

	JAN 2011	JAN 2010	VAR	% VAR	YTD 2011	YTD 2010	VAR	% VAR	JAN 2011 rev	JAN 2010 rev	VAR	% VAR	YTD 2011 rev	YTD 2010 rev	VAR	% VAR
AGRICULTURE Total	1,263.61	1,259.82	3.79	0.30%	1,263.61	1,259.82	3.79	0.30%	\$ 21,989,582	\$ 21,096,065	\$ 893,517	4.24%	\$ 21,989,582	\$ 21,096,065	\$ 893,517	4.24%
ARCHITECTURE, DESIGN, LIGHTING Total	1,034.75	1,017.13	17.62	1.73%	1,034.75	1,017.13	17.62	1.73%	\$ 13,743,049	\$ 13,072,749	\$ 670,300	5.13%	\$ 13,739,755	\$ 13,072,843	\$ 666,912	5.10%
AUTOMOTIVE Total	2,459.21	1,910.04	549.17	28.75%	2,459.21	1,910.04	549.17	28.75%	\$ 23,991,172	\$ 19,770,006	\$ 4,221,166	21.35%	\$ 23,985,422	\$ 19,770,148	\$ 4,215,274	21.32%
AVIATION, AEROSPACE & MILITARY Total	743.83	690.03	53.80	7.80%	743.83	690.03	53.80	7.80%	\$ 9,913,451	\$ 10,040,080	\$ -126,629	-1.26%	\$ 9,911,273	\$ 10,040,152	\$ -128,880	-1.28%
BANKING, FINANCIAL, INSURANCE Total	1,753.57	1,671.76	81.81	4.89%	1,753.57	1,671.76	81.81	4.89%	\$ 25,208,577	\$ 23,770,486	\$ 1,438,091	6.05%	\$ 25,202,534	\$ 23,770,657	\$ 1,431,878	6.02%
BUILDING, ENGINEERING, CONSTRUCTION Total	3,096.65	3,261.63	(164.98)	-5.06%	3,096.65	3,261.63	(164.98)	-5.06%	\$ 35,845,195	\$ 36,745,342	\$ -900,147	-2.45%	\$ 35,921,190	\$ 36,745,606	\$ -824,416	-2.24%
BUSINESS, ADVERTISING & MARKETING Total	1,292.20	1,276.40	15.80	1.24%	1,292.20	1,276.40	15.80	1.24%	\$ 55,057,642	\$ 37,878,371	\$ 17,179,272	45.35%	\$ 55,044,445	\$ 37,878,643	\$ 17,165,803	45.32%
COMPUTING, SOFTWARE, TELECOMM Total	921.26	969.80	(48.54)	-5.01%	921.26	969.80	(48.54)	-5.01%	\$ 28,924,758	\$ 27,969,356	\$ 955,403	3.42%	\$ 28,917,826	\$ 27,969,557	\$ 948,269	3.39%
ELECTRONIC ENGINEERING Total	861.84	865.10	(3.26)	-0.38%	861.84	865.10	(3.26)	-0.38%	\$ 13,935,527	\$ 13,691,777	\$ 243,750	1.78%	\$ 13,932,186	\$ 13,691,875	\$ 240,311	1.76%
GOVERNMENT (LOCAL, STATE, FEDERAL) Total	1,586.40	1,493.98	92.42	6.19%	1,637.29	1,493.98	143.31	9.59%	\$ 16,889,049	\$ 18,337,372	\$ -1,448,323	-7.90%	\$ 17,574,086	\$ 18,337,504	\$ -763,417	-4.16%
HEALTHCARE Total	9,806.40	11,249.47	(1,443.07)	-12.83%	9,806.40	11,249.47	(1,443.07)	-12.83%	\$ 83,044,037	\$ 92,195,651	\$ -9,151,614	-9.93%	\$ 83,024,132	\$ 92,196,314	\$ -9,172,182	-9.95%
MFG, PROCESSING Total	5,200.23	5,111.77	88.46	1.73%	5,200.23	5,111.77	88.46	1.73%	\$ 53,264,852	\$ 53,345,446	\$ -80,594	-0.15%	\$ 53,252,085	\$ 53,345,829	\$ -93,744	-0.18%
MISCELLANEOUS Total	1,132.33	1,206.64	(74.31)	-6.16%	1,132.33	1,206.64	(74.31)	-6.16%	\$ 7,953,745	\$ 7,354,214	\$ 599,532	8.15%	\$ 7,951,839	\$ 7,354,267	\$ 597,572	8.13%
MOVIES, RADIO, TV & VIDEO Total	1,721.68	1,675.49	46.19	2.76%	1,721.68	1,675.49	46.19	2.76%	\$ 27,885,736	\$ 25,388,175	\$ 2,497,561	9.84%	\$ 27,879,052	\$ 25,388,358	\$ 2,490,694	9.81%
PHARMACEUTICALS Total	738.89	809.30	(70.41)	-8.70%	738.89	809.30	(70.41)	-8.70%	\$ 9,648,513	\$ 10,191,574	\$ -543,061	-5.33%	\$ 9,646,200	\$ 10,191,647	\$ -545,447	-5.35%
PROFESSIONAL SERVICES Total	3,463.99	3,448.09	15.90	0.46%	3,463.99	3,448.09	15.90	0.46%	\$ 41,277,688	\$ 39,403,708	\$ 1,873,979	4.76%	\$ 41,267,794	\$ 39,382,103	\$ 1,885,690	4.79%
RESOURCES, ENVIRONMENT, UTILITIES Total	1,919.51	1,768.73	150.78	8.52%	1,919.51	1,768.73	150.78	8.52%	\$ 19,948,971	\$ 17,525,478	\$ 2,423,493	13.83%	\$ 19,944,190	\$ 17,525,604	\$ 2,418,586	13.80%
RESTAURANTS, FOODSERVICE, LODGING, GAMING Total	648.24	752.41	(104.17)	-13.84%	648.24	752.41	(104.17)	-13.84%	\$ 10,148,224	\$ 11,995,474	\$ -1,847,250	-15.40%	\$ 10,145,792	\$ 11,995,560	\$ -1,849,769	-15.42%
RETAIL, SERVICES Total	4,605.48	4,467.66	137.82	3.08%	4,605.48	4,467.66	137.82	3.08%	\$ 46,867,727	\$ 47,520,290	\$ -652,563	-1.37%	\$ 46,856,493	\$ 47,520,632	\$ -664,138	-1.40%
SCIENCE, RESEARCH & DEVELOPMENT Total	615.29	661.56	(46.27)	-6.99%	615.29	661.56	(46.27)	-6.99%	\$ 7,835,688	\$ 8,410,463	\$ -574,775	-6.83%	\$ 7,833,810	\$ 8,410,523	\$ -576,713	-6.86%
TRANSPORTATION, LOGISTICS Total	512.50	434.56	77.94	17.94%	512.50	434.56	77.94	17.94%	\$ 6,143,923	\$ 5,469,304	\$ 674,620	12.33%	\$ 6,142,451	\$ 5,469,343	\$ 673,108	12.31%
TRAVEL, BUSINESS CONVENTIONS & MEETINGS Total	1,025.30	1,130.61	(105.31)	-9.31%	1,025.30	1,130.61	(105.31)	-9.31%	\$ 19,927,332	\$ 20,981,320	\$ -1,053,987	-5.02%	\$ 19,922,556	\$ 20,981,471	\$ -1,058,915	-5.05%
Grand Total	46,403.16	47,131.98	(728.82)	-1.55%	46,454.05	47,131.98	(677.93)	-1.44%	\$ 579,444,439	\$ 562,152,699	\$ 17,291,740	3.08%	\$ 580,084,693	\$ 562,134,699	\$ 17,949,994	3.19%