

EX 1 CONFIDENTIAL

Avenue T
For the Twelve Months Ending March 30, 2013

	MARCH		Y-T-D		BUDGET		BUDGET		LAST YR MAR		LAST Y-T-D		ACTU	
	ACTUAL	ACTU	ACTUAL	ACTU	BUDGET	UNITS	BUDGET	UNITS	ACTUAL	UNITS	ACTUAL	UNITS	ACTUAL	UNITS
Ready-Mix Concrete	126,458	2,405	52.58	52.58					1,953,968	149,711	2,849	52.55	1,653,150	31,679
Shortload	3,341	1.39	0.68	0.68					25,768	1,638	0.64	0.64	10,519	0.82
Standby Labor	1,559	0.65	0.31	0.31					21,504	978	0.34	0.34	9,869	0.31
Paint	7,465	3.11	1.52	1.52					107,433	2,107	0.74	0.74	3,852	0.12
Power	950	0.23	0.23	0.23					4,707	680	0.31	0.31	12,879	0.41
Adhesives	1,342	0.55	0.41	0.41					14,441	476	0.15	0.15	16,762	0.53
Environmental	7,342	3.05	1.12	1.12					83,086	3,078	1.08	1.08	6,577	0.21
Discounts/Allowances	(3)	(0.00)	(0.00)	(0.00)					(24)	0	0.00	0.00	45,085	1.42
Minor Rental	5,646	2.35	0.00	0.00					29,106	0	0.00	0.00	(1,211)	(0.04)
Wdr MerRet/Agg/Steel	148,005	2,405	61.54	61.54					2,217,896	164,984	2,849	57.87	1,760,475	31,679
Total Sales	153,651	2,405	63.89	63.89					2,246,982	187,159	2,849	65.09	1,828,122	31,679
DIRECT COST OF SALES														
Raw Materials	42,071	17.49	0.02	0.02					530,389	45,387	15.93	15.93	491,110	15.90
Comment	39	0.02	0.02	0.02					11,722	251	0.09	0.09	10,344	0.32
Flyash	24,600	10.27	(0.25)	(0.25)					404,143	30,028	10.54	10.54	332,464	10.49
Aggregate(IC)	(599)								71,301	1,871	0.75	0.75	53,108	0.18
Admixure									(1,325)	(749)	(0.28)	(0.28)	(8,088)	(0.29)
Purchase Discounts	66,200	27.53							1,016,159	71,053	27.05	27.05	878,724	27.74
Total Raw Materials	6,253	2.60	0.08	0.08					944	6,855	2.41	2.41	6,716	2.14
Agg Haul (IC)	6,253	2.60	0.08	0.08					88,992	6,855	2.41	2.41	67,716	2.14
Comment Heat (IC)									5,556	451	0.16	0.16	4,708	0.15
Flyash Haul (IC)	6,253	2.60	0.08	0.08					95,491	7,308	2.56	2.56	72,946	2.30
Material Margin	81,197	2,405	33.76	33.76					1,135,341	102,799	2,849	36.08	876,453	31,679
Mfg Batch Exp - Variable	181	0.08							13,875	1,040	0.36	0.36	9,004	0.30
Outside Services (IC)	1,410	0.59							20,079	1,681	0.59	0.59	18,183	0.57
Payroll w/ Burden:	3,463	1.44							37,771	2,840	1.00	1.00	28,559	0.90
Central Dispatch	168	0.07							15,008	684	0.24	0.24	14,257	0.46
Payroll-Wages-BP	1,492	0.62							15,064	467	0.16	0.16	9,068	0.29
Payroll-Wages-M/IC	372	0.15							4,910	268	0.09	0.09	3,541	0.11
Payroll-Wages-OT	380	0.16							4,183	300	0.11	0.11	3,013	0.10
Payroll-Taxes	242	0.10							2,561	159	0.06	0.06	1,238	0.04
Payroll-Ins-Health	7,537	3.13							95,575	6,611	2.32	2.32	74,856	2.36
Payroll-Ins-Work Comp									24,995	325	0.11	0.11	16,350	0.05
Total P/R w/Burden	1,367	0.57							5,748	451	0.16	0.16	4,252	0.14
Rentals-Equipment	3,188	1.33							1,540	751	0.27	0.27	28,755	0.92
Repair-Equipment									18,982	1,050	0.37	0.37	37,720	1.19
Repair-Vehicles	12,273	5.10							24,995	990	0.35	0.35	14,721	0.46
Repair-Supplies									185,890	10,015	3.52	3.52	163,107	5.78
Utilities-Electricity														
Vehicles Fuel														
Total Batch Expenses	24,816	10.32							331,375	23,681	8.31	8.31	277,868	8.77
Delivery Exp - Variable	5,609	2.33							87,450	4,197	1.47	1.47	72,931	2.30
Outside Services (IC)	3,108	1.29							38,712	2,939	1.03	1.03	32,434	1.02
Meals, Entmt, Per Diem	1,743	0.72							19,170	1,604	0.59	0.59	18,822	0.59
Payroll-Wages	1,426	0.58							20,248	1,528	0.47	0.47	14,276	0.45
Payroll-Taxes	137	0.06							925	26	0.01	0.01	251	0.01
Payroll-Ins-Health	36,840	15.32							497,851	33,753	11.85	11.85	416,584	13.15
Payroll-Ins-Work Comp	3,626	1.51							126,634	10,618	3.73	3.73	37,968	1.20
Total P/R w/Burden	(24,256)	(10.06)							(354,690)	(23,254)	(8.18)	(8.18)	(186,985)	(6.00)
Rentals-Mer (IC)	6,033	2.51							114,663	33,711	8.32	8.32	155,207	4.80
Repairs-Vehicles (IC)	23,699	9.86							38,891	31,704	11.33	11.33	338,773	10.50
Vehicle Fuel (IC)	2,685	1.12							35,656	742	0.26	0.26	23,223	0.73
Vehicles Tires	48,628	20.22							773,175	77,273	27.12	27.12	771,737	24.55
Total Delivery Exp	1,238	0.51							28,107	2,688	0.94	0.94	36,726	1.13
Shop Expenses - Variable	51	0.02							1,870	652	0.23	0.23	5,127	0.16
Payroll w/Burden:	(6,372)	(2.65)							(6,093)	(7,594)	(2.67)	(2.67)	(81,726)	(2.77)
Payroll-Wages-Mech	86	0.04							279	279	0.10	0.10	3,548	0.11
Payroll-Wages-OT	349	0.15							3,638	307	0.11	0.11	3,425	0.11
Payroll-Taxes	53	0.02							1,442	102	0.04	0.04	1,666	0.05
Payroll-Ins-Health	53	0.02							(26,518)	(3,511)	(1.23)	(1.23)	(36,236)	(1.21)
Payroll-Ins-Work Comp	(4,494)	(1.87)							3,428	265	0.09	0.09	2,536	0.08
Total P/R w/Burden	603	0.25							405	30	0.01	0.01	2,520	0.08
Repair-Equipment	3,428	1.43							17,739	478	0.17	0.17	25,364	0.80
Repairs-Vehicles	175	0.07							1,495	1,095	0.38	0.38	2,981	0.09
Repair-Supplies	(266)	(0.12)							(3,453)	(4,607)	(1.41)	(1.41)	(4,418)	(0.14)
Vehicle Fuel	662	0.28							91	688	0.23	0.23	638	0.02
Total Shop Expenses									5,956	662	0.23	0.23	6,163	0.19
Series Expenses - Variable														
Advertising & Promotion														
Meals/Per Diem/Entmt														

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