

**Pinnacle Development Partners**  
**Accounting and Funds Tracing Analysis**  
**(\$ in thousands)**

**Investors Transactions**

Funds From Investors	\$62,310.3 (1)
Less Funds Returned to Investors	<u>(\$25,672.6) (1)</u>
Net Investors Funds	\$36,637.6

**Other Sources of Income**

Interest	\$154.8
Rental Income	<u>\$11.1</u>
	\$36,803.6

**Net Expenses (2)**

Real Property Purchases	\$12,812.1
Payroll/Payroll Taxes/Employee Benefits	\$3,101.7
Advertising	\$1,637.3
Gene O'Neal	\$1,316.9
Corporate Overhead & Supplies	\$922.5
FF&E	\$484.1
Property Improvement/Maintenance	\$467.6
Office Lease & Leasehold Improvements	\$334.3
Contract Labor	\$278.5
Shipping	\$239.2
Legal & Professional Services	\$328.2
Corporate Utilities	\$130.4
Dana Ash	\$117.1 (3)
Automobiles	\$115.8
Insurance	\$60.6
Taxes	\$38.8
Loan	\$30.8
Miscellaneous	<u>\$193.6</u>
	\$22,609.5
Recovered by Receiver	<u><u>\$14,194.1</u></u>

(1) Includes \$837,646.54 in uncategorized receipts and \$2,360,236 in uncategorized disbursements. Based on its analysis during the claims review process, The Receiver Team believes that most of the uncategorized transactions related to investors funds and disbursements.

(2) Net Expenses reflects the net amount of each expense item after reductions for funds received by Pinnacle, such as refunds, credits, returned earnest money, discounts, sale of assets and other items.

(3) Additional amounts were paid to Ash in the form of commissions paid to Ash and deposits made to accounts held jointly by O'Neal and Ash. These amounts are included in the Real Property Purchases and Gene O'Neal categories. The total amount of all monies paid to Ash or into joint accounts was approximately \$1 million.