | \$2,901.60 | \$4,992.00 | \$2,090.40 | 41.9\% |
| CJ06 | AAY CACTI \& SUCCULENTS - CACTI \& SUCCULENTS | CACTI JADE | 800 | \$1.23 | \$3.20 | \$983.20 | \$2,560.00 | \$1,576.80 | 61.6\% |
| BF08B | AAS Hanging Basket 8 - HANGING BASKETS | FERN BOSTON MAASII | 1,800 | \$2.28 | \$3.95 | \$4,104.00 | \$7,110.00 | \$3,006.00 | 42.3\% |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| TOTAL |  |  |  |  |  | \$116,071.62 | \$202,154.00 | \$86,082.38 | 42.6\% |

Does gross profit margin relate to that shown on interim financials?
Financials at
6/30/2009
$\qquad$ Yes after allowing for dilution of $7.8 \%$ this would result in GP of $34.9 \%$.

12/31/2008
$25.30 \%$

Can you determine what value inventory would bring in liquidation?

## INVENTORY GENERAL QUESTIONNAIRE

Note: Information listed below was provided to the Consultant by Mary Harris - CFO
It must be noted that this listing has not changed since the last examination per Mary Sanchez


2- Can landlord waiver be obtained?
Yes. $\quad \mathrm{X}$ ONE EXCEPTION STRANO Hollywood FL (INVENTORY IS RESERVRED FOR)
No.
AS OF 6/30/09 \$901M
3- Any specific storage requirements?
Yes.
No.
4- Did you visit all locations?
Yes.
No.

Per Management, this location has now been bought.


Explain any "No" answers:
Has operations in Pipersville, PA.

5- Did you open cartons randomly?
Yes.
No.
NA


7- Describe warehouse security from theft and fire.
The Company has security guards conducts regular patrols in the area.
$\qquad$

8- Are there any repurchase agreements from suppliers?
Yes.
No.
9- Any supplier's lien's filed?
Yes.
No.

## NSURANCE REVIEW



| INVOICE DATE DUE DATE | x | CURRENT EXAM AGING DATED 6/30/09 |  | PRIOR EXAM AGING DATED 10/31/08 |  | PRIOR YEAR AGING DATED 6/30/08 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| AGING | PURCHASES | AMOUNT | \% | AMOUNT | \% | AMOUNT | \% |
| 1-30 |  | (\$2,022.1) | -51.3\% | (\$2,366.8) | -207.0\% | \$3,467.2 | 40.3\% |
| 31-60 |  | \$3,138.8 | 79.7\% | \$1,821.1 | 159.2\% | \$3,437.5 | 39.9\% |
| 61-90 |  | \$1,004.9 | 25.5\% | \$1,251.1 | 109.4\% | \$1,121.9 | 13.0\% |
| Over 90 |  | \$1,818.3 | 46.2\% | \$438.2 | 38.3\% | \$587.0 | 6.8\% |
|  |  | \$3,939.9 | 100.0\% | \$1,143.6 | 100.0\% | \$8,613.6 | 100.0\% |
| G/L BALANCE |  | \$3,939.9 |  |  |  |  |  |
| DIFFERENCE |  | (\$0.0) |  |  |  |  |  |
| TURNOVER |  |  |  |  |  |  |  |

DIFFERENCE EXPLANATION

| 6/30/09 |  |  | Current | 31-60 | 61-90 | $\geq 90$ | Total | G/L Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beauty Garden |  | 2100.01.000.07 | 2.7 | 0.7 | 0.0 | 0.0 | 3.5 |  |
| Harris Color | HCC | 2100.01.000.02 | -720.7 | 191.5 | 6.5 | 232.7 | -290.1 |  |
| Harris Pa. | HPF | 2100.01.000.06 | 58.3 | 47.8 | 2.8 | 10.9 | 119.7 |  |
| Harris NC | HCl | 2100.01.000.04 | -3.2 | 50.1 | 22.8 | 14.0 | 83.6 |  |
| Harris Farms | HFI | 2100.01.000.01 | -1,359.2 | 2,848.7 | $\underline{972.9}$ | 1,560.8 | 4,023.2 |  |
| Total |  |  | $\underline{-2,022.1}$ | 3,138.8 | 1,004.9 | 1,818.3 | 3,939.9 | 0.0 |
| Debit Balances |  |  |  |  |  |  |  |  |
| Beauty Garden |  | 2100.01.000.07 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |  |
| Harris Color |  | 2100.01.000.02 | -1,132.0 | 0.0 | 0.0 | 0.0 | -1,132.0 |  |
| Harris Pa. |  | 2100.01.000.06 | -162.6 | 0.0 | 0.0 | 0.0 | -162.6 |  |
| Harris NC |  | 2100.01.000.04 | -151.7 | 0.0 | 0.0 | -0.2 | -151.9 |  |
| Harris Nursery |  | 2100.01.000.01 | -5,659.0 | 0.0 | 0.0 | $\underline{0.0}$ | -5,659.0 |  |
| Total |  |  | $\underline{\underline{-7,105.4}}$ | $\underline{\underline{0.0}}$ | $\underline{\underline{0.0}}$ | $\underline{-0.2}$ | $\underline{\underline{-7,105.5}}$ |  |
| Adjusted AP Aging |  |  | 5,083.3 | 3,138.8 | 1,004.9 | 1,818.5 | 11,045.4 |  |
| 6/30/08 |  |  | Current | 31-60 | 61-90 | $\geq 90$ | Total |  |
| Beauty Garden |  | 2100.01.000.07 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |  |
| Harris Color | HCC | 2100.01.000.02 | 740.2 | 427.3 | 320.3 | 135.9 | 1,623.7 |  |
| Harris Pa. | HPF | 2100.01.000.06 | 95.7 | 363.9 | 172.6 | 52.9 | 685.1 |  |
| Harris NC | HCl | 2100.01.000.04 | 356.4 | 742.7 | 90.8 | 72.8 | 1,262.7 |  |
| Harris Farms, II | HFI | 2100.01.000.01 | $\underline{2,274.9}$ | 1,903.7 | 538.1 | 325.4 | 5,042.0 |  |
| Total |  |  | 3,467.2 | 3,437.5 | 1,121.9 | 587.0 | $8,613.6$ |  |


| 10/31/08 |  | Current | 31-60 | 61-90 | $\geq 90$ | Total | G/L Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beauty Garden | 2100.01.000.07 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Harris Color | 2100.01.000.02 | -547.2 | 359.5 | 95.9 | 88.7 | -3.0 | -3.0 |
| Harris Pa. | 2100.01.000.06 | 68.7 | 28.4 | 2.3 | 0.0 | 99.3 | 99.3 |
| Harris NC | 2100.01.000.04 | 63.6 | 179.0 | 40.1 | 26.8 | 309.5 | 309.5 |
| Harris Farms |  | -1,951.9 | 1,254.3 | 1,112.9 | 322.7 | 737.9 | 737.9 |
| Total |  | $\underline{-2.366 .8}$ | $\underline{\underline{1.821 .1}}$ | $\underline{\underline{1.251 .1}}$ | 438.2 | $\underline{\underline{1.143 .6}}$ | $\underline{\underline{1.143 .6}}$ |
| Debit Balances |  |  |  |  |  |  |  |
| Beauty Garden | 2100.01.000.07 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |  |
| Harris Color | 2100.01.000.02 | -1,304.2 | 0.0 | 0.0 | 0.0 | -1,304.2 |  |
| Harris Pa. | 2100.01.000.06 | -1.3 | 0.0 | 0.0 | 0.0 | -1.3 |  |
| Harris NC | 2100.01.000.04 | -199.3 | 0.0 | 0.0 | -0.2 | -199.5 |  |
| Harris Farms | 2100.01.000.01 | -5,154.3 | 0.0 | 0.0 | 0.0 | -5,154.3 |  |
| Total |  | $\underline{-6,659.1}$ | $\underline{0.0}$ | $\underline{\underline{0.0}}$ | $\underline{-0.2}$ | $\underline{-6,659.2}$ |  |
| Adjusted AP Aging |  | 4,292.3 | 1,821.1 | 1,251.1 | 438.4 | 7,802.9 |  |
| 10/31/07 |  | Current | 31-60 | 61-90 | $\geq 90$ | Total |  |
| Beauty Garden |  | 1.6 | 0.0 | 2.3 | 0.0 | 3.9 |  |
| Harris Color |  | -782.7 | 596.9 | 227.7 | 198.3 | 240.3 |  |
| Harris Pa. |  | 144.5 | 424.1 | 88.2 | 285.7 | 942.5 |  |
| Harris NC |  | 256.9 | 751.1 | 435.0 | 124.0 | 1,567.0 |  |
| Harris Farms |  | 1,928.7 | 2,620.6 | 715.9 | $\underline{159.3}$ | 5,424.5 |  |
| Total |  | $\underline{\underline{1549.1}}$ | 4392.7 | $\underline{\underline{1469.3}}$ | $\underline{\underline{767.3}}$ | 8178.3 |  |

## A/P CONCENTRATIONS

| VENDOR NAME | VENDOR <br> NUMBER | SUBSEQUENT <br> PAYMENTS | TERMS | \% | TOTAL | 1-30 | 31-60 | 61-90 | Over 90 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deleon's Bromeliads | 01-D6028 | \$121.7 | 30 days | 8.7\% | \$957.8 | \$442.1 | \$467.0 | \$38.5 | \$10.3 |
| Harris Farms DR | 01\&02-CNF10 | \$0.0 | 30 days | 7.6\% | \$838.7 | (\$1.2) | \$228.4 | \$163.9 | \$447.6 |
| Acosta Brothers Nursery | 01-A1600 | \$110.0 | 30 days | 4.8\% | \$527.9 | \$7.1 | \$334.2 | \$110.0 | \$76.5 |
| Morejon Nursery, Inc. | 01-C7286 | \$65.3 | 30 days | 2.9\% | \$319.8 | \$102.5 | \$217.3 | \$0.0 | \$0.0 |
| Atlas Peat \& Soil, Inc. | 01-A7300 | \$203.8 | 30 days | 2.6\% | \$288.4 | \$288.4 | \$0.0 | \$0.0 | \$0.0 |
| Veliz Ornamental Nursery | 01-I1938 | \$51.2 | 30 days | 2.6\% | \$283.0 | \$231.8 | \$51.2 | \$0.0 | \$0.0 |
| PM Transport of FL | 01-P1010 | \$0.0 | 30 days | 2.1\% | \$236.5 | (\$490.7) | \$0.0 | \$128.5 | \$598.7 |
| Rimlands Nursery | 01-R0111 | \$105.7 | 30 days | 2.0\% | \$221.0 | \$213.9 | \$7.1 | \$0.0 | \$0.0 |
| Midwest Coast Logistics, LLC | 01-M4876 | \$494.7 | 30 days | 2.0\% | \$218.3 | (\$32.8) | \$150.2 | \$100.9 | \$0.0 |
| JA's Nursery of Dade, Inc. | 01-J8274 | \$148.3 | 30 days | 1.9\% | \$204.9 | (\$139.2) | \$276.7 | \$67.4 | \$0.0 |

TOTAL $\xlongequal{\$ 1,300.7} 37.1 \% \quad \begin{aligned} & \$ 4,096.3\end{aligned}$
TOTAL ACCOUNTS PAYABLE
DEBIT BALANCES
ACCOUNTS PAYABLE PER AGING

Net $\quad \$ 11,045.4$
DEBIT BALANCES
accounts payable per aging

$$
\begin{array}{r}
7,105.50 \\
\$ 3,939.90
\end{array}
$$

COMMENTS:
Some accounts require advance payments for future deliveries, the total advance payments as of $6 / 30 / 09$ was $\$ 6,441 \mathrm{M}$.

PM Transport of FL - is an intercompany account, with terms noted as 30 days, but is paid based on PM's requirements.

2100.01.000.001 2100.02.000.001 2200.02.000.001 2202.01.000.001 2202.02.000.001 2203.01.000.001 2204.01.000.001 2205.01.000.001 2205.02.000.001 2206.01.000.001 2210.04.000.001 2210.06.000.001 2214.02.000.001 2265.01.000.001 2265.02.000.001 2266.01.000.001 2270.01.000.001
2100.01.000.002 2100.02.000.002 2200.02.000.002 2202.01.000.002 2206.01.000.002 2210.04.000.002 2210.06.000.002 2214.02.000.002 2265.01.000.002 2266.01.000.002
2100.01.000.004 2100.02.000.004 2200.02.000.004 2200.99.000.004 2202.01.000.004 2210.04.000.004 2210.06.000.004 2214.02.000.004 2265.01.000.004 2266.01.000.004

2100.01.000.006 A/P and Accrued Expense 2100.02.000.006 2200.02.000.006 2200.99.000.006 2202.01.000.006 2206.01.000.006 2210.04.000.006 2210.06.000.006 2214.02.000.006 2266.01.000.006<br>A/P and Accrued Expenses A/P AND ACCRUED EXPENSES<br>A/P and Accrued Expenses $\mathrm{A} / \mathrm{P}$ and Accrued Expenses A/P AND ACCRUED EXPENSES $A / P$ and Accrued Expenses A/P and Accrued Expenses A/P AND ACCRUED EXPENSES $\mathrm{A} / \mathrm{P}$ and Accrued Expenses $A / P$ and Accrued Expenses

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ACCOUNTS PAYABLE - CN
位 SALES TAXES PAYABLE - CNF $\begin{array}{ll}\text { A/P and Accrued Expenses } & \text { SALES TAXES PAYABLE - CN } \\ \text { A/P AND ACCRUED EXPENSES } & \text { OTHER ACCRUED EXPENSES } \\ \text { A/P AND ACCRUED EXPENSES ACCRUED PAYROLL - CNF }\end{array}$
A/P AND ACCRUED EXPENSES ACCRUED BONUSES - CNF A/P AND ACCRUED EXPENSES ACCRUED LEGAL EXPENSES

A/P AND ACCRUED EXPENSES ACCRUED AUDIT FEES ACCRUED INTEREST EXPENSE LOC ACCRUED INTEREST: TERM LOAN
A/P and Accrued Expenses ACCRUED 401K EXPENSE -CNF
RUED SALES REBATES - CNF A/P AND ACCRUED EXPENSES ACCRUED VACATION EXPENSE - C

A/P and Accrued Expenses PAYROLL - STALE CHECKS - CNF

OTHER CURRENT LIABILITIES - CNF ACCRUED INSURANCE - CNF WORKMEN COMPENSATION RESERVE - CNF PROPERTY TAXES PAYABLE - CN
Reclass Negative Cash
ACCOUNTS PAYABLE - CC ACCOUNTS PAYABLE ACCRUAL- CC SALES TAXES PAYABLE - CC ACCRUED PAYROLL - CC ACCRUED 401K EXPENSE - CC ACCRUED SALES REBATES - CC accrued vacation costa color PAYROLL - STALE CHECKS - CC OTHER CURRENT LIABILITIES - CC WORKMEN COMPENSATION RESERVE - CC Reclass Negative Cash ACCOUNTS PAYABLE - CRL ACCOUNTS PAYABLE ACCRUAL-CRL SALES TAXES PAYABLE - CRL OTHER ACCRUED EXPENSES - CRL ACCRUED PAYROLL - CRL ACCRUED SALES REBATES - CRL ACCRUED VACATION CAROLINA PAYROLL - STALE CHECKS - CRL OTHER CURRENT LIABILITIES - CRL WORKMEN COMPENSATION RESERVE - CRL Reclass Negative Cash
ACCOUNTS PAYABLE - CPF
ACCOUNTS PAYABLE ACCRUAL- CPF
SALES TAXES PAYABLE - CPF
OTHER ACCRUED EXPENSES
ACCRUED PAYROLL - CPF ACCRUED 401K EXPENSE - CPF ACCRUED SALES REBATE - CPF ACCRUED VACATION COSTA PENN
PAYROLL - STALE CHECKS - CPF WORKMEN COMPENSATION RESERVE - CPF Reclass Negative Cash

| (\$9,055,608.31) | \$17,212,196.34 | \$12,179,782.59 | \$5,032,413.74 | (\$4,023,194.57) |
| :---: | :---: | :---: | :---: | :---: |
| -4871833.76 | 4891833.76 | 4488494.15 | 403339.61 | (\$4,468,494.15) |
| (\$114,980.41) | \$2,804.29 | \$23,175.62 | (\$20,371.33) | (\$135,351.74) |
| (\$1,301,790.00) | \$0.00 | \$157,830.00 | (\$157,830.00) | (\$1,459,620.00) |
| -797425.91 | 797425.91 | 944036.4 | -146610.49 | (\$944,036.40) |
| (\$29,723.00) | \$0.00 | \$0.00 | \$0.00 | (\$29,723.00) |
| \$0.00 | \$0.00 | \$11,000.00 | (\$11,000.00) | (\$11,000.00) |
| -130877.12 | 0 | 21000 | -21000 | (\$151,877.12) |
| (\$100,000.00) | \$100,000.00 | \$0.00 | \$100,000.00 | \$0.00 |
| (\$37,730.05) | \$0.00 | \$25,000.00 | (\$25,000.00) | (\$62,730.05) |
| -3500 | 0 | 17500 | -17500 | (\$21,000.00) |
| \$1,077,880.87 | \$2,380,724.29 | \$629,571.88 | \$1,751,152.41 | \$2,829,033.28 |
| (\$746,028.38) | \$0.00 | \$2,500.00 | (\$2,500.00) | (\$748,528.38) |
| -67652.03 | 0 | 1382.59 | -1382.59 | (\$69,034.62) |
| -230000 | 0 | 50000 | -50000 | (\$280,000.00) |
| -94237.48 | 0 | 0 | 0 | (\$94,237.48) |
| -329348 | 0 | 0 | 0 | (\$329,348.00) |
| -410969.31 | 0 | 40000 | -40000 | (\$450,969.31) |
|  |  |  |  | (\$1,574,836.44) |
| -261708.27 | 2932088.13 | 2380286.32 | 551801.81 | \$290,093.54 |
| -601078.36 | 658784.49 | 813818.28 | -155033.79 | (\$756,112.15) |
| 59.29 | 153.19 | 48.9 | 104.29 | \$163.58 |
| -187136.69 | 187136.69 | 223515.36 | -36378.67 | (\$223,515.36) |
| -600 | 0 | 3000 | -3000 | (\$3,600.00) |
| -2126450.68 | 0 | 157536.8 | -157536.8 | (\$2,283,987.48) |
| -254742.72 | 0 | 1000 | -1000 | (\$255,742.72) |
| -21101.79 | 0 | 1062.37 | -1062.37 | (\$22,164.16) |
| -50000 | 0 | 10000 | -10000 | (\$60,000.00) |
| -173716 | 0 | 0 | 0 | (\$173,716.00) |
|  |  |  |  | (\$228,718.45) |
| (\$798,065.12) | \$1,478,036.08 | \$763,580.20 | \$714,455.88 | (\$83,609.24) |
| (\$776,265.63) | \$781,665.63 | \$840,691.41 | (\$59,025.78) | (\$835,291.41) |
| (\$78.58) | \$1.06 | \$40.47 | (\$39.41) | (\$117.99) |
| (\$381,600.00) | \$0.00 | \$0.00 | \$0.00 | (\$381,600.00) |
| (\$79,611.61) | \$79,611.61 | \$84,073.72 | (\$4,462.11) | (\$84,073.72) |
| (\$1,512,579.62) | \$0.00 | \$231,767.71 | (\$231,767.71) | (\$1,744,347.33) |
| (\$58,105.38) | \$0.00 | \$500.00 | (\$500.00) | (\$58,605.38) |
| (\$8,901.96) | \$0.00 | \$0.00 | \$0.00 | (\$8,901.96) |
| (\$16,000.00) | \$0.00 | \$2,000.00 | (\$2,000.00) | (\$18,000.00) |
| (\$3,470.00) | \$0.00 | \$0.00 | \$0.00 | (\$3,470.00) |
|  |  |  |  | (\$134,519.71) |
| (\$344,442.02) | \$836,226.01 | \$611,508.59 | \$224,717.42 | (\$119,724.60) |
| (\$502,821.54) | \$516,623.54 | \$395,233.36 | 121390.18 | (\$381,431.36) |
| (\$200.38) | \$0.00 | \$143.08 | (\$143.08) | (\$343.46) |
| (\$269,020.00) | \$0.00 | \$0.00 | \$0.00 | (\$269,020.00) |
| -21537.73 | 21537.73 | 26249.8 | -4712.07 | (\$26,249.80) |
| -150 | 0 | 750 | -750 | (\$900.00) |
| -462097.05 | 0 | 84327.11 | -84327.11 | (\$546,424.16) |
| -39572.53 | 0 | 500 | -500 | (\$40,072.53) |
| -2329.68 | 0 | 0 | 0 | (\$2,329.68) |
| -13488 | 0 | 0 | 0 | (\$13,488.00) |
|  |  |  |  | (\$113,740.56) |

2100.01.000.001 2100.01.000.007 2100.02.000.007 2202.01.000.007 2206.01.000.007 2210.06.000.007 2214.02.000.007 2266.01.000.007

A/P and Accrued Expenses $A / P$ and Accrued Expenses $A / P$ and Accrued Expenses A/P AND ACCRUED EXPENSES $A / P$ and Accrued Expenses A/P AND ACCRUED EXPENSES A/P AND ACCRUED EXPENSES A/P AND ACCRUED EXPENSES

ACCOUNTS PAYABLE - CNF ACCOUNTS PAYABLE - GARDEN VISION ACCOUNTS PAYABLE ACCRUAL - CCM ACCRUED PAYROLL - GV ACCRUED 401K EXPENSE - CCM ACCRUED VACATION GARDEN VISION PAYROLL - STALE CHECKS - GV WORKMEN COMPENSATION RESERVE - GV Reclass Negative Cash
Reclass Advance to suppliers

| $(\$ 9,055,608.31)$ | $\$ 17,212,196.34$ | $\$ 12,179,782.59$ | $\$ 5,032,413.74$ | $(\$ 4,023,194.57)$ |
| ---: | ---: | ---: | ---: | ---: |
| $(\$ 2,912.96)$ | $\$ 53,569.28$ | $\$ 54,118.42$ | $(\$ 549.14)$ | $(\$ 3,462.10)$ |
| $(\$ 14,035.18)$ | $\$ 14,035.18$ | $\$ 0.00$ | $\$ 14,035.18$ | $\$ 0.00$ |
| $(\$ 163,284.16)$ | $\$ 163,284.16$ | $\$ 142,504.41$ | $\$ 20,779.75$ | $(\$ 142,504.41)$ |
| $(\$ 1,200.00)$ | $\$ 0.00$ | $\$ 6,000.00$ | $(\$ 6,000.00)$ | $(\$ 7,200.00)$ |
| $(\$ 229,593.00)$ | $\$ 0.00$ | $\$ 1,000.00$ | $(\$ 1,000.00)$ | $(\$ 230,593.00)$ |
| $(\$ 20,121.13)$ | $\$ 0.00$ | $\$ 114.25$ | $(\$ 114.25)$ | $(\$ 20,235.38)$ |
| $(\$ 334,823.99)$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $(\$ 334,823.99)$ |
|  |  |  |  | $(\$ 1,207.99)$ |
|  |  |  |  | $(\$ 5,556,305.47)$ |
|  |  |  |  | $(\$ 26,904,840.41)$ |

VENDOR INVOICE TEST

total
TOTAL A/P
\$3,939.9
PERCENTAGE TESTED

COMMENTS:
$\qquad$
$\qquad$

## NOTES PAYABLE SCHEDULE

| PAYEE | G/L Number | Comments | COLLATERAL | TERMS | MONTHLY PAYMENT | CURRENT PORTION | LONG TERM | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Citibank - LOC | 2230.01.000.016 |  | A/R and Inventory |  |  | \$10,589.3 | \$0.0 | \$10,589.3 |
| Key Bank -Swamp | 2235.02.000.019 |  | Equipment |  |  |  | \$1,834.7 | \$1,834.7 |
| Key Bank -Swamp 2 | 2235.03.000.019 |  | Equipment |  |  | \$435.3 |  | \$435.3 |
| Citibank - Term Loan | 2254.01.000.001 |  | A/R and Inventory |  |  |  | \$8,000.0 | \$8,000.0 |
| Phantom |  | 2 | Stock Option |  |  | \$910.0 | \$0.0 | \$910.0 |
| Citibank (Mtge) CNF | 2255.01.000.100 |  | Building |  | \$474.0 |  | \$25,365.0 | \$25,365.0 |
| Citibank - Joma | 2261.01.000.300 |  |  |  | \$72.0 |  | \$3,936.0 | \$3,936.0 |
| Notes Payable for CC | 2265.01.000.002 |  | Equipment |  |  | \$60.0 | \$0.0 | \$60.0 |
| Note Payable for Crl | 2265.01.000.004 |  | Equipment |  | \$1.1 | \$18.0 | \$0.0 | \$18.0 |
| Varilease - CC | 2252.01.000.002 |  | Racks |  | \$105.7 |  | \$412.9 | \$412.9 |
| Varilease - CNF | 2251.01.000.001 |  | Racks |  | \$24.4 |  | \$78.3 | \$78.3 |
| Citibank (LT Lease) | 2250.01.000.002 |  | Racks |  |  |  | \$347.0 | \$347.0 |
| Citicorp (ST Lease) | 2251.01.000.002 |  | Racks |  |  | \$558.2 |  | \$558.2 |
|  |  | TOTAL |  |  |  | \$12,570.8 | \$39,973.9 | \$52,544.7 |

COMMENTS:
2. This payment is due the former owner of Costa Carolina

## CASH RECEIPTS

## PART I COLLECTIONS AND REMITTANCES

| DESCRIPTION | MONTHS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan-09 | Feb-09 | Mar-09 | Apr-09 | May-09 | Jun-09 |
| A/R Collection | \$10,841.0 | \$10,114.0 | \$17,187.0 | \$19,734.0 | \$34,515.0 | \$50,522.0 |
| Non A/R Cash | \$39.8 | \$65.3 | \$208.2 | \$954.8 | \$109.7 | \$1,348.9 |
|  |  |  |  |  |  |  |
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|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Total | \$10,880.8 | \$10,179.3 | \$17,395.2 | \$20,688.8 | \$34,624.7 | \$51,870.9 |
| Deposit to Lockbox | \$11,186.1 | \$10,294.7 | \$17,588.9 | \$20,740.0 | \$32,991.2 | \$52,820.6 |
| Difference | \$305.4 | \$115.4 | \$193.7 | \$51.2 | (\$1,633.6) | \$949.7 |

## PART II - DEPOSITS INTO LOCKBOX ACCOUNT - CITIBANK

| DESCRIPTION | MONTHS |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan-09 | Feb-09 | Mar-09 | Apr-09 | May-09 | Jun-09 |
| A/R Cash | $\$ 11,186.1$ | $\$ 10,294.7$ | $\$ 17,588.9$ | $\$ 20,740.0$ | $\$ 32,991.2$ | $\$ 52,820.6$ |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |

Total

| $\$ 11,186.1$ | $\$ 10,294.7$ | $\$ 17,588.9$ | $\$ 20,740.0$ | $\$ 32,991.2$ | $\$ 52,820.6$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

## PART III - DEPOSITS INTO OTHER ACCOUNTS

Citibank Master Funding Account \#

| DESCRIPTION | MONTHS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan-09 | Feb-09 | Mar-09 | Apr-09 | May-09 | Jun-09 |
|  | $\$ 19,050.9$ | $\$ 52,635.7$ | $\$ 18,484.1$ | $\$ 29,814.6$ | $\$ 33,303.1$ | $\$ 52,635.7$ |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |

Total
$\begin{array}{llllll}\$ 19,050.9 & \$ 52,635.7 & \$ 18,484.1 & \$ 29,814.6 & \$ 33,303.1 & \$ 52,635.7\end{array}$

## CANCELLED CHECK REVIEW

| PAYEE | CHECK \# | DATE | AMOUNT OF PAYMENT | REASON |
| :---: | :---: | :---: | :---: | :---: |
| G \& R Trellis and Supply | 114482 | 12/31/2008 | \$116,746.00 | Inventory |
| Van Wingerden International, Inc | 10099 | 5/15/2009 | \$112,184.00 | Plants |
| Examiners reviewed cancelled checks for the 6 months ended 6/30/09 and no unusual disbursements were noted. |  |  |  |  |
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TOTAL
\$228,930.0

COMMENTS:

## BANK RECONCILIATION

| (In 000's) |  |
| :--- | :--- |
|  |  |
| ACCT. \#: |  |
| TYPE: |  |
| $:$ |  |

Descriplon

## COMMENTS:

## TAX REVIEW QUESTIONNAIRE

1 Are depositories being used?

2 Did you examine if checks have cleared?
(Explain "No" answer)


The Company utilizes the payroll services of ADP. Examiner traced tax payments to the Company's bank statements. Payroll Taxes appeared current.

3 Are stamped bank receipts obtained?


4 If payroll taxes are delinquent, what arrangements were made to pay?
None noted
$\qquad$
$\qquad$


6 When was the latest 941 filed? Jul-09

7 Were sales tax payments current?

| Yes | X |
| :--- | :--- |
| No | $\square$ |

8 Were income taxes current?
N/A
(N/A for "S" corporations)
Yes
No


## TAX REVIEW

|  | TAX | PERIOD COVERED |  | AMOUNT DUE | DATE <br> PAID | CHECK NUMBER |  | PROOF OF PAYMENT |  | AMOUNT DELINQUENT | SEE NOTES |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FL Sales | 3／31／2009 |  | \＄670．32 | 05／28／09 | EFT |  | SALES TAX FILING |  |  |  |
| － |  | 3／31／2009 |  | \＄283．94 | 05／28／09 | EFT |  | SALES TAX FILING |  |  |  |
| － |  | 4／30／2009 |  | \＄692．87 | 05／28／09 | EFT |  | SALES TAX FILING |  |  |  |
| 8 |  | 4／30／2009 |  | \＄73．86 | 05／28／09 | EFT |  | SALES TAX FILING |  |  |  |
| － |  | 5／31／2009 |  | \＄1，457．89 | 06／26／09 | EFT |  | SALES TAX FILING |  |  |  |
| 8 |  | 5／31／2009 |  | \＄143．74 | 06／26／09 | EFT |  | SALES TAX FILING | \％ |  |  |
| $\theta$ |  |  |  |  |  |  |  |  |  |  |  |
| － |  |  |  |  |  |  |  |  |  |  |  |
|  | SUTA |  |  | Tax Withholdin | e done by | DP TAX F |  | g Service |  |  |  |
| － |  |  |  | Throughout the | arter the Flor | rida State |  | was debited from the |  |  |  |
| H |  |  |  | Master Payroll | ount based | on the amo |  | of the payroll for the | g |  |  |
| H |  |  |  | Payment for 1s | nd 2nd quart | er 2009 wer |  | raced to the bank stat |  |  |  |
| － |  |  |  |  |  |  |  |  |  |  |  |
| － | FUTA |  |  | Tax Withholdin | are done by | ADP TAX F |  | g Service |  |  |  |
| － |  |  |  | Throughout the | arter the Fe | deral Tax w |  | debited from the |  |  |  |
| \％ |  |  |  | Master Payroll | ount based | on the amo |  | of the payroll for the | 号 |  |  |
| － |  |  |  | Payment for 1s | nd 2nd quart | r 2009 wer |  | raced to the bank stat |  |  |  |
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| H |  |  |  | Tax Withholdin | are done by | ADP TAX F |  | g Service |  |  |  |
|  | Federal |  |  | Throughout the | arter the Fe | deral Tax w |  | debited from the |  |  |  |
|  | W／Holding |  |  | Master Payroll | ount based | on the amo |  | of the payroll for the | \％ | d |  |
| $\leqslant$ | （941） |  |  | Payment for 1s | nd 2nd quart | er 2009 wer |  | raced to the bank stat |  |  |  |
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| \％ | CR－Sales | 3／31／2009 |  | \＄381．09 | 05／29／09 | EFT |  |  |  |  |  |
| H |  |  |  |  |  |  |  |  |  |  |  |
| － |  |  |  |  |  |  |  |  | ： |  |  |
|  | Penn－Sales | 4／30／2009 |  | \＄0．00 | 05／28／09 |  |  | NONE DUE |  |  |  |
|  |  | 4／30／2009 |  | $\$ 0.00$ | 05／28／09 |  |  |  |  |  |  |
| \％ |  | 3／31／2009 |  | \＄0．00 | 03／31／09 |  |  | NONE DUE | ： |  |  |
| － |  | 2／28／2009 | ， | \＄0．00 | 02／28／09 |  |  | NONE DUE | ！ |  |  |
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FLORIDA SALES TAX RETURNS，PENALTIES NOTED ON MARCH，APRIL AND MAY， 2009 RETURNS
JUNE 2009 RETURNS WERE DUE ON JULY 20，2009，NOT FILED AS OF DATE OF EXAMINATION．

## HARRIS CAROLINA SALES TAX RETURNS：ONLY THE MARCH 2009 PERIOD IS AVAILABLE AS THE JUNE 2009 PERIOD HAD NOT BEEN FILED AT THE TIME OF THE EXAMINATION

HARRIS PENN RETURNS FOR MAY AND JUNE， 2009 ARE NOT AVAILABLE FOR REVIEW
FEBRUARY，MARCH AND APRIL RETURNS WERE REVIEWED AND ALTHOUGH ZERO DOLLAR TAX ARE DUE，THE RETURNS ARE NOT BEING FILED IN A TIMELY MANNER

| (In 000's) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FINANCIALS AS OF: |  |  | YEAR END |  |  |  |
|  | 06/30/09 | 06/30/08 | 12/31/08 | 12/31/07 | 12/31/06 | 12/31/05 |
|  |  |  |  |  |  |  |
| Cash | \$6,703.3 | \$10,975.1 | \$3,204.5 | \$6,990.0 | \$4,411.0 | \$920.8 |
| Accounts Receivable | \$44,213.2 | \$41,297.0 | \$23,498.7 | \$21,403.0 | \$25,113.0 | \$18,516.6 |
| Allowance for doubtful accounts |  |  | (\$1,110.0) | (\$1,100.0) | (\$1,500.0) |  |
| Inventory | \$52,995.9 | \$51,067.5 | \$71,104.5 | \$65,512.0 | \$57,434.0 | \$41,112.5 |
| Inter-co A/R (A/P) | \$8,353.0 | \$7,832.1 |  |  |  |  |
| Prepaids | \$6,309.2 | \$4,717.4 | \$7,595.6 | \$365.0 | \$591.0 | \$1,362.2 |
|  |  |  |  |  |  |  |
| Current Assets | \$118,574.6 | \$115,888.9 | \$104,293.2 | \$93,170.0 | \$86,049.0 | \$61,912.2 |
|  |  |  |  |  |  |  |
| Fixed Assets | \$86,188.2 | \$90,336.9 | \$120,774.7 | \$118,235.0 | \$106,777.0 | \$12,963.6 |
| Accumulated Depreciation |  |  | \$29,433.8 | \$23,125.0 | \$17,006.0 |  |
|  |  |  |  |  |  |  |
| Net Fixed Assets | \$86,188.2 | \$90,336.9 | \$91,340.9 | \$95,110.0 | \$89,771.0 | \$12,963.6 |
|  |  |  |  |  |  |  |
| Other Assets | \$3,708.5 | (\$193.4) | \$4,806.3 | \$2,234.0 | \$2,156.0 | \$579.1 |
|  |  |  |  |  |  |  |
| Intangible Assets |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Total Assets | \$208,471.3 | \$206,032.4 | \$200,440.4 | \$190,514.0 | \$177,976.0 | \$75,454.8 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Bank Revolver |  |  | \$28,589.3 | \$33,100.0 | \$30,700.0 |  |
| Current Portion on Capital Lease | \$556.7 | \$556.7 | \$609.1 |  |  |  |
| Current Portion Long Term Debt | \$14,456.9 | \$19,091.1 | \$4,068.1 | \$12,594.0 | \$9,335.0 | \$19,230.0 |
| Accounts Payable \& accrued Exp. | \$27,333.5 | \$27,127.9 | \$23,552.4 | \$21,794.0 | \$21,489.0 | \$13,842.8 |
| Intercompany |  |  |  |  |  | \$12,381.6 |
|  |  |  |  |  |  |  |
| Income Tax Payable |  |  |  | \$557.0 | \$361.0 |  |
|  |  |  |  |  |  |  |
| Current Liabilities | \$42,347.1 | \$46,775.7 | \$56,818.9 | \$68,045.0 | \$61,885.0 | \$45,454.4 |
|  |  |  |  |  |  |  |
| Long Term Debt | \$76,461.3 | \$80,807.2 | \$80,739.0 | \$64,151.0 | \$66,600.0 | \$4,555.6 |
| Capital Lease | \$839.7 | \$1,336.8 | \$1,119.6 | \$1,611.0 | \$1,321.0 |  |
| Other Liabilities | \$4,104.0 |  | \$4,126.9 | \$1,068.0 |  |  |
| Total Long Tern Debt | \$81,405.0 | \$82,144.0 | \$85,985.5 | \$66,830.0 | \$67,921.0 | \$4,555.6 |
|  |  |  |  |  |  |  |
| Subordinated Debt |  |  |  |  |  |  |
| Affiliates equity |  |  | \$2,620.9 | \$3,747.0 | \$4,772.0 |  |
| Other Long Term Liabilities |  |  |  |  |  | \$288.0 |
|  |  |  |  |  |  |  |
| Total liabilities | \$123,752.1 | \$128,919.7 | \$145,425.4 | \$138,622.0 | \$134,578.0 | \$50,298.1 |
| Controlling and managing interest | \$4,743.1 |  |  |  |  |  |
| Preferred Stock |  |  |  |  |  |  |
| Capital Stock | \$3.1 | \$33.8 | \$3.1 | \$3.1 | \$3.1 | \$3.1 |
| Add'I Paid-in Capital | \$1,138.2 | \$2,963.1 | \$542.4 | \$542.4 | \$542.4 | \$542.4 |
| Accum. Other comprehensive loss | (\$4,076.8) | (\$1,045.4) | (\$3,650.1) | (\$1,018.0) | (\$87.0) | (\$287.9) |
| Treasury Stock |  |  |  |  |  |  |
| Retained Earnings | \$82,911.5 | \$75,161.2 | \$58,119.6 | \$52,365.0 | \$42,940.0 | \$24,899.2 |
|  |  |  |  |  |  |  |
| Net Worth | \$79,976.1 | \$77,112.7 | \$55,015.1 | \$51,892.5 | \$43,398.5 | \$25,156.8 |
|  |  |  |  |  |  |  |
| Total Liabilities and Net Worth | \$208,471.3 | \$206,032.4 | \$200,440.4 | \$190,514.5 | \$177,976.5 | \$75,454.8 |
|  |  |  |  |  |  |  |



