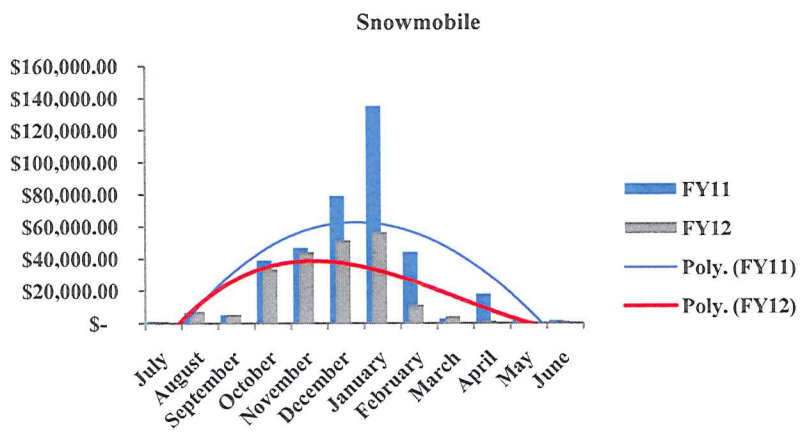
ANNUAL REVENUE REPORT

OHV

The stalled revenue performance in year-over-year revenue is due chiefly to a reduction of 26% in the total number of OHV units registered for FY12. This performance result could be attributed to several factors such as a waning consumer spending, a mild winter and/or user response to new OHV regulations.

The most significant shortfall occurred in snowmobile registration transactions, which sustained a loss of $162,355 or 43% loss in revenue. This decline is principally attributed to the significant decrease in snow fall experienced this winter.

Figures below show the revenue trends with the key year-on-year percentage changes:



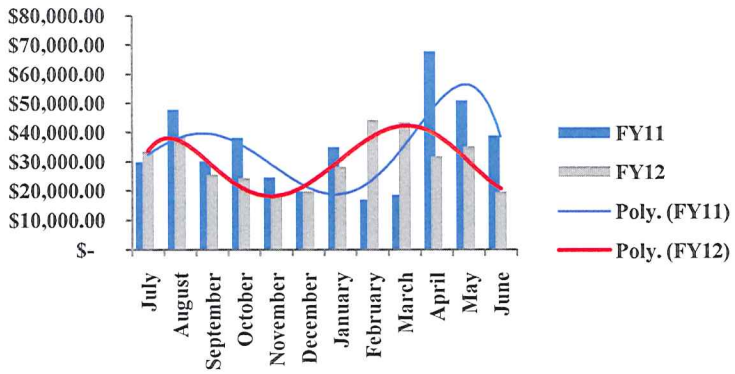
Month	FY11	FY12	%Variance
July	$ 775.00	$ 780.00	0.65%
August	$ 6,150.00	$ 6,955.00	13.09%
September	$ 4,680.00	$ 4,860.00	3.85%
October	$ 38,740.00	$ 33,300.00	-14.04%
November	$ 46,455.00	$ 43,840.00	-5.63%
December	$ 78,740.00	$ 51,190.00	-34.99%
January	$ 134,740.00	$ 56,235.00	-58.26%
February	$ 43,795.00	$ 10,930.00	-75.04%
March	$ 2,310.00	$ 3,685.00	59.52%
April	$ 17,725.00	$ 1,020.00	-94.25%
May	$ 1,480.00	$ 720.00	-51.35%
June	$ 1,090.00	$ 810.00	-25.69%
Total	**$ 376,680.00**	**$ 214,325.00**	**-43.10%**

Snowmobile registrations had total revenues of $214,325 in FY12, compared to $376,680 in FY11; the number of new snowmobile registered dropped 56.7% to 1,438 units during FY12. Also, Snowmobile registration renewals dropped 34% to 4,182 units that same period.

ANNUAL REVENUE REPORT

The same downward trend has taken hold in ATV revenue activities. The ATV grossed $360,405 for the year, compared to $415,920 previous period, or a (13.35%) decrease. The number of new ATVs registered dropped 3.09% or 3,542 units during FY12. Also, ATV registration renewals dropped 17.6% or 6,355 units that same period.

Figures below show the revenue trends with the key year-on-year percentage changes:



Month	FY11	FY12	% Changes
July	$ 29,670.00	$ 33,355.00	12.42%
August	$ 47,570.00	$ 38,195.00	-19.71%
September	$ 29,955.00	$ 25,350.00	-15.37%
October	$ 37,985.00	$ 24,180.00	-36.34%
November	$ 24,325.00	$ 18,315.00	-24.71%
December	$ 19,580.00	$ 19,625.00	0.23%
January	$ 34,775.00	$ 28,075.00	-19.27%
February	$ 16,800.00	$ 44,010.00	161.96%
March	$ 18,465.00	$ 43,205.00	133.98%
April	$ 67,485.00	$ 31,660.00	-53.09%
May	$ 50,650.00	$ 35,005.00	-30.89%
June	$ 38,660.00	$ 19,430.00	-49.74%
Total	**$ 415,920.00**	**$ 360,405.00**	**-13.35%**