NPV ADVISORS GROS	S REVENUE									Ch	ange	Revenue	
Chicago	2004	2005	2006	2007	2008	2009	2010	2011	2012	Gross	wgc %	Per Head	Annual
10	\$447,689	\$620,900	\$633,400	\$762,425	\$525,425	\$740,239	\$811,197	\$608,836	\$740,469	\$131,633	21.62%	\$38,466	\$153,864
2Q	\$418,347	\$710,050	\$816,400	\$800,997	\$632,855	\$645,293	\$629,455	\$660,512	\$824,728	\$164,216	24.86%	. ,	. ,
3Q	\$445,626	\$550,325	\$768,475	\$592,508	\$526,225	\$647,341	\$628,511	\$681,688	\$918,137	\$236,449	34.69%		
4Q	\$592,150	\$810,923	\$947,414	\$434,150	\$611,937	\$642,246	\$599,325	\$715,390	\$850,000	\$134,610	18.82%		
Total	\$1,903,812	\$2,692,198	\$3,165,689	\$2,590,080	\$2,296,442	\$2,675,119	\$2,668,488	\$2,666,426	\$3,333,334	\$666,908	25.01%	_	
Quarterly Average	\$475,953	\$673,050	\$791,422	\$647,520	\$574,111	\$668,780	\$667,122	\$666,607	\$833,334				
Gı	ross Change	\$788,386	\$473,491	-\$575,609	-\$293,638	\$378,677	-\$6,631	-\$2,062	\$666,908				
Percentage of Company Total	62.49%	58.93%	54.60%	45.09%	36.45%	36.85%	35.23%	35.01%	36.93%	3 Year Avg	5 Year Avg	7 Year Avg	
Annual % Char	nge in Gross	41.41%	17.59%	-18.18%	-11.34%	16.49%	-0.25%	-0.08%	25.01%	8.23%	5.97%	4.18%	
		Headcount	13.50	12.61	11.27	14.54	15.92	17.38	20.90				
	Revenue Pe	r Employee	\$234,495	\$205,399	\$203,766	\$183,983	\$167,619	\$153,419	\$159,521				
				_			Reveni	ue Per Share	\$104,167			_	
					Rollin	g 4Q change	through 3Q	\$2,550,361	\$3,198,724	\$648,363			
C. P.S	2004	2005	2005	2007	2000	2000	2040	2044	2042		ange	Revenue	
California	2004	2005	2006	2007	2008	2009	2010	2011	2012	Gross	%	Per Head	Annual
10	\$82,723	\$172,000	\$275,450	\$434,800	\$487,350	\$645,350	\$718,130	\$751,980	\$797,775	\$45,795	6.09%	\$44,321	\$177,283
20	\$139,100	\$271,563	\$357,363	\$536,950	\$640,460	\$622,300	\$609,750	\$679,000	\$983,120	\$304,120	44.79%		
3Q 40	\$198,675	\$375,075	\$468,600	\$522,500	\$589,650	\$701,220	\$739,174		\$1,088,294	\$331,894	43.88%		
4Q. Total	\$290,775 \$711 273	\$312,700 \$1,131,338	\$501,200 \$1,602,613	\$513,563 \$2,007,813	\$721,625	\$813,700	\$845,700	\$861,540 \$3,048,920	\$925,000	\$63,460 \$745,269	7.37% 24.44%	_	
Quarterly Average	\$177,818	\$282,835	\$400,653	\$501,953	\$609,771	\$695,643	\$728,189	\$762,230	\$948,547	\$7 43,2 09	44.44%		
	ross Change	\$420,065	\$471,275	\$405,200	\$431,272	\$343,485	\$130,184	\$136,166	\$745,269				
Percentage of Company Total	23.35%	24.76%	27.64%	34.95%	38.71%	38.33%	38.46%	40.03%		3 Year Avg	E Voor Ava	7 Year Avg	
Annual % Char		59.06%	41.66%	25.28%	21.48%	14.08%	4.68%	4.67%	24.44%	11.27%	13.87%	19.47%	
Aillidai /6 Cilai	ige iii Gioss	Headcount	6.67	8.67	10.00	11.90	15.42	16.77	20.31	11.27/0	13.67/6	13.47/0	
	Revenue Pe	r Employee	\$240,272	\$231,582	\$243,909	\$233,829	\$188,895	\$181,808	\$186, 791				
	nevenue i e	Limpioyee	Ψ 2 -10,2,2	Ų231,30 2	72-13,30 3	7233,023		ue Per Share	\$114,975				
					Rollin	g 40 change		\$3,033,080		\$697,649	23.00%	,	
						0 -4 0 -		1-77	1-77	, ,		<u> </u>	
										Ch	ange	Revenue	
Atlanta	2004	2005	2006	2007	2008	2009	2010	2011	2012	Ch Gross	ange %	Revenue Per Head	Annual
Atlanta 1Q	2004 \$0	2005 \$126,950	2006 \$195,150	2007 \$230,750	2008 \$327,550	2009 \$424,000	2010 \$516,890		2012 \$507,542		-	Per Head	Annual \$198,065
	\$0	\$126,950	\$195,150	\$230,750	\$327,550	\$424,000	\$516,890	\$447,650	\$507,542	Gross \$59,892	% 13.38%		
1Q								\$447,650 \$486,510		Gross	%	Per Head	
1Q 2Q	\$0 \$43,500	\$126,950 \$213,150	\$195,150 \$234,350	\$230,750 \$321,200	\$327,550 \$375,335	\$424,000 \$401,950	\$516,890 \$516,314	\$447,650 \$486,510	\$507,542 \$442,110	Gross \$59,892 -\$44,400	% 13.38% -9.13%	Per Head	
1Q 2Q 3Q	\$0 \$43,500 \$158,000	\$126,950 \$213,150 \$176,475 \$228,737	\$195,150 \$234,350 \$250,750	\$230,750 \$321,200 \$255,918	\$327,550 \$375,335 \$350,950 \$511,699	\$424,000 \$401,950 \$421,350 \$555,200	\$516,890 \$516,314 \$434,450 \$525,025	\$447,650 \$486,510 \$495,648	\$507,542 \$442,110 \$447,913 \$500,000	Gross \$59,892 -\$44,400 -\$47,735	% 13.38% -9.13% -9.63%	Per Head	
1Q 2Q 3Q 4Q	\$0 \$43,500 \$158,000 \$230,050	\$126,950 \$213,150 \$176,475 \$228,737	\$195,150 \$234,350 \$250,750 \$349,500	\$230,750 \$321,200 \$255,918 \$338,700	\$327,550 \$375,335 \$350,950 \$511,699	\$424,000 \$401,950 \$421,350 \$555,200	\$516,890 \$516,314 \$434,450 \$525,025	\$447,650 \$486,510 \$495,648 \$472,105	\$507,542 \$442,110 \$447,913 \$500,000	Gross \$59,892 -\$44,400 -\$47,735 \$27,895	% 13.38% -9.13% -9.63% 5.91%	Per Head	
1Q 2Q 3Q 4Q Total Quarterly Average	\$0 \$43,500 \$158,000 \$230,050 \$431,550	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565	Gross \$59,892 -\$44,400 -\$47,735 \$27,895	% 13.38% -9.13% -9.63% 5.91%	Per Head	
1Q 2Q 3Q 4Q Total Quarterly Average	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348	% 13.38% -9.13% -9.63% 5.91%	Per Head	
1Q 2Q 3Q 4Q Total Quarterly Average Gi	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16%	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 - \$90,766	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348	% 13.38% -9.13% -9.63% 5.91% -0.23%	Per Head \$49,516	
1Q 2Q 3Q 4Q Total Quarterly Average Gi Percentage of Company Total	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16%	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31%	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76%	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96%	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85%	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31%	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97%	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03%	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348	% 13.38% -9.13% -9.63% 5.91% -0.23%	Per Head \$49,516 - 7 Year Avg	
1Q 2Q 3Q 4Q Total Quarterly Average Gi Percentage of Company Total	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% nge in Gross	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% 72.71%	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 38.16%	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34%	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 36.54%	\$424,000 \$401,950 \$421,350 \$5555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14%	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348	% 13.38% -9.13% -9.63% 5.91% -0.23%	Per Head \$49,516 - 7 Year Avg	
1Q 2Q 3Q 4Q Total Quarterly Average Gi Percentage of Company Total	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% nge in Gross	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% 72.71% Headcount	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 38.16% 4.17	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34% 4.88	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 36.54% 6.63 \$236,129	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276 Revenue	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 ue Per Share	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92%	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49%	Per Head \$49,516 - 7 Year Avg 15.28%	
1Q 2Q 3Q 4Q Total Quarterly Average Gi Percentage of Company Total	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% nge in Gross	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% 72.71% Headcount	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 38.16% 4.17	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34% 4.88	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 36.54% 6.63 \$236,129	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276 Revenue	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92%	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49%	Per Head \$49,516 7 Year Avg 15.28%	
1Q 2Q 3Q 4Q Total Quarterly Average Gi Percentage of Company Total Annual % Char	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% age in Gross	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% Headcount er Employee	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 38.16% 4.17 \$246,942	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34% 4.88 \$234,952	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 36.54% 6.63 \$236,129	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276 Revenuthrough 3Q	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 ue Per Share \$1,954,833	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49%	Per Head \$49,516 7 Year Avg 15.28%	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average Gr Percentage of Company Total Annual % Char	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% nge in Gross Revenue Pe	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% 72.71% Headcount er Employee	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 4.17 \$246,942	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 4.88 \$234,952	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 6.63 \$236,129 Rolling	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276 Revent	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 ue Per Share \$1,954,833	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch Gross	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% -4.36% ange %	Per Head \$49,516 7 Year Avg 15.28% Revenue Per Head	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average Gr Percentage of Company Total Annual % Char	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% age in Gross Revenue Pe	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% 72.71% Headcount er Employee	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 4.17 \$246,942 2006 \$1,104,000	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 4.88 \$234,952	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 36.54% 6.63 \$236,129 Rolling	\$424,000 \$401,950 \$421,350 \$5555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276 Revent through 3Q 2010 \$2,046,217	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 Le Per Share \$1,954,833 2011 \$1,808,466	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch Gross \$237,320	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 4.36% ange % 13.12%	Per Head \$49,516 7 Year Avg 15.28%	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average G Percentage of Company Total Annual % Char Company Total 1Q 2Q	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% age in Gross Revenue Pe	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% 72.71% Headcount or Employee 2005 \$919,850 \$1,194,763	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 38.16% 4.17 \$246,942 2006 \$1,104,000 \$1,408,113	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 4.88 \$234,952 2007 \$1,427,975 \$1,659,147	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 36.54% 6.63 \$236,129 Rollin 2008 \$1,340,325 \$1,648,650	\$424,000 \$401,950 \$421,350 \$5555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589 \$1,669,543	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.355% 10.31 \$193,276 Revent through 3Q 2010 \$2,046,217 \$1,755,519	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 ue Per Share \$1,954,833 2011 \$1,808,466 \$1,826,022	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786 \$2,249,958	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch Gross \$237,320 \$423,936	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 4.36% ange % 13.12% 23.22%	Per Head \$49,516 7 Year Avg 15.28% Revenue Per Head	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average G Percentage of Company Total Annual % Char Company Total 1Q 2Q 3Q	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% age in Gross Revenue Pe	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% 72.71% Headcount or Employee 2005 \$919,850 \$1,194,763 \$1,101,875	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 38.16% 4.17 \$246,942 2006 \$1,104,000 \$1,408,113 \$1,487,825	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34% 4.88 \$234,952 2007 \$1,427,975 \$1,659,147 \$1,370,926	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 36.54% 6.63 \$236,129 Rollin 2008 \$1,340,325 \$1,648,650 \$1,466,825	\$424,000 \$401,950 \$421,350 \$5555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589 \$1,669,543 \$1,769,911	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276 Revenuthrough 3Q 2010 \$2,046,217 \$1,755,519 \$1,802,135	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 ue Per Share \$1,954,833 2011 \$1,808,466 \$1,826,022 \$1,933,736	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786 \$2,249,958 \$2,249,958 \$2,454,344	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch Gross \$237,320 \$423,936 \$520,608	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 13.12% 23.22% 26.92%	Per Head \$49,516 7 Year Avg 15.28% Revenue Per Head	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average G Percentage of Company Total Annual % Char Company Total 1Q 2Q 3Q 4Q	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% age in Gross Revenue Pe 2004 \$530,412 \$600,947 \$802,301 \$1,112,975	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% 72.71% Headcount or Employee 2005 \$919,850 \$1,194,763 \$1,101,875 \$1,352,360	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 38.16% 4.17 \$246,942 2006 \$1,104,000 \$1,408,113 \$1,487,825 \$1,798,114	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34% 4.88 \$234,952 2007 \$1,427,975 \$1,659,147 \$1,370,926 \$1,286,413	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 36.54% 6.63 \$236,129 Rollin 2008 \$1,340,325 \$1,648,650 \$1,466,825 \$1,845,261	\$424,000 \$401,950 \$421,350 \$5555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589 \$1,669,543 \$1,769,911 \$2,011,146	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276 Revenu through 3Q 2010 \$2,046,217 \$1,755,519 \$1,802,135 \$1,970,050	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 ue Per Share \$1,954,833 2011 \$1,808,466 \$1,826,022 \$1,933,736 \$2,049,035	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786 \$2,249,958 \$2,249,958 \$2,454,344 \$2,275,000	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% Ch Gross \$237,320 \$423,936 \$520,608 \$225,965	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 4.36% ange % 13.12% 23.22% 26.92% 11.03%	Per Head \$49,516 7 Year Avg 15.28% Revenue Per Head	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average Greentage of Company Total Annual % Char Company Total 1Q 2Q 3Q 3Q 4Q Total Total	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% age in Gross Revenue Pe	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% 72.71% Headcount Employee 2005 \$919,850 \$1,194,763 \$1,101,875 \$1,101,875 \$1,352,360 \$4,568,848	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 38.16% 4.17 \$246,942 2006 \$1,104,000 \$1,408,113 \$1,487,825 \$1,798,114 \$5,798,052	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19,96% 4.88 \$234,952 2007 \$1,427,975 \$1,659,147 \$1,370,926 \$1,286,413 \$5,744,461	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 36.54% 6.63 \$236,129 Rollin 2008 \$1,340,325 \$1,446,825 \$1,466,825 \$1,466,825 \$1,445,261 \$6,301,061	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589 \$1,669,543 \$1,769,911 \$2,011,146 \$7,260,189	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.31 \$193,276 Revenuthrough 3Q 2010 \$2,046,217 \$1,755,519 \$1,802,135 \$1,970,050 \$7,573,921	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 µe Per Share \$1,954,833 2011 \$1,808,466 \$1,826,022 \$1,933,736 \$2,049,035 \$7,617,259	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786 \$2,249,958 \$2,245,344 \$2,275,000 \$9,025,088	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% Ch Gross \$237,320 \$423,936 \$520,608 \$225,965	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 13.12% 23.22% 26.92%	Per Head \$49,516 7 Year Avg 15.28% Revenue Per Head	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average Gr Percentage of Company Total Annual % Char 1Q 2Q 3Q 4Q Total Quarterly Average	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% age in Gross Revenue Per 2004 \$530,412 \$600,947 \$802,301 \$1,112,975 \$3,046,635 \$761,659	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% Feadcount Employee 2005 \$919,850 \$1,194,763 \$1,101,875 \$1,101,875 \$1,352,360 \$4,568,848 \$1,142,212	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 38.16% 4.17 \$246,942 2006 \$1,104,000 \$1,408,113 \$1,487,825 \$1,798,114 \$5,798,052 \$1,449,513	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19,96% 11.34% 4.88 \$234,952 2007 \$1,427,975 \$1,659,147 \$1,370,926 \$1,286,413 \$5,744,461 \$1,436,115	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 6.63 \$236,129 Rollin 2008 \$1,340,325 \$1,446,825 \$1,466,825 \$1,466,825 \$1,445,261 \$6,301,061 \$1,575,265	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589 \$1,669,543 \$1,769,911 \$2,011,146 \$7,260,189 \$1,815,047	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.31 \$193,276 Revenuthrough 3Q 2010 \$2,046,217 \$1,755,519 \$1,802,135 \$1,970,050 \$7,573,921 \$1,893,480	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 ue Per Share \$1,954,833 2011 \$1,808,466 \$1,826,022 \$1,933,736 \$2,049,035 \$7,617,259 \$1,904,315	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786 \$2,249,958 \$2,249,958 \$2,454,344 \$2,275,000 \$9,025,088 \$2,256,272	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch Gross \$237,320 \$423,936 \$520,608 \$225,965 \$1,407,829	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 4.36% ange % 13.12% 23.22% 26.92% 11.03% 18.48%	7 Year Avg 15.28% Revenue Per Head \$43,069	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average Gr Percentage of Company Total Annual % Char Company Total 1Q 2Q 3Q 4Q Total Quarterly Average Gr	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% age in Gross Revenue Pe 2004 \$530,412 \$600,947 \$802,301 \$1,112,975 \$3,046,635 \$761,659	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% Headcount or Employee 2005 \$919,850 \$1,194,763 \$1,101,875 \$1,352,360 \$4,568,848 \$1,142,212 \$1,522,213	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 38.16% 4.17 \$246,942 2006 \$1,104,000 \$1,408,113 \$1,487,825 \$1,798,114 \$5,798,052 \$1,449,513 \$1,429,204	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34% 4.88 \$234,952 2007 \$1,427,975 \$1,659,147 \$1,370,926 \$1,286,413 \$5,744,461 \$1,436,115 -\$53,591	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 6.63 \$236,129 Rollin 2008 \$1,340,325 \$1,648,650 \$1,466,825 \$1,466,825 \$1,466,825 \$1,845,261 \$6,301,061 \$1,575,265	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589 \$1,669,543 \$1,769,911 \$2,011,146 \$7,260,189 \$1,815,047 \$959,128	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.35 \$193,276 Revenuthrough 3Q 2010 \$2,046,217 \$1,755,519 \$1,802,135 \$1,970,050 \$7,573,921 \$1,893,480 \$313,732	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 ue Per Share \$1,954,833 2011 \$1,808,466 \$1,826,022 \$1,933,736 \$2,049,035 \$7,617,259 \$1,904,315	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786 \$2,249,958 \$2,249,958 \$2,245,344 \$2,275,000 \$9,025,088 \$2,256,272 \$1,407,829	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch Gross \$237,320 \$423,936 \$520,608 \$225,965 \$1,407,829	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 4.36% ange % 13.12% 23.22% 26.92% 11.03% 18.48%	Per Head \$49,516 7 Year Avg 15.28% Revenue Per Head \$43,069	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average Gr Percentage of Company Total Annual % Char 1Q 2Q 3Q 4Q Total Quarterly Average	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% age in Gross Revenue Pe 2004 \$530,412 \$600,947 \$802,301 \$1,112,975 \$3,046,635 \$761,659	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% Headcount or Employee 2005 \$919,850 \$1,194,763 \$1,101,875 \$1,101,875 \$1,101,875 \$1,1352,360 \$4,568,848 \$1,142,212 \$1,522,213 49,96%	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 4.17 \$246,942 2006 \$1,104,000 \$1,408,113 \$1,487,825 \$1,798,052 \$1,798,052 \$1,449,513 \$1,449,513 \$1,229,204 26.90%	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34% 4.88 \$234,952 2007 \$1,427,975 \$1,659,147 \$1,370,926 \$1,286,413 \$5,744,461 \$1,436,115 -\$53,591 -0.92%	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 6.63 \$236,129 Rollin 2008 \$1,340,325 \$1,648,650 \$1,466,825 \$1,848,561 \$5,301,061 \$1,575,265 \$556,600 9.69%	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589 \$1,669,543 \$1,769,911 \$2,011,146 \$7,260,189 \$1,815,047 \$959,128 15.22%	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276 Revenuthrough 3Q 2010 \$2,046,217 \$1,755,519 \$1,970,050 \$7,573,921 \$1,893,480 \$313,732 4.32%	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 te Per Share \$1,954,833 2011 \$1,808,466 \$1,826,022 \$1,933,736 \$2,049,035 \$7,617,259 \$1,904,315 \$43,338 0.57%	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786 \$2,249,958 \$2,249,958 \$2,454,344 \$2,275,000 \$9,025,088 \$2,256,272 \$1,407,829	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch Gross \$237,320 \$423,936 \$520,608 \$225,965 \$1,407,829	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 4.36% ange % 13.12% 23.22% 26.92% 11.03% 18.48%	7 Year Avg 15.28% Revenue Per Head \$43,069	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average Gr Percentage of Company Total Annual % Char Company Total 1Q 2Q 3Q 4Q Total Quarterly Average Gr	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% nge in Gross Revenue Pe 2004 \$530,412 \$600,947 \$51,112,975 \$3,046,635 \$761,659 ross Change	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% Headcount er Employee 2005 \$919,850 \$1,194,763 \$1,101,875 \$1,352,360 \$4,568,848 \$1,142,212 \$1,522,213 49.96% Headcount	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 \$17.76% 4.17 \$246,942 2006 \$1,104,000 \$1,408,113 \$1,487,825 \$1,798,114 \$5,798,914 \$5,798,914 \$5,798,914 \$1,49,513 \$1,229,204 26,90% 24,34	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34% 4.88 \$234,952 2007 \$1,427,975 \$1,659,147 \$1,370,926 \$1,286,413 \$5,744,461 \$1,436,115 -\$53,591 -0.92% 26.16	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 6.63 \$236,129 Rollin 2008 \$1,340,325 \$1,648,650 \$1,466,825 \$1,466,825 \$1,466,825 \$1,466,825 \$1,575,265 \$556,600 9.69% 27.90	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589 \$1,669,543 \$1,769,911 \$2,011,146 \$7,260,189 \$1,815,047 \$959,128 15.22% 33.96	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276 Revent through 3Q 2010 \$2,046,217 \$1,755,519 \$1,802,135 \$1,970,050 \$7,573,921 \$1,893,480 \$313,732 4.32% 41.65	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% 10.00 \$190,191 the Per Share \$1,954,833 2011 \$1,808,466 \$1,826,022 \$1,933,736 \$2,049,035 \$7,617,259 \$1,904,315 \$43,338 0.57% 43.42	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786 \$2,249,958 \$2,249,958 \$2,249,958 \$2,256,272 \$1,407,829 18.48% 51.71	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch Gross \$237,320 \$423,936 \$520,608 \$225,965 \$1,407,829	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 4.36% ange % 13.12% 23.22% 26.92% 11.03% 18.48%	Per Head \$49,516 7 Year Avg 15.28% Revenue Per Head \$43,069	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average Gr Percentage of Company Total Annual % Char Company Total 1Q 2Q 3Q 4Q Total Quarterly Average Gr	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% nge in Gross Revenue Pe 2004 \$530,412 \$600,947 \$51,112,975 \$3,046,635 \$761,659 ross Change	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% Headcount or Employee 2005 \$919,850 \$1,194,763 \$1,101,875 \$1,101,875 \$1,101,875 \$1,1352,360 \$4,568,848 \$1,142,212 \$1,522,213 49,96%	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 17.76% 4.17 \$246,942 2006 \$1,104,000 \$1,408,113 \$1,487,825 \$1,798,052 \$1,798,052 \$1,449,513 \$1,449,513 \$1,229,204 26.90%	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34% 4.88 \$234,952 2007 \$1,427,975 \$1,659,147 \$1,370,926 \$1,286,413 \$5,744,461 \$1,436,115 -\$53,591 -0.92%	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$91,384 \$418,966 24.85% 6.63 \$236,129 Rollin 2008 \$1,340,325 \$1,648,650 \$1,466,825 \$1,466,825 \$1,845,261 \$6,301,061 \$1,575,265 \$556,600 9.69%	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589 \$1,669,543 \$1,769,911 \$2,011,146 \$7,260,189 \$1,815,047 \$959,128 15.22%	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276 Revent through 3Q 2010 \$2,046,217 \$1,755,519 \$1,802,135 \$1,970,050 \$7,573,921 \$1,893,480 \$313,732 4.32% 41.65	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% 10.00 \$190,191 the Per Share \$1,954,833 2011 \$1,808,466 \$1,826,022 \$1,933,736 \$2,049,035 \$7,617,259 \$1,904,315 \$43,338 0.57% 43.42	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% -0.23% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786 \$2,249,958 \$2,249,958 \$2,454,344 \$2,275,000 \$9,025,088 \$2,256,272 \$1,407,829	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch Gross \$237,320 \$423,936 \$520,608 \$225,965 \$1,407,829	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 4.36% ange % 13.12% 23.22% 26.92% 11.03% 18.48%	Per Head \$49,516 7 Year Avg 15.28% Revenue Per Head \$43,069	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average Gr Percentage of Company Total Annual % Char 1Q 2Q 3Q 4Q Total 1Q 2Q 3Q 4Q Total Quarterly Average	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% nge in Gross Revenue Pe 2004 \$530,412 \$600,947 \$51,112,975 \$3,046,635 \$761,659 ross Change	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% Headcount er Employee 2005 \$919,850 \$1,194,763 \$1,101,875 \$1,352,360 \$4,568,848 \$1,142,212 \$1,522,213 49.96% Headcount	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 \$17.76% 4.17 \$246,942 2006 \$1,104,000 \$1,408,113 \$1,487,825 \$1,798,114 \$5,798,914 \$5,798,914 \$5,798,914 \$1,49,513 \$1,229,204 26,90% 24,34	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34% 4.88 \$234,952 2007 \$1,427,975 \$1,659,147 \$1,370,926 \$1,286,413 \$5,744,461 \$1,436,115 -\$53,591 -0.92% 26.16	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 6.63 \$236,129 Rollin 2008 \$1,340,325 \$1,648,650 \$1,466,825 \$1,466,825 \$1,452,661 \$1,575,265 \$556,600 9.69% 27.90	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589 \$1,669,543 \$1,769,911 \$2,011,146 \$7,260,189 \$1,815,047 \$959,128 15.22% 33.96 \$213,786	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.55% 10.31 \$193,276 Revent through 3Q 2010 \$2,046,217 \$1,755,519 \$1,802,135 \$1,970,050 \$7,573,921 \$1,893,480 \$313,732 4.32% 41.65 \$181,847	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% -4.55% 10.00 \$190,191 Le Per Share \$1,954,833 2011 \$1,808,466 \$1,826,022 \$1,933,736 \$2,049,035 \$7,617,259 \$1,904,315 \$43,338 0.57% 43.42 \$175,432	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786 \$2,249,958 \$2,249,958 \$2,245,344 \$2,275,000 \$9,025,088 \$2,256,272 \$1,407,829 18.48% 51.71 \$174,538	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch Gross \$237,320 \$423,936 \$225,965 \$1,407,829 3 Year Avg 7.79%	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 3 -4.36% ange % 13.12% 23.22% 26.92% 11.03% 18.48% 5 Year Avg 9.66%	Per Head \$49,516 7 Year Avg 15.28% Revenue Per Head \$43,069	\$198,065
1Q 2Q 3Q 4Q Total Quarterly Average Gr Percentage of Company Total Annual % Char 1Q 2Q 3Q 4Q Total 1Q 2Q 3Q 4Q Total Quarterly Average	\$0 \$43,500 \$158,000 \$230,050 \$431,550 \$107,888 ross Change 14.16% nge in Gross Revenue Pe 2004 \$530,412 \$600,947 \$51,112,975 \$3,046,635 \$761,659 ross Change	\$126,950 \$213,150 \$176,475 \$228,737 \$745,312 \$186,328 \$313,762 16.31% Headcount er Employee 2005 \$919,850 \$1,194,763 \$1,101,875 \$1,352,360 \$4,568,848 \$1,142,212 \$1,522,213 49.96% Headcount	\$195,150 \$234,350 \$250,750 \$349,500 \$1,029,750 \$257,438 \$284,438 \$17.76% 4.17 \$246,942 2006 \$1,104,000 \$1,408,113 \$1,487,825 \$1,798,114 \$5,798,914 \$5,798,914 \$5,798,914 \$1,49,513 \$1,229,204 26,90% 24,34	\$230,750 \$321,200 \$255,918 \$338,700 \$1,146,568 \$286,642 \$116,818 19.96% 11.34% 4.88 \$234,952 2007 \$1,427,975 \$1,659,147 \$1,370,926 \$1,286,413 \$5,744,461 \$1,436,115 -\$53,591 -0.92% 26.16	\$327,550 \$375,335 \$350,950 \$511,699 \$1,565,534 \$391,384 \$418,966 24.85% 6.63 \$236,129 Rollin 2008 \$1,340,325 \$1,466,825 \$1,466,825 \$1,466,825 \$1,45,261 \$6,301,061 \$1,575,265 \$556,600 9.69% 27.90 \$225,844	\$424,000 \$401,950 \$421,350 \$555,200 \$1,802,500 \$450,625 \$236,966 24.83% 15.14% 7.52 \$239,694 g 4Q change 2009 \$1,809,589 \$1,669,543 \$1,769,911 \$2,011,146 \$7,260,189 \$1,815,047 \$959,128 15.22% 33.96 \$213,786 g 4Q change	\$516,890 \$516,314 \$434,450 \$525,025 \$1,992,679 \$498,170 \$190,179 26.31% 10.35 \$193,276 Revent through 3Q 2010 \$2,046,217 \$1,755,519 \$1,802,135 \$1,970,050 \$7,573,921 \$1,893,480 \$313,732 4.32% 41.65 \$181,847	\$447,650 \$486,510 \$495,648 \$472,105 \$1,901,913 \$475,478 -\$90,766 24.97% 10.00 \$190,191 the Per Share \$1,954,833 2011 \$1,808,466 \$1,826,022 \$1,933,736 \$2,049,035 \$7,617,259 \$1,904,315 \$43,338 0.57% 43.42	\$507,542 \$442,110 \$447,913 \$500,000 \$1,897,565 \$474,391 -\$4,348 21.03% 10.50 \$180,720 \$51,286 \$1,869,670 2012 \$2,045,786 \$2,249,958 \$2,245,344 \$2,275,000 \$9,025,088 \$2,256,272 \$1,407,829 18.48% 51.71 \$174,538	Gross \$59,892 -\$44,400 -\$47,735 \$27,895 -\$4,348 3 Year Avg 1.92% -\$85,163 Ch Gross \$237,320 \$423,936 \$225,965 \$1,407,829 3 Year Avg 7.79%	% 13.38% -9.13% -9.63% 5.91% -0.23% 5 Year Avg 11.49% 3 -4.36% ange % 13.12% 23.22% 26.92% 11.03% 18.48% 5 Year Avg 9.66%	Per Head \$49,516 7 Year Avg 15.28% Revenue Per Head \$43,069 7 Year Avg 10.61%	\$198,065

NPV A	ADVISORS GROS	S PROFIT								Cha	inge	Employee
Chica	ago	2005	2006	2007	2008	2009	2010	2011	2012	Gross	%	Cost
	1Q		\$414,099	\$478,996	\$319,743	\$467,921	\$489,075	\$356,292	\$412,760	\$56,468	15.85%	44.26%
	2Q	\$521,593	\$564,994	\$544,288	\$410,408	\$389,904	\$362,888	\$372,565	\$456,754	\$84,189	22.60%	44.62%
	3Q	\$360,907	\$497,733	\$339,539	\$309,529	\$392,203	\$374,778	\$366,049	\$585,164	\$219,115	59.86%	36.27%
	4Q	\$603,579	\$685,447	\$251,360	\$368,478	\$376,251	\$324,464	\$427,271	\$497,910	\$70,639	16.53%	41.42%
		\$1,951,416		\$1,614,183				\$1,522,177		\$430.411	28.28%	41.42% 2012
Ou	arterly Average	\$487,854	\$540,568	\$403,546	\$352,040	\$406,570	\$387,801	\$380,544	\$488,147	ψ .50, .11	20.2070	42.91% 2011
~-	Gross Change		\$210,857	-\$548,090	-\$206,025	\$218,121	-\$75,074	-\$29,028	\$430,411			39.21% 2010
Percentage of	Company Total	58.82%	55.41%	44.54%	36.79%	36.75%	34.78%	35.50%		3 Year Avg	5 Year Avg	39.21% 2009
Annual % Change			10.81%	-25.35%	-12.76%	15.49%	-4.62%	-1.87%	28.28%	7.26%	4.90%	38.68% 2008
Annual 70 Change	c 0.055 o		10.01/0		3rd Quarter (712070	413070	37.74% 2007
					ora Quarter v	Change	-\$183,622	-11.45%	32.59%			37.7470 2007
	De	r Employee	\$160,168	\$128,008	\$124,947	\$111,849	\$97,438	\$87,582	\$93,444			
		Linpioyee	7100,100	7120,000	Ş12 4 ,547	7111,043	ψ <i>51</i> ,430	707,302	<i>үээ,</i> ттт			
										Cha	inge	Employee
Califo	ornia	2005	2006	2007	2008	2009	2010	2011	2012	Gross	sc %	Cost
Came	1Q	\$107,655	\$171,402	\$278,735	\$275,169	\$380,328	\$420,576	\$407,795	\$423,582	\$15,787	3.87%	46.90%
	2Q			\$345,813							43.33%	
	2Q 3Q	\$189,762 \$266,402	\$218,272 \$294,215	\$345,813	\$360,099 \$353,513	\$390,245 \$457,901	\$334,398 \$453,984	\$365,320 \$390,682	\$523,601 \$606,669	\$158,281 \$215,987	43.33% 55.28%	46.74% 44.26%
	-											
	4Q	\$224,805	\$312,659	\$292,197	\$419,380	\$452,951	\$474,961	\$453,998	\$500,948	\$46,950	10.34%	45.84%
0	Total	\$788,624	\$996,548	\$1,209,447	1 1			\$1,617,795	1 1	\$437,005	27.01%	45.84% 2012
Qu	arterly Average	\$197,156	\$249,137	\$302,362	\$352,040	\$420,356	\$420,980	\$404,449	\$513,700			46.94% 2011
	Gross Change	\$788,624	\$207,924	\$212,899	\$198,714	\$273,264	\$2,494	-\$66,124	\$437,005			39.21% 2010
_	f Company Total	23.77%	25.54%	33.37%	36.79%	38.00%	37.76%	37.73%		3 Year Avg	•	39.21% 2009
Annual % Change	e in Gross Profit		26.37%	21.36%	16.43%	19.41%	0.15%	-3.93%	27.01%	7.74%	11.81%	38.68% 2008
					3rd Quarter (37.74% 2007
						Change	-\$23,151	-1.39%	22.52%			
	Pe	er Employee	\$149,407	\$139,498	\$140,816	\$141,296	\$109,204	\$96,470	\$101,159			
										CI-		Faradaya -
Atlan	ata.	2005	2006	2007	2008	2000	2010	2011	2012		inge «	Employee
Atlan		2005	2006	2007	2008	2009	2010	2011	2012	Gross	%	Cost
Atlan	1Q	\$104,656	\$150,351	\$147,556	\$219,336	\$266,488	\$318,845	\$275,154	\$314,606	Gross \$39,452	% 14.34%	Cost 38.01%
Atlan	1Q 2Q	\$104,656 \$171,139	\$150,351 \$167,662	\$147,556 \$230,542	\$219,336 \$253,324	\$266,488 \$249,923	\$318,845 \$314,734	\$275,154 \$292,821	\$314,606 \$247,276	Gross \$39,452 -\$45,545	% 14.34% -15.55%	Cost 38.01% 44.07%
Atlan	1Q 2Q 3Q	\$104,656 \$171,139 \$136,974	\$150,351 \$167,662 \$168,745	\$147,556 \$230,542 \$184,525	\$219,336 \$253,324 \$226,374	\$266,488 \$249,923 \$259,615	\$318,845 \$314,734 \$276,453	\$275,154 \$292,821 \$309,001	\$314,606 \$247,276 \$219,996	\$39,452 -\$45,545 -\$89,005	% 14.34% -15.55% -28.80%	Cost 38.01% 44.07% 50.88%
Atlan	1Q 2Q 3Q 4Q	\$104,656 \$171,139 \$136,974 \$164,894	\$150,351 \$167,662 \$168,745 \$256,602	\$147,556 \$230,542 \$184,525 \$237,926	\$219,336 \$253,324 \$226,374 \$312,291	\$266,488 \$249,923 \$259,615 \$341,089	\$318,845 \$314,734 \$276,453 \$314,385	\$275,154 \$292,821 \$309,001 \$271,306	\$314,606 \$247,276 \$219,996 \$279,729	Gross \$39,452 -\$45,545 -\$89,005 \$8,423	% 14.34% -15.55% -28.80% 3.10%	Cost 38.01% 44.07% 50.88% 44.05%
	1Q 2Q 3Q 4Q Total	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607	\$39,452 -\$45,545 -\$89,005	% 14.34% -15.55% -28.80%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012
	1Q 2Q 3Q 4Q Total uarterly Average	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402	Gross \$39,452 -\$45,545 -\$89,005 \$8,423	% 14.34% -15.55% -28.80% 3.10%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011
Qu	1Q 2Q 3Q 4Q Total aarterly Average Gross Change	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 - \$76,135	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 - \$86,675	Gross \$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675	% 14.34% -15.55% -28.80% 3.10% -7.55%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2010
Qu Percentage of	1Q 2Q 3Q 4Q Total Jarterly Average Gross Change F Company Total	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41%	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05%	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09%	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42%	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25%	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46%	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78%	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94%	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675	% 14.34% -15.55% -28.80% 3.10% -7.55%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2009
Qu	1Q 2Q 3Q 4Q Total Jarterly Average Gross Change F Company Total	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41%	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69%	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33%	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46%	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61%	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22%	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55%	Gross \$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675	% 14.34% -15.55% -28.80% 3.10% -7.55%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008
Qu Percentage of	1Q 2Q 3Q 4Q Total Jarterly Average Gross Change F Company Total	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41%	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05%	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69%	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42%	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675	% 14.34% -15.55% -28.80% 3.10% -7.55%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2009
Qu Percentage of	1Q 2Q 3Q 4Q Total Jarterly Average Gross Change f Company Total e in Gross Profit	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41%	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68%	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69%	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78%	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60%	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675	% 14.34% -15.55% -28.80% 3.10% -7.55%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008
Qu Percentage of	1Q 2Q 3Q 4Q Total Jarterly Average Gross Change f Company Total e in Gross Profit	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41%	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05%	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69%	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33%	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675	% 14.34% -15.55% -28.80% 3.10% -7.55%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008
Qu Percentage of	1Q 2Q 3Q 4Q Total Jarterly Average Gross Change f Company Total e in Gross Profit	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41%	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68%	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69%	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78%	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60%	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg -1.39%	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2010 39.21% 2009 38.68% 2008 37.74% 2007
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total Jarterly Average Gross Change f Company Total e in Gross Profit	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41%	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68%	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69%	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 %	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2000 39.21% 2009 38.68% 2008 37.74% 2007
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total sarterly Average Gross Change f Company Total e in Gross Profit Pe	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69%	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 %	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total sarterly Average Gross Change f Company Total e in Gross Profit Pe Company Total 1Q	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter 0 \$152,538	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105	Gross \$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74%
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total sarterly Average Gross Change f Company Total e in Gross Profit Pe Company Total 1Q 2Q	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter 0 \$152,538 2008 \$814,248 \$1,023,831	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241 \$1,030,706	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Characteristic	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% ange % 10.75% 19.11%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2010 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 45.44%
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total sarterly Average Gross Change f Company Total e in Gross Profit Pe Company Total 1Q 2Q 3Q	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494 \$764,283	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264 2006 \$735,852 \$950,928 \$960,693	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047 2007 \$905,287 \$1,120,643 \$816,766	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538 2008 \$814,248 \$1,023,831 \$889,416	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072 \$1,109,719	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020 \$1,105,215	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241 \$1,030,706 \$1,065,732	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -11.60% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631 \$1,411,829	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha Gross \$111,707 \$196,925 \$346,097	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% 10.75% 19.11% 32.48%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2010 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 45.44% 42.48%
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total sarterly Average Gross Change f Company Total e in Gross Profit Pe Company Total 1Q 2Q 3Q 4Q	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494 \$764,283 \$993,278	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264 2006 \$735,852 \$950,928 \$960,693 \$1,254,708	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047 2007 \$905,287 \$1,120,643 \$816,766 \$781,483	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538 2008 \$814,248 \$1,023,831 \$889,416 \$1,100,149	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072 \$1,109,719 \$1,170,291	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020 \$1,105,215 \$1,113,810	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241 \$1,030,706 \$1,065,732 \$1,152,575	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631 \$1,411,829 \$1,278,586	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha Gross \$111,707 \$196,925 \$346,097 \$126,011	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% 10.75% 19.11% 32.48% 10.93%	Cost 38.01% 44.07% 50.88% 44.05% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 45.44% 42.48% 43.80%
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total larterly Average Gross Change f Company Total e in Gross Profit Pe Company Total 1Q 2Q 3Q 4Q Total	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494 \$764,283 \$993,278 \$3,317,703	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264 2006 \$735,852 \$950,928 \$960,693 \$1,254,708 \$3,902,181	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047 2007 \$905,287 \$1,120,643 \$816,766 \$781,483 \$3,624,179	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538 2008 \$814,248 \$1,023,831 \$889,416 \$1,100,149 \$3,827,644	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072 \$1,109,719 \$1,170,291 \$4,424,819	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020 \$1,105,215 \$1,113,810 \$4,459,541	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241 \$1,030,706 \$1,065,732 \$1,152,575 \$4,288,254	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631 \$1,411,829 \$1,278,586 \$5,068,994	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha Gross \$111,707 \$196,925 \$346,097	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% 10.75% 19.11% 32.48%	Cost 38.01% 44.07% 50.88% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 45.44% 42.48% 43.80% 43.83% 2012
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total larterly Average Gross Change if Company Total e in Gross Profit Pe Company Total 1Q 2Q 3Q 4Q Total larterly Average	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494 \$764,283 \$993,278 \$3,317,703 \$829,426	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264 2006 \$735,852 \$950,928 \$960,693 \$1,254,708 \$3,902,181 \$975,545	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047 2007 \$905,287 \$1,120,643 \$816,766 \$781,483 \$3,624,179 \$906,045	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538 2008 \$814,248 \$1,023,831 \$889,416 \$1,100,149 \$3,827,644 \$956,911	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072 \$1,109,719 \$1,170,291 \$4,424,819 \$1,106,205	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020 \$1,105,215 \$1,113,810 \$4,459,541 \$1,114,885	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241 \$1,030,706 \$1,065,732 \$1,152,575 \$4,288,254 \$1,072,064	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631 \$1,411,829 \$1,278,586 \$5,068,994 \$1,267,248	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha Gross \$111,707 \$196,925 \$346,097 \$126,011	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% 10.75% 19.11% 32.48% 10.93%	Cost 38.01% 44.07% 50.88% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 45.44% 42.48% 43.80% 43.83% 2012 43.70% 2011
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total larterly Average Gross Change if Company Total 2Q 3Q 4Q Total 11Q 2Q 3Q 4Q Total larterly Average Gross Change	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494 \$764,283 \$993,278 \$3,317,703 \$829,426 \$3,317,703	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264 2006 \$735,852 \$950,928 \$960,693 \$1,254,708 \$3,902,181 \$975,545 \$584,478	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047 2007 \$905,287 \$1,120,643 \$816,766 \$781,483 \$3,624,179 \$906,045 -\$278,002	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538 2008 \$814,248 \$1,023,831 \$889,416 \$1,100,149 \$3,827,644 \$956,911 \$203,465	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072 \$1,109,719 \$1,170,291 \$4,424,819 \$1,106,205 \$597,175	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020 \$1,105,215 \$1,113,810 \$4,459,541 \$1,114,885 \$34,722	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241 \$1,030,706 \$1,065,732 \$1,152,575 \$4,288,254 \$1,072,064 -\$171,287	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631 \$1,411,829 \$1,27,631 \$1,411,829 \$1,276,586 \$5,068,994 \$1,267,248 \$780,740	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha Gross \$111,707 \$196,925 \$346,097 \$126,011	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% 10.75% 19.11% 32.48% 10.93%	Cost 38.01% 44.07% 50.88% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 45.44% 42.48% 43.80% 43.83% 2012 43.70% 2011 39.21% 2010
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total larterly Average Gross Change if Company Total 2Q 3Q 4Q Total 11Q 2Q 3Q 4Q Total larterly Average Gross Change	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494 \$764,283 \$993,278 \$3,317,703 \$829,426	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264 2006 \$735,852 \$950,928 \$960,693 \$1,254,708 \$3,902,181 \$975,545	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047 2007 \$905,287 \$1,120,643 \$816,766 \$781,483 \$3,624,179 \$906,045	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538 2008 \$814,248 \$1,023,831 \$889,416 \$1,100,149 \$3,827,644 \$956,911 \$203,465	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072 \$1,109,719 \$1,170,291 \$4,424,819 \$1,106,205	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020 \$1,105,215 \$1,113,810 \$4,459,541 \$1,114,885 \$34,722	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241 \$1,030,706 \$1,065,732 \$1,152,575 \$4,288,254 \$1,072,064 -\$171,287	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631 \$1,411,829 \$1,278,586 \$5,068,994 \$1,267,248	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha Gross \$111,707 \$196,925 \$346,097 \$126,011 \$780,740	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% 10.75% 19.11% 32.48% 10.93% 18.21%	Cost 38.01% 44.07% 50.88% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 42.48% 43.80% 43.83% 2012 43.70% 2011 39.21% 2009
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total larterly Average Gross Change f Company Total e in Gross Profit Pe Company Total 1Q 2Q 3Q 4Q Total larterly Average Gross Change	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494 \$764,283 \$993,278 \$3,317,703 \$829,426 \$3,317,703 er Employee	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264 2006 \$735,852 \$950,928 \$960,693 \$1,254,708 \$3,902,181 \$975,545 \$584,478 \$160,320	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047 2007 \$905,287 \$1,120,643 \$816,766 \$781,483 \$3,624,179 \$906,045 -\$278,002 \$138,539	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538 2008 \$814,248 \$1,023,831 \$889,416 \$1,100,149 \$3,827,644 \$956,911 \$203,465 \$137,192	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072 \$1,109,719 \$4,170,291 \$4,424,819 \$1,106,205 \$597,175 \$130,295	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020 \$1,105,215 \$1,113,810 \$4,459,541 \$1,114,885 \$34,722 \$107,072	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241 \$1,030,706 \$1,065,732 \$1,152,575 \$4,288,254 \$1,072,064 -\$171,287 \$98,762	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631 \$1,411,829 \$1,278,586 \$5,068,994 \$1,267,248 \$780,740 \$98,031	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha Gross \$111,707 \$196,925 \$346,097 \$126,011 \$780,740	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% 10.75% 19.11% 32.48% 10.93% 18.21%	Cost 38.01% 44.07% 50.88% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 42.48% 43.80% 43.83% 2012 43.70% 2011 39.21% 2009 38.68% 2009 38.68% 2008
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total larterly Average Gross Change f Company Total e in Gross Profit Pe Company Total 1Q 2Q 3Q 4Q Total larterly Average Gross Change	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494 \$764,283 \$993,278 \$3,317,703 \$829,426 \$3,317,703 er Employee	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264 2006 \$735,852 \$950,928 \$960,693 \$1,254,708 \$3,902,181 \$975,545 \$584,478	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047 2007 \$905,287 \$1,120,643 \$816,766 \$781,483 \$3,624,179 \$906,045 -\$278,002 \$138,539	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538 2008 \$814,248 \$1,023,831 \$889,416 \$1,100,149 \$3,827,644 \$956,911 \$203,465 \$137,192	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072 \$1,109,719 \$4,424,819 \$1,106,205 \$597,175 \$130,295	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020 \$1,105,215 \$1,113,810 \$4,459,541 \$1,114,885 \$34,722 \$107,072	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631 \$1,411,829 \$1,27,631 \$1,411,829 \$1,27,631 \$1,27,631 \$1,27,248 \$780,740 \$98,031 18.21%	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha Gross \$111,707 \$196,925 \$346,097 \$126,011 \$780,740	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% 10.75% 19.11% 32.48% 10.93% 18.21%	Cost 38.01% 44.07% 50.88% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 42.48% 43.80% 43.83% 2012 43.70% 2011 39.21% 2009
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total larterly Average Gross Change f Company Total e in Gross Profit Pe Company Total 1Q 2Q 3Q 4Q Total larterly Average Gross Change	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494 \$764,283 \$993,278 \$3,317,703 \$829,426 \$3,317,703 er Employee	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264 2006 \$735,852 \$950,928 \$960,693 \$1,254,708 \$3,902,181 \$975,545 \$584,478 \$160,320	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047 2007 \$905,287 \$1,120,643 \$816,766 \$781,483 \$3,624,179 \$906,045 -\$278,002 \$138,539	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538 2008 \$814,248 \$1,023,831 \$889,416 \$1,100,149 \$3,827,644 \$956,911 \$203,465 \$137,192	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072 \$1,109,719 \$4,424,819 \$1,106,205 \$597,175 \$130,295	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020 \$1,105,215 \$1,113,810 \$4,459,541 \$1,114,885 \$34,722 \$107,072	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631 \$1,411,829 \$1,27,631 \$1,411,829 \$1,27,631 \$1,27,248 \$780,740 \$98,031 18.21% \$4,942,983	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha Gross \$111,707 \$196,925 \$346,097 \$126,011 \$780,740	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% 10.75% 19.11% 32.48% 10.93% 18.21%	Cost 38.01% 44.07% 50.88% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 42.48% 43.80% 43.83% 2012 43.70% 2011 39.21% 2009 38.68% 2009 38.68% 2008
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total larterly Average Gross Change f Company Total e in Gross Profit Pe Company Total 1Q 2Q 3Q 4Q Total larterly Average Gross Change	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494 \$764,283 \$993,278 \$3,317,703 \$829,426 \$3,317,703 er Employee	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264 2006 \$735,852 \$950,928 \$960,693 \$1,254,708 \$3,902,181 \$975,545 \$584,478 \$160,320	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047 2007 \$905,287 \$1,120,643 \$816,766 \$781,483 \$3,624,179 \$906,045 -\$278,002 \$138,539	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538 2008 \$814,248 \$1,023,831 \$889,416 \$1,100,149 \$3,827,644 \$956,911 \$203,465 \$137,192	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072 \$1,109,719 \$4,424,819 \$1,106,205 \$597,175 \$130,295	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020 \$1,105,215 \$1,113,810 \$4,459,541 \$1,114,885 \$34,722 \$107,072 0.78% \$4,516,022 G	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631 \$1,411,829 \$1,278,586 \$5,068,994 \$1,267,248 \$780,740 \$98,031 18.21% \$4,942,983 \$693,494	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha Gross \$111,707 \$196,925 \$346,097 \$126,011 \$780,740	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% 10.75% 19.11% 32.48% 10.93% 18.21%	Cost 38.01% 44.07% 50.88% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 42.48% 43.80% 43.83% 2012 43.70% 2011 39.21% 2009 38.68% 2009 38.68% 2008
Qu Percentage of Annual % Change	1Q 2Q 3Q 4Q Total larterly Average Gross Change f Company Total e in Gross Profit Pe Company Total 1Q 2Q 3Q 4Q Total larterly Average Gross Change	\$104,656 \$171,139 \$136,974 \$164,894 \$577,663 \$144,416 \$577,663 17.41% er Employee 2005 \$677,648 \$882,494 \$764,283 \$993,278 \$3,317,703 \$829,426 \$3,317,703 er Employee	\$150,351 \$167,662 \$168,745 \$256,602 \$743,360 \$185,840 \$165,697 19.05% 28.68% \$178,264 2006 \$735,852 \$950,928 \$960,693 \$1,254,708 \$3,902,181 \$975,545 \$584,478 \$160,320	\$147,556 \$230,542 \$184,525 \$237,926 \$800,549 \$200,137 \$57,189 22.09% 7.69% \$164,047 2007 \$905,287 \$1,120,643 \$816,766 \$781,483 \$3,624,179 \$906,045 -\$278,002 \$138,539	\$219,336 \$253,324 \$226,374 \$312,291 \$1,011,325 \$252,831 \$210,776 26.42% 26.33% 3rd Quarter (\$152,538 2008 \$814,248 \$1,023,831 \$889,416 \$1,100,149 \$3,827,644 \$956,911 \$203,465 \$137,192	\$266,488 \$249,923 \$259,615 \$341,089 \$1,117,115 \$279,279 \$105,790 25.25% 10.46% Comparison Change \$148,553 2009 \$1,114,737 \$1,030,072 \$1,109,719 \$4,424,819 \$1,106,205 \$597,175 \$130,295	\$318,845 \$314,734 \$276,453 \$314,385 \$1,224,417 \$306,104 \$107,302 27.46% 9.61% \$1,251,121 -\$59,760 \$118,760 2010 \$1,228,496 \$1,012,020 \$1,105,215 \$1,113,810 \$4,459,541 \$1,114,885 \$34,722 \$107,072 0.78% \$4,516,022 G	\$275,154 \$292,821 \$309,001 \$271,306 \$1,148,282 \$287,071 -\$76,135 26.78% -6.22% \$1,191,361 -4.78% \$114,828 2011 \$1,039,241 \$1,039,241 \$1,039,706 \$1,065,732 \$1,152,575 \$4,288,254 \$1,072,064 -\$171,287 \$98,762 -3.84% \$4,249,489	\$314,606 \$247,276 \$219,996 \$279,729 \$1,061,607 \$265,402 -\$86,675 20.94% -7.55% \$1,053,184 -11.60% \$101,105 2012 \$1,150,948 \$1,227,631 \$1,411,829 \$1,27,631 \$1,411,829 \$1,27,631 \$1,27,248 \$780,740 \$98,031 18.21% \$4,942,983	\$39,452 -\$45,545 -\$89,005 \$8,423 -\$86,675 3 Year Avg - 1.39 % Cha Gross \$111,707 \$196,925 \$346,097 \$126,011 \$780,740	% 14.34% -15.55% -28.80% 3.10% -7.55% 5 Year Avg 6.53% 10.75% 19.11% 32.48% 10.93% 18.21%	Cost 38.01% 44.07% 50.88% 44.05% 2012 39.62% 2011 39.21% 2009 38.68% 2008 37.74% 2007 Employee Cost 43.74% 42.48% 43.80% 43.83% 2012 43.70% 2011 39.21% 2009 38.68% 2008

Chicago																	
cincugo	January	February	March	1Q	April	May	June	2Q	July	August	September	3Q	October	November	December	4Q	Full Year
David Walden	1	1	1		1	1	1		1	1			1				
Heidi Thatcher	1	1	1		1	1	1		1	1			1				
Rosalynn Thatcher John Grochowiak	1	1	1		1	1 1	1		0.50	0.50 1			0.50 1				
Andrea	-	-	-		-	-	-		_	-	-		-	-			
Seamus King	1	1	1		1	1	1		1	1	1		1	1	. 1		
Melissa Loya	0.5	0.5	0.5		0.5	0.5	0.5		0.5								
Ardelle	0.5	0.5	0.5		0.5	0.5	0.5		0.5	0.5			0.5				
Keith Solomon, MAI	1	1	1		1	1	1		1				1				
Liz Burke	1	1	1		1	1	1		1				1				
Mary Sparrow	1	1	1		1	1	1		1	1	1		1	1	. 1		
Shafeen Lorenzo	0	1	1		1	1	1		1	1	1		1	1	. 1		
Cole Davis	0	0	0.5		1	1	1		1	1			1				
Jack Richie	0	0	0.25		1	1	1		1				1				
David Federoff	1	1	1		0.25												
Carmen Rivera	0	0	0		1	1	1		1	1	1		1	1	. 1		
Ross Weijer	0	0	0		0.75	1	1		1	1	1		1	1	. 1		
Ryan W. Smith											0.5		1	1	. 1		
Kelly Walden																	
Robert Wilette	1	1	1		1	1	1		1								
Elyse Krause	1 1	1	1		1 1	1	1		1				1				
Phillip Forbes Pedro Jimenez	1	1	1		1	1 1	1		1				1				
Ann Fortner	1	1	1		1	1	1		1	1			1				
Jim Kafas	-	-	-		-	-			-	-	-		-	-	-		
John Wrzesinski, MAI	1	1	1		1	1	1		1	1	1		1	1	. 1		
Mike Gathman	1	1	1		1	1	1		1	1	1		1	1	. 1		
Dean Hobart	1	1	1		1	1	1		1	1	1		1	1	. 1		
Chicago Total	18.0	20.0	19.8	19.25	22.0	22.0	22.0	22.00	21.5	21.0	21.5	21.33	21.0			21.00	20.90
														ross Change			
West Coast													Percen	tage Change	16.67%		
Keith Strohl, MAI	1	1	1		1	1	1		1	1	1		1	1	. 1		
Susan Kim	0.25	0.25	0.25		0.25	0.25	0.25		_	_	_		_	_	_		
Adam Harrison, MAI	1	1	1		1	1	1		1	1	1		1	1	. 1		
Paul Heydweiller	1	1	1		1	1	1		1	1	1		1	1	. 1		
Molly Hartsock	1	1	1		1	1	1		1	1	1		1	1	. 1		
Paul Hartsock											1		1	1	. 1		
Diana Lin	1	1	1		1	1	1		1	1			1				
Edward Castillo, MAI	1	1	1		1	1	1		1				1				
Eric Chan	1 0.5	1 0.5	1 0.5		1 0.5	1 0.5	1 0.5		1	1 0.5			1	1	. 1		
Jennifer Gubler Angie Tzou	0.5	0.5	0.5		0.5	0.5	0.5		0.5	0.5			1	1	. 1		
Nick Nowak	1	1	1		1	1	1		1	1			1				
Dylan Hoyes	0	0	0		0	0	0		1				1				
Robert Wilette	0	0	0		0	0	0		0				1				
New Hire Research													1				
Julie Holman	0.75	0.75	0.75		1	1	1.00		1.00	1.00	1.00		1	1	. 1		
Jay Haws	0.5	0.5	0.5		0.5	0.5	0.5		0.5	0.5	0.5						
Michael Porter, MAI	1	1	1		1	1	1		1	1			0.5	0.5	0.50		
Christine Porter	1	1	1		1	1	1		1								
Greg Hueners	0	0	0		0.50	1	1		1	1	1		1				
Brandon Pyle Jordan Crews	0	0	0		1 1	1 1	1		1				1				
Fric Altman	1	1	1		1	1	1		1				1				
Ching-Ting Wang	1	1	1		1	1	1		1				1				
Neil Clark, MAI	1	1	1		1	1	1		1				1				
Brian Park	1	1	1		1	1	0.50										
Eric Pfeiffer	1	1	1		1	1	1		1	1	1		1	1	. 1		
Total	18.00	18.00	18.00	18.00	20.8	21.3	20.8	20.92	21.0	20.5	21.0	20.83	21.5	21.5	21.5	21.50	20.31
														ross Change			
Adlanta													Percent	tage Change	19.44%		
Atlanta Rechy Carr. MAI	1	1	1		1	1	1		1	1	1		1	1	. 1		
Becky Carr, MAI Trey Walton	1	1	1		1	1	1		1				1				
Evan Fears	1		1		1	1	1		1				1				
Jim Mock, MAI	1	1	1		1	1	1		1				1				
Alisa Mock	1	-	1		_	_	1		1	1	1		1	1	1		
Stephen Cheng	1	1	1		1	1	1		1	1	1		1	1	. 1		
Keith Pierce					0	1	1		1				1				
New Hire																	
Evan Pape	1	1	1		1	1	1		1	1	1		1	1	. 1		
Clarenace Williams	0.25		0.25		0.25	0.25	0.25		0.25				0.25				
Kristen Manners	1	1	1		1	1	1		1				1				
Don Perry	1	1	1		1	1	1		1		1		1	1	. 1		
Tripp Reed	1	1	1		1	1	1		1								
Melissa Zevallos	1	1	1		1	1	1		1				1				
Total	10.3	10.3	10.3	10.3	10.3	11.3	11.3	10.9	11.3	10.3	10.3	10.6	10.3			10.3	10.50
													-	ross Change	0.0		

46.25 48.25 52.75 52.75 51.71

Company Total