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| TRI-STATE PRODUCTS |
| Financial Analysis |
|  | 2009 | 2010 | 2011 | 2012 |
| Revenue | $1,450,348 | $1,538,239 | $1,634,235 | $1,523,455 |
| Expenses |  |  |  |  |
|  Facilities | $250,220 | $323,780 | $312,485 | $322,655 |
|  Materials | $93,235 | $102,390 | $87,340 | $115,320 |
|  Payroll | $354,390 | $374,280 | $380,120 | $365,120 |
|  Benefits | $32,340 | $35,039 | $37,345 | $36,545 |
|  Marketing | $29,575 | $28,350 | $30,310 | $31,800 |
|  Transportation | $4,492 | $5,489 | $5,129 | $6,349 |
|  Miscellaneous | $4,075 | $3,976 | $4,788 | $5,120 |
|  Total |  |  |  |  |
| Net Revenue |  |  |  |  |