

**Travel With The Stars
Income Statement
For All Branches
For The Year 2004**

	January	February	March	April	May	June	July	August	September	October	November	December	Total
SALES													
Dom. Air	80,863	63,996	65,003	77,295	62,819	67,369	81,744	56,588	55,604	63,134	53,447	40,430	768,292
Hotel	24,985	24,289	28,478	30,357	20,658	33,440	38,054	47,046	44,323	33,174	47,627	12,002	384,434
Car	4,821	2,655	10,710	6,249	9,504	7,959	8,469	11,344	12,055	9,901	17,769	8,473	109,908
Ship-Finl	9,299	25,482	54,322	98,765	97,780	81,621	18,185	55,681	38,644	51,082	44,335	20,857	596,053
Rail	0	441	825	535	878	3,990	36	596	3,542	1,908	0	0	12,752
Insurance	762	2,419	0	1,349	740	0	694	2,608	294	82	1,062	0	10,009
Intl Air	41,815	55,948	82,537	55,101	73,757	55,202	70,398	80,509	23,860	54,247	42,795	4,266	640,436
Tour-Dpst	704	0	0	0	0	0	0	0	0	0	0	0	704
Tour-Finl	136,091	124,142	70,965	57,557	83,027	127,496	109,605	196,188	105,336	48,815	78,702	64,247	1,202,169
Southwest	821	0	556	0	180	200	553	218	420	0	0	0	2,949
TOTAL SALES	300,161	299,371	313,396	327,208	349,343	377,277	327,739	450,778	284,079	262,342	285,737	150,275	3,727,706
COMMISSIONS													
Dom. Air	0	522	151	9	15	0	0	35	60	0	354	36	1,181
Hotel	2,460	2,583	2,968	3,034	2,035	3,030	3,791	4,652	4,339	3,280	4,915	1,185	38,273
Car	241	204	663	420	554	535	567	649	792	685	1,460	516	7,287
Ship-Finl	1,208	2,839	5,996	11,980	12,144	10,360	2,836	6,060	4,683	5,489	5,152	3,696	72,444
Rail	0	0	27	53	85	220	0	42	173	123	0	0	722
Insurance	215	656	0	297	161	0	183	764	41	41	212	0	2,571
Intl Air	2,489	1,196	4,874	1,886	2,936	1,674	4,707	3,814	(133)	3,022	838	221	27,523
Tour-Dpst	99	0	0	0	0	0	0	0	0	0	0	0	99
Tour-Finl	15,174	13,741	7,254	7,083	10,064	13,626	13,359	22,708	11,669	5,855	8,041	7,155	135,730
TOTAL COMMISSIONS	21,886	21,742	21,933	24,762	27,994	29,444	25,445	38,725	21,624	18,494	20,972	12,809	285,829
OTHER INCOME													
Interest Income	1	1	1	1	0	2	1	0	0	0	0	0	8
Other Income	137	1,798	(1,404)	1,065	(1,049)	2,144	(2,045)	(39)	24	104	47	(232)	549
Service Charges	(113)	(47)	0	0	0	(7)	0	0	0	0	0	0	(167)
Bart's Service Charges	2,320	845	1,184	496	1,505	1,215	1,020	1,318	1,035	728	785	1,288	13,737
Lisa's Service Charges	370	0	20	340	330	690	60	60	20	180	120	60	2,250
Joey's Service Charges	0	40	(20)	0	0	0	0	0	0	0	0	0	20
Freddy's Service Charges	120	(30)	45	40	95	(35)	45	(10)	20	90	(30)	(15)	335
John's Service Charges	120	30	35	(20)	50	30	50	(40)	130	(65)	30	(15)	335
Vinnie's Service Charges	2,681	985	1,836	807	2,572	1,728	1,610	1,790	1,510	1,265	303	908	17,993
Judy's Service Charges	0	25	(20)	20	0	30	(15)	0	0	30	5	0	75
ARC Adjustments	0	0	0	0	0	0	0	(1)	(125)	(107)	(18)	0	(251)
Overrides Cruise	0	0	0	25	0	1,227	0	0	0	0	0	10	1,262
Overrides Tour	0	0	537	0	0	28	0	0	0	0	0	0	564
Other Earnings	0	0	0	0	0	0	0	700	0	0	0	0	700
TOTAL OTHER INCOME	5,636	3,646	2,213	2,774	3,503	7,051	726	3,777	2,613	2,226	1,241	2,003	37,410
NET REVENUE	27,522	25,388	24,146	27,536	31,497	36,495	26,171	42,502	24,237	20,719	22,213	14,812	323,240
VARIABLE COSTS													
Communication													
Telephone 800#	161	173	153	135	155	132	152	153	143	145	126	131	1,759
Postage	300	0	300	500	1,417	800	0	300	1,922	300	0	800	6,639
Overnight Services	38	7	49	21	14	7	52	7	14	50	7	22	287
United Parcel-Fed Ex	87	18	13	0	27	8	(10)	(30)	44	0	0	19	175
TOTAL Communication	585	198	515	656	1,613	947	194	430	2,123	496	133	972	8,860
Compensation													
Agent Commissions	2,448	3,339	6,168	8,845	3,813	8,743	6,700	11,098	5,722	6,248	4,567	4,508	72,199
Incentives/Bonuses	475	0	100	0	0	0	0	0	500	0	0	0	1,075
TOTAL Compensation	2,923	3,339	6,268	8,845	3,813	8,743	6,700	11,098	6,222	6,248	4,567	4,508	73,274

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Marketing													
Client Gifts	98	119	315	350	309	82	221	351	394	11	219	745	3,214
Insurance	0	0	990	0	0	0	0	0	0	0	0	0	990
TOTAL Marketing	98	119	1,305	350	309	82	221	351	394	11	219	745	4,204
Operations													
Office Supplies	120	0	318	0	269	81	0	168	288	365	100	0	1,709
Printing Expense	0	0	0	0	0	69	0	0	937	938	0	0	1,944
Computer Expense	0	0	0	0	235	0	0	0	0	0	85	0	320
Equipment Rental	93	93	0	0	94	0	93	0	0	0	0	0	374
Equipment Repairs	280	0	0	0	578	0	85	0	0	0	0	0	943
ARC Ticket Stock	140	0	0	0	0	0	0	0	0	0	0	0	140
TOTAL Operations	633	93	318	0	1,176	150	178	168	1,225	1,303	185	0	5,430
TOTAL VARIABLE COSTS	4,239	3,750	8,405	9,850	6,911	9,922	7,293	12,047	9,964	8,059	5,104	6,225	91,769
FIXED COSTS													
Communication													
CRS Expense	268	268	268	268	268	310	0	45	45	91	45	0	1,879
Telephone Local	768	210	860	210	451	896	488	645	0	874	184	437	6,022
TOTAL Communication	1,036	478	1,129	478	719	1,206	488	690	45	965	229	437	7,901
Compensation													
Salaries - Employees	2,400	2,400	2,400	3,600	2,400	2,400	2,400	3,600	1,200	3,600	2,400	2,400	31,200
Salaries - Officers	3,259	6,456	4,209	5,844	6,500	7,131	7,084	4,746	9,517	4,443	4,604	5,684	69,477
Health Insurance-Employees	0	0	0	0	0	0	0	0	(403)	0	0	0	(403)
Health Insurance-Officers	0	0	0	0	0	0	0	0	403	0	0	0	403
Employer's FICA	324	433	677	506	813	0	1,319	0	1,364	820	0	1,151	7,407
Employer's FUTA	112	0	0	289	0	0	0	0	0	0	0	0	401
Employer's SUTA	43	0	0	599	0	0	0	59	0	0	0	0	701
TOTAL Compensation	6,138	9,289	7,286	10,838	9,713	9,531	10,803	8,405	12,081	8,863	7,004	9,235	109,186
Marketing													
Advertising	635	8	490	265	296	296	265	352	0	609	0	296	3,511
Brochures - Printing	1,750	0	0	0	0	0	0	0	0	0	0	0	1,750
Direct Marketing	0	0	0	0	0	0	858	0	0	0	0	0	858
TOTAL Marketing	2,385	8	490	265	296	296	1,123	352	0	609	0	296	6,119
Occupancy													
Rent	1,598	1,598	1,598	3,195	0	1,598	1,598	3,195	0	1,598	1,598	1,598	19,170
Kitchen Supplies	56	0	49	0	70	39	25	25	0	57	0	32	352
Property Taxes	0	0	0	28	0	0	0	0	0	0	0	0	28
Security Systems	0	0	132	0	0	132	0	0	140	0	0	0	405
TOTAL Occupancy	1,654	1,598	1,779	3,223	70	1,769	1,622	3,220	140	1,654	1,598	1,629	19,955
Operations													
Dues and Subscriptions	0	527	72	287	35	0	42	0	174	377	299	42	1,855
Errors & Omissions Insurance	426	728	0	0	0	0	0	0	0	0	0	0	1,154
Business License & Fees	95	0	0	0	168	0	0	25	0	0	0	0	288
TOTAL Operations	521	1,255	72	287	203	0	42	25	174	377	299	42	3,297
Other													
Bank Fees	0	0	49	0	161	0	57	250	0	0	0	0	517
Automobile Lease	980	980	980	980	980	980	980	980	980	980	980	980	11,760
Accounting Fees	1,100	1,000	1,000	1,685	1,000	1,000	1,100	1,000	1,000	1,000	1,000	1,000	12,885
Franchise Tax Board	0	0	0	800	0	0	0	0	0	0	0	0	800
Depreciation-Amortization	2,299	0	0	0	0	0	0	0	0	0	0	0	2,299
Management Fees	21,804	0	0	0	0	0	0	0	0	0	0	0	21,804
Error Account	59	0	0	0	0	0	0	0	0	0	0	0	59
Credit Card Processing Fees	36	220	463	1	246	404	94	204	202	219	153	121	2,363
Internet Expenses	80	80	189	80	135	80	82	82	82	82	82	82	1,138

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TOTAL Other	26,358	2,280	2,681	3,546	2,522	2,464	2,313	2,516	2,265	2,282	2,215	2,184	53,625
Travel/Entertain/Training													
Travel Expenses - Officers	315	0	0	0	0	0	2,328	1,414	3,677	617	1,279	1,395	11,025
TOTAL Travel/Entertain/Train	315	0	0	0	0	0	2,328	1,414	3,677	617	1,279	1,395	11,025
TOTAL FIXED COSTS	38,406	14,907	13,437	18,637	13,524	15,266	18,720	16,622	18,382	15,367	12,624	15,218	211,109
TOTAL COSTS	42,645	18,657	21,842	28,487	20,435	25,187	26,014	28,668	28,346	23,426	17,728	21,443	302,877
NET INCOME	(15,123)	6,731	2,305	(951)	11,062	11,308	157	13,834	(4,109)	(2,706)	4,486	(6,631)	20,362