

# BRIDGING THE SKILLS GAP



LINCOLN TECH®

Quarter Ended June 30, 2020

# Safe Harbor Statement

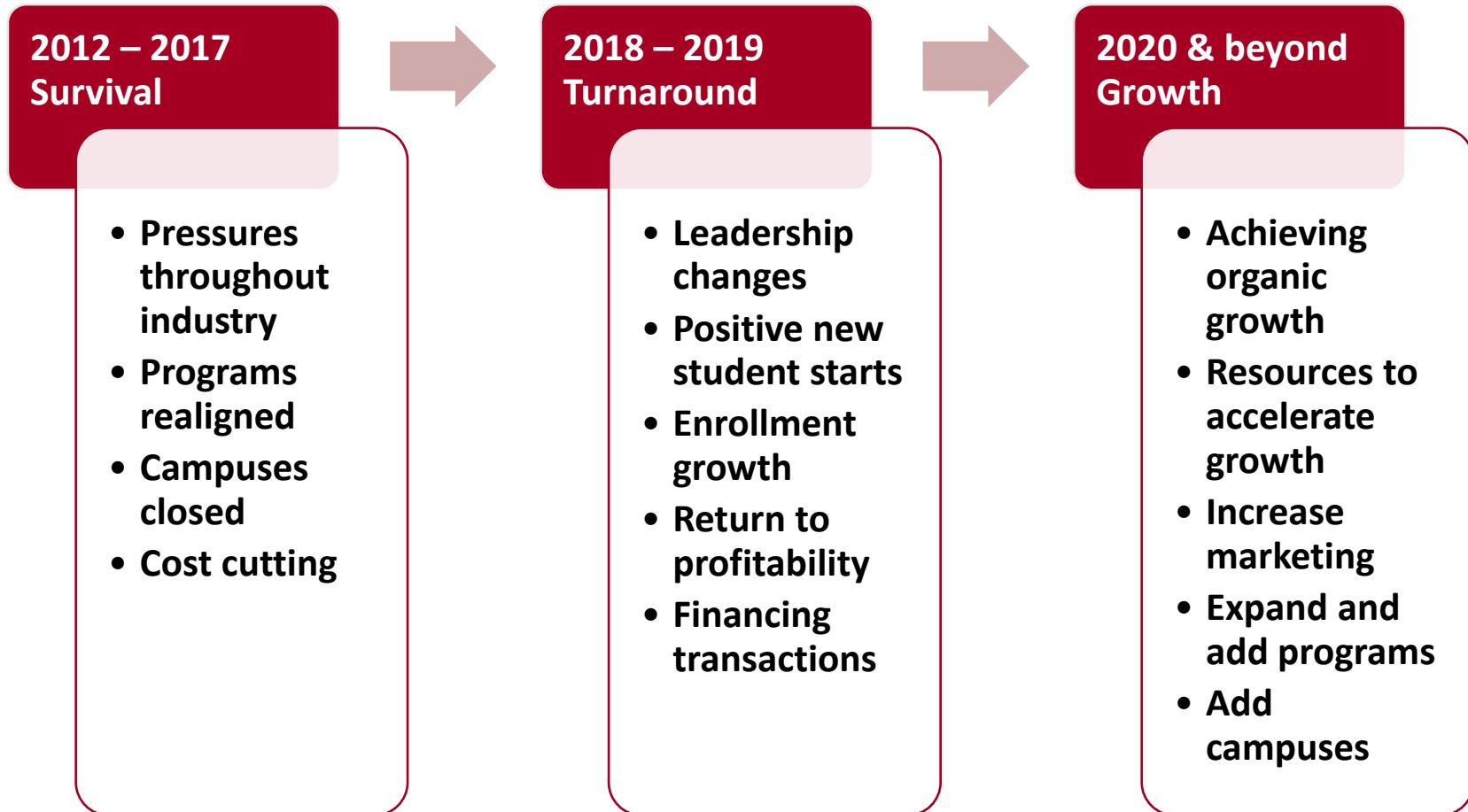
Statements in this presentation regarding Lincoln's business that are not historical facts may be "forward-looking statements" that involve risks and uncertainties. Forward-looking statements should not be read as a guarantee of future performance or results and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved. Forward-looking statements are based on information available at the time those statements are made and/or management's good faith belief as of that time with respect to future events and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in or suggested by the forward-looking statements. Important factors that could cause such differences include, but are not limited to: our failure to comply with the extensive regulatory framework applicable to our industry or our failure to obtain timely regulatory approvals in connection with a change of control of our company or acquisitions; our success in updating and expanding the content of existing programs and developing new programs in a cost-effective manner or on a timely basis; risks associated with changes in applicable federal laws and regulations, including final rules that took effect during 2011 and other pending rulemaking by the U.S. Department of Education; uncertainties regarding our ability to comply with federal laws and regulations regarding the 90/10 rule and cohort default rates; risks associated with the opening of new campuses; risks associated with integration of acquired schools; industry competition; our ability to execute our growth strategies; conditions and trends in our industry; the COVID-19 pandemic and its impact on our business and the U.S. and global economics; general economic conditions; and other factors discussed in our annual report on Form 10-K for the year ended December 31, 2019. For a discussion of such risks and uncertainties, which could cause actual results to differ from those contained in the forward-looking statements, see "Risk Factors" in Lincoln's annual report on Form 10-K for the year ended December 31, 2019. All forward-looking statements are qualified in their entirety by this cautionary statement, and Lincoln undertakes no obligation to revise or update this news release to reflect events or circumstances after the date hereof.

# Investment Opportunity

- The Skills Gap - Employers cannot find enough technically trained employees
- Lincoln is a leading, technical, hands-on educator and trainer serving high demand industries (transportation, skilled trades and healthcare) facing this Skills Gap
- Enrollment and revenue grew organically while facing a strong employment market which is now accelerating with high unemployment
- Significant operating leverage with Lincoln's 22 campuses currently operating at approximately 45% of full capacity
- 2019 financing transactions provide resources to accelerate growth
- Lincoln can emerge from COVID-19 disruption in an excellent position for growth
  - Lincoln has historically benefited from economic slowdowns – unemployment drives enrollments and operating leverage rapidly expands profitability
  - Renewed attention on healthcare careers
  - Methods of operating under distance learning can be retained to deliver education under a more efficient hybrid strategy going forward



# Entering 2020 : A New Chapter for Lincoln



# 2020 Priorities Pre-COVID-19

## Deliver on 2020 financial goals\*

- Revenue and student start growth of 3% to 5%
- EBITDA of \$15 to \$17 million; Operating income of \$7 to \$9 million
- Capital expenditures of \$6.5 million to \$7.5 million

## Support existing growth

- Campus capital projects and new training equipment
- Expand industry partnerships
- Improve pay and benefits to attract and retain performers

## Invest to accelerate growth

- Introduce successful programs to new campuses
- Add new programs
- Evaluate opportunities to expand footprint through either adding new campus or strategic acquisition
- Increase marketing to drive additional start growth

## Provide students with training to bridge the skills gap

- Continue to deliver strong student outcomes
- Maintain program affordability
- Leverage industry partnerships

\* These financial goals were per-COVID 19 and guidance was withdrawn on May 13, 2020

# Impact of COVID-19

**Initial Response**

**Medium Term**

**Longer Term**

## Education

Rapidly moved all programs to distant learning delivery

Certain skills require hands-on / in lab training

Obtaining 3<sup>rd</sup> party approvals to allow students to graduate on time

## Student Population

94% of students remain active with distant learning delivery

Active population remains higher than last year through end of June, +7.5%

Retention is stronger & new enrollments are increasing

## Operations

Providing all student services remotely

Additional expenses to date offset by cost reductions

All campuses are open

Operations modified for social distancing - 9:1 student instructor ratio vs 15:1 pre COVID 19

## Future

High unemployment should increase enrollments

Growing interest in healthcare careers

Teaching remotely has taught us how to deliver skills training more efficiently

# Strategy driving superior performance

Key elements of Lincoln's strategy are driving our superior results as demand for skilled training grows and we navigate the COVID-19 pandemic environment

## Diversified Programs

Leading provider of automotive, skilled trades, and healthcare programs

Tremendous interest and demand for our Healthcare Programs

Healthcare and Other Professions new student starts up +6.8% and population up +17.9%

## Online Experience

Years of experience delivering online education

Highly successful transition to remote learning and now to our hybrid approach

Q2 revenues declined by only -1.7% despite campuses being closed for most of the quarter

## Financial Profile

Exiting non-core campuses and programs had produced bottom-line profitability in 2019

Established an expense structure that provides significant operating leverage as enrollment grows

YTD EBITDA increased +\$6.5 million on revenue growth of +\$5.7 million

# Lincoln Graduates are Essential Workers

Approximately 90% of our students are pursuing careers that the U.S Department of Homeland Security considers Essential Critical Infrastructure Workers.



# Company Overview



# Nasdaq : LINC

- A national leader with nearly 75 years of experience
- Focused on providing hands-on training serving national, large regional, and local employers in transportation, skilled trades, and healthcare
- Strong student outcomes and regulatory record
- The growing “middle skills gap” will drive growth for the next decade
- Increased student starts has returned Lincoln to profitability
- High operating leverage as enrollment grows
- Recent financing transactions provide flexibility to accelerate growth
- Opportunities to expand footprint and program offerings for additional growth

<b>Stock Price as of 06/30/2020</b>	<b>\$4.05</b>	<b>Revenues (2019)</b>	<b>\$273 million</b>
<b>52-week Price Range</b>	<b>\$1.66 - \$4.31</b>	<b>EBITDA (2019)</b>	<b>\$13.4 million</b>
<b>Common Shares Outstanding</b>	<b>32.4 million</b>	<b>Institutional Ownership</b>	<b>71%</b>
<b>Market Capitalization</b>	<b>\$103.3 million</b>	<b>Insider Ownership</b>	<b>9%</b>
<b>Average Volume (3 mo.)</b>	<b>47,063</b>		

# Lincoln Today



- Headquartered in West Orange, NJ
- Operates 22 campuses in 14 states with approximately 12,300 students
- Two segments focused on “middle skills training”

Transportation and Skilled Trades	Healthcare and Other Professions
13 Campuses	9 Campuses
Approximately 7,800 students*	Approximately 4,500 students*
High employer demand for training in Automotive, Diesel, HVAC, CNC, Welding, Electrical	Growing demand for healthcare professionals
Growing list of industry partners	Strong demand by students especially for licensed practical nursing

# Campuses Across the Country

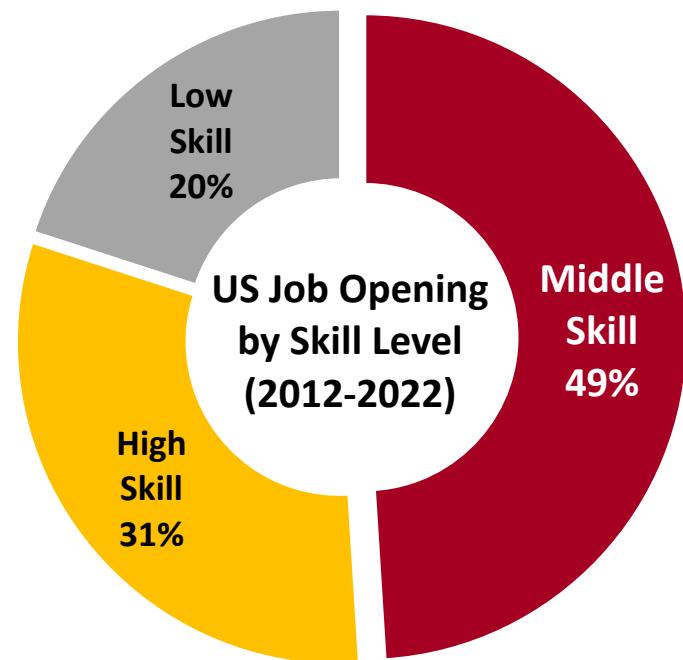
Opportunity for expansion in the South and West



# Demand for “Middle Skills Training”

Middle-skill jobs, which require education beyond high school but not a four-year degree, make up the largest part of America's labor market.

(Source: National Skills Coalition)



Source: NSC analysis of long-term occupational projections from state labor/employment agency.

# Drivers of Organic Demand for Training

## Simple Supply and **Demand** Imbalance

Simple jobs have become more complex with the need to understand technology

Aging workforce & retirement of baby boomers leaves many middle skill jobs vacant

Growing manufacturing, transportation, construction and healthcare sectors

Decline in career & technical education at high schools

Societal emphasis on getting a 4-year college degree

# Significant Opportunity for Organic Growth

BLS data for annual new hires for Lincoln's top programs

Transportation and Skilled Trades		Healthcare and Other Professions	
Automotive Technology	76,000	LPN	63,000
Diesel Technology	42,000	Medical Assisting	95,000
Collision Repair	17,100	Dental Assisting	46,000
Electrical	82,000	Culinary	146,000
Welding	46,000	Baking & Pastry	29,000
HVAC	39,000	Cosmetology	85,000
Electronic Systems Technology	12,000	Aesthetics	8,000
CNC Manufacturing Technology	17,000	Information Technology	44,000
<b><i>Lincoln's Market Share ~1.5%</i></b>		<b><i>Lincoln's Market Share ~0.5%</i></b>	

National figures cited above are based on projected annual job openings which refers to the average annual job openings due to growth and net replacement. This data was compiled from the U.S. Dept. of Labor, Bureau of Labor Statistics, for the years 2016 through 2026, [www.careeronestop.org](http://www.careeronestop.org), captured on March 27, 2018. State-specific employment projections can also be found at [careeronestop.org](http://careeronestop.org).

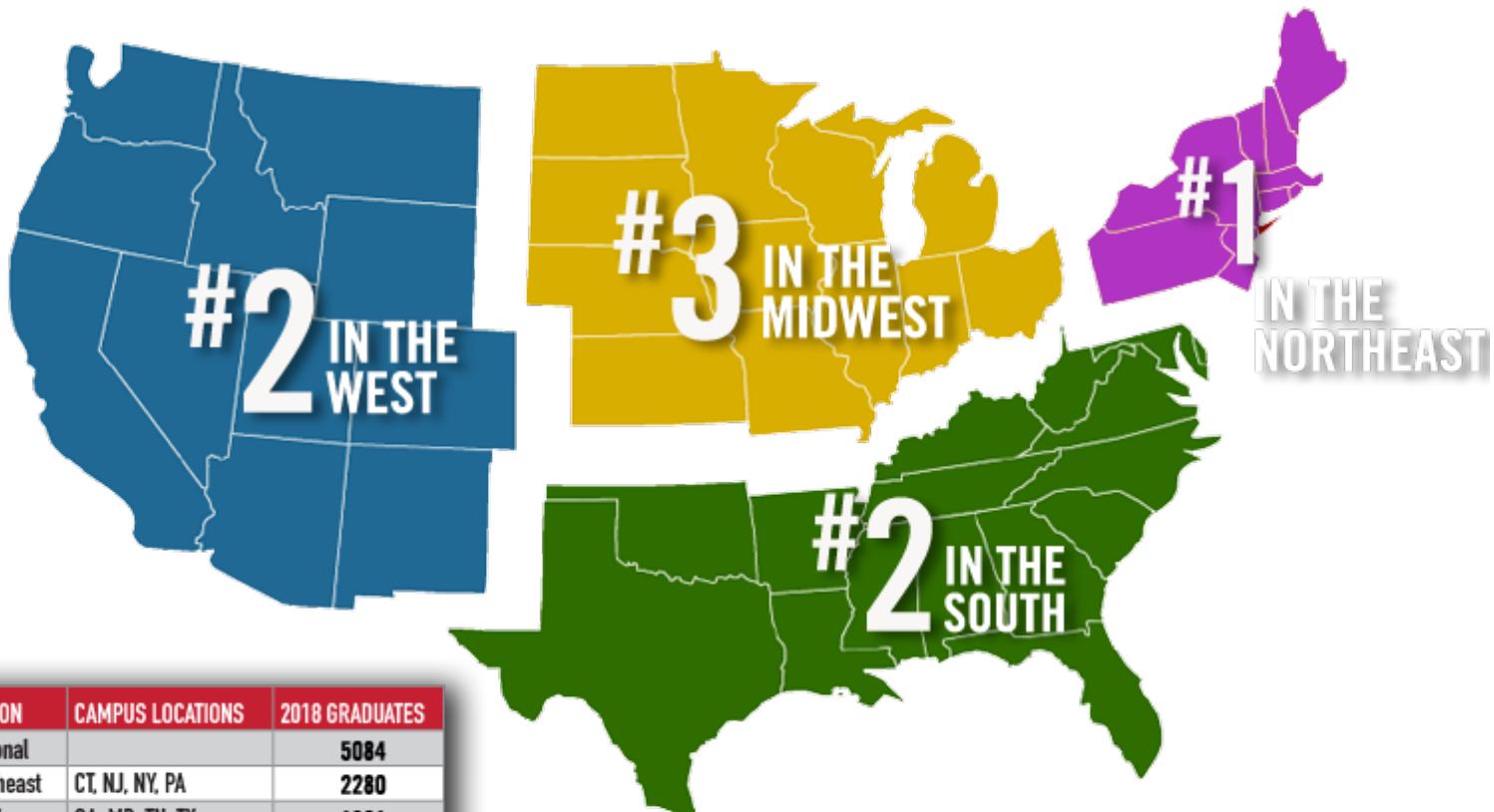
# Lincoln's Workforce Solution Differentiator– Not your local Community College

- Superior graduation rates (68% vs 30%) and placement rates
- Develop training programs with feedback from employers and key industry associations to understand gaps and needs
- Integrate industry preferred licensing and certifications into the curriculum
- Expect students to meet employability standards for appearance, attendance and professional attitude while in school
- Build labs and shops that replicate the working environment using professional grade equipment and tools
- Incorporate cutting edge education technology with animations, videos and simulations to make learning active and engaging
- Offer an accelerated program with multiple entry points to allow students to graduate quickly and enter the workforce earlier
- Provide robust student support services to ensure strong outcomes

# National Presence – Goal to be #1



THE SECOND LARGEST PROVIDER OF AUTOMOTIVE & SKILLED TRADE GRADUATES IN THE NATION



REGION	CAMPUS LOCATIONS	2018 GRADUATES
National		5084
Northeast	CT, NJ, NY, PA	2280
South	GA, MD, TN, TX	1691
Midwest	IL, IN	594
West	CO	519

# Growing Base of Industry Partners

- Positions Lincoln as long-term solutions provider for both entry level technicians and advanced workforce training
- Employers appreciate the technical and soft skills of our students
- Partners provide validation of the quality of our education
- Co-branding opportunities with elite partners helps attract new students
- Partners provide better job opportunities for our graduates



# Operating Leverage in Current Campuses

- As enrollment grows, significant operating leverage - minimal incremental expenditures are required (faculty, staff, and training aids)
- Organic revenues are growing in the low single digits even with strong economy with expanding margins
- Historically, enrollments have accelerated during a recession

	Year Ending 12/31/2019	Last Recession 12/31/2010	
Campuses	22	22	Analysis of same campuses
Population	~11,300	~17,900	6,000+ more students
Utilization	~40%	~65%	better utilization
Revenues	\$273	\$414	same school revenue approximately 50% higher
EBITDA	\$13.4	\$80.3	Significant operating leverage

# Experienced Management Team

(Years at Lincoln)



Scott Shaw  
President and CEO  
(18)



Brian Meyers  
EVP, CFO & Treasurer  
(16)



Stephen Buchenot  
EVP of Campus  
Operations (27)



Chad Nyce  
EVP, Chief Innovation  
Officer (<1)



Alexandra Luster  
EVP, General counsel &  
Secretary (24)



Stephen Ace  
SVP of Human Resources  
(11)



Ami Bhandari  
SVP of Education and  
Corporate Strategy (16)



Susan English  
SVP of Career Services &  
Industry Partners (35)



Francis Giglio  
SVP of Compliance and  
Regulatory (16)



James Rasmussen  
SVP Admissions  
(13)



Tayfun Selen  
SVP Administration and  
Real Estate (8)



Peter Tahinos  
SVP of Marketing  
(6)



Val Thomas  
SVP & Chief Information  
Officer (9)

# Financial Review



# YTD June Revenue, Starts, & Average Population

(\$ in millions)

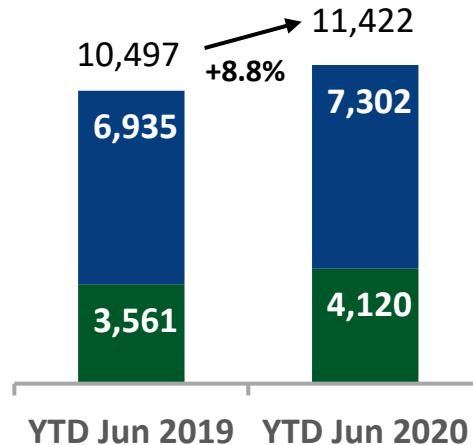
■ Transportation

■ HOPS

## Revenue



## Average Population

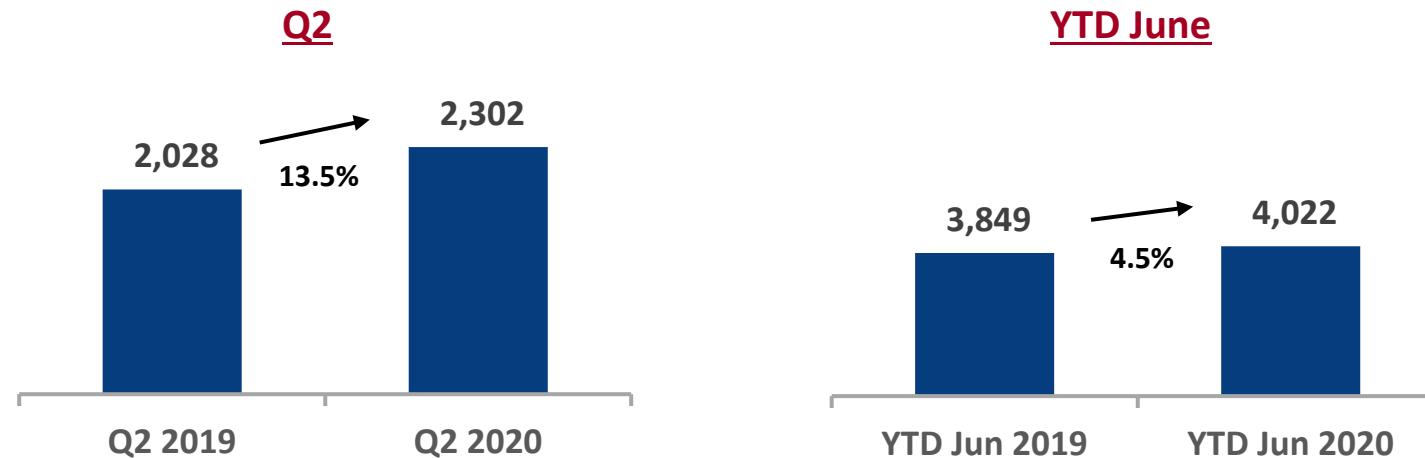


## Starts

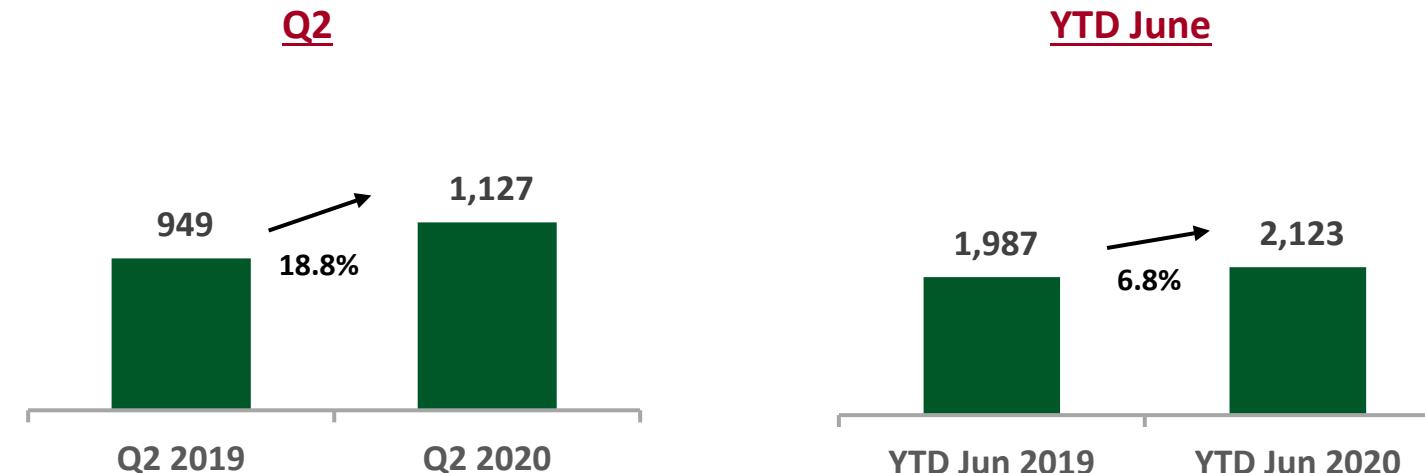


# Student Starts

## Transportation and Skilled Trades



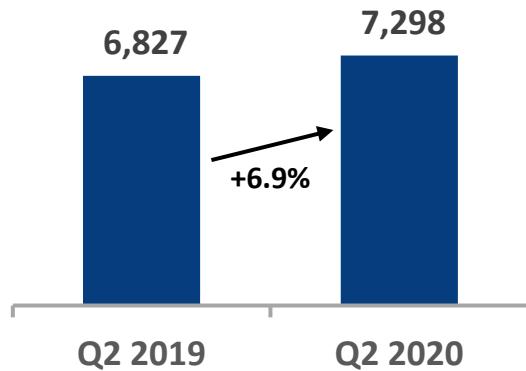
## Healthcare and Other Professions



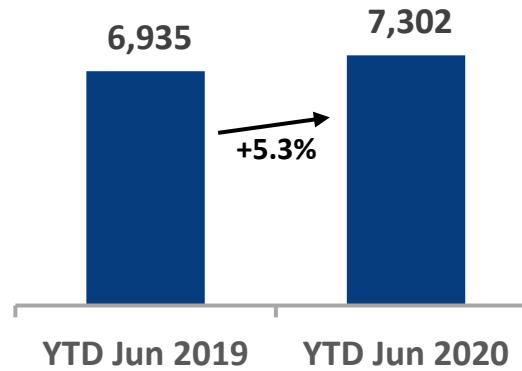
# Average Student Population

## Transportation and Skilled Trades

Q2

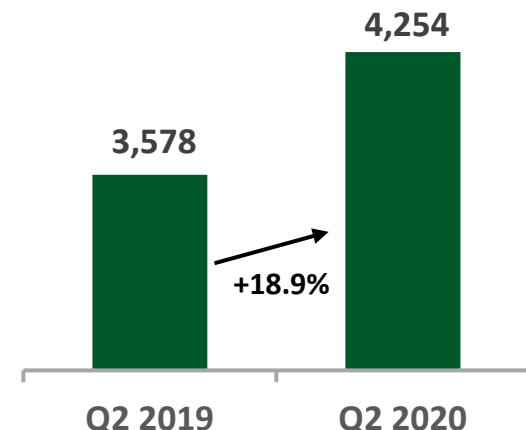


YTD June

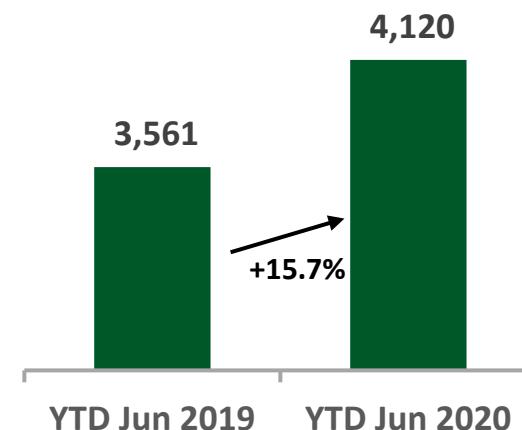


## Healthcare and Other Professions

Q2



YTD June

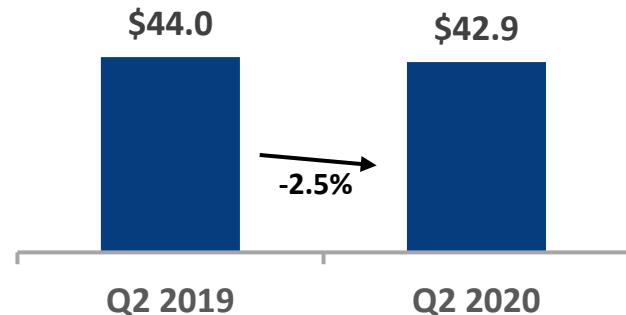


# Revenue

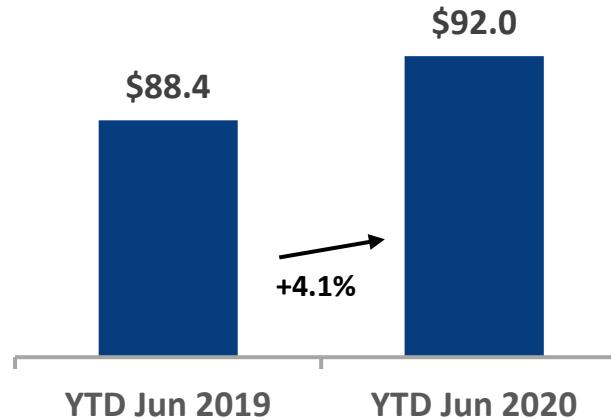
(\$ in millions)

## Transportation and Skilled Trades

Q2

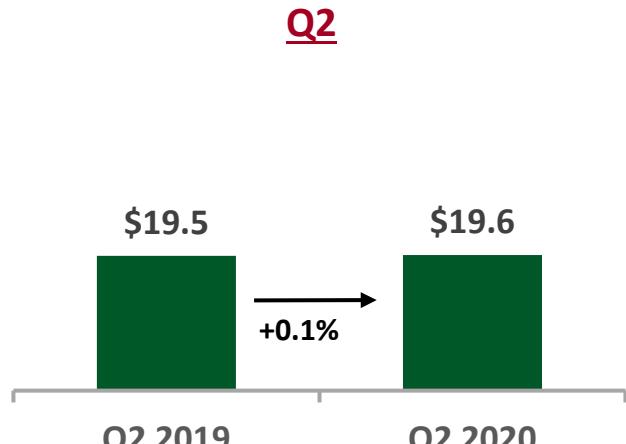


YTD June

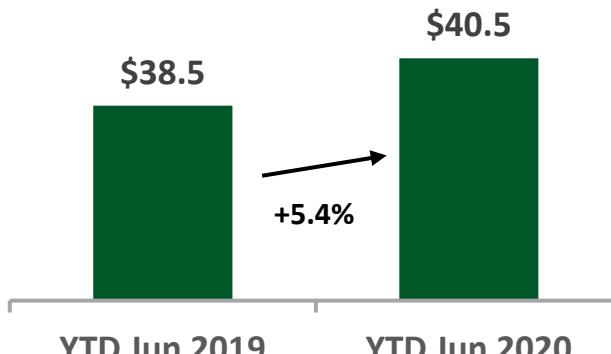


## Healthcare and Other Professions

Q2



YTD June



# Total Operations

(\$ in millions)

- Approximately 12,300 students enrolled at 22 campuses as of 06/30/2020
- Key metrics such as revenue, average population and student graduation rates continue to grow

■ Revenue  
■ EBITDA

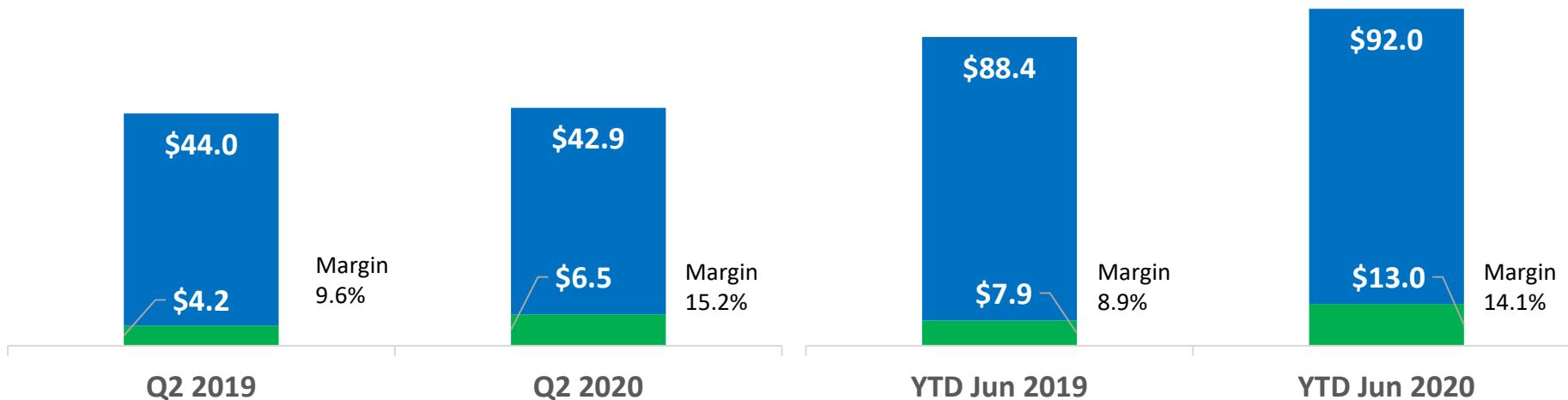


# Transportation and Skilled Trades (\$ in millions)

- Approximately 7,800 students enrolled at 13 campuses as of 06/30/2020
- High demand for training in Automotive, Diesel, HVAC, CNC, Welding, Electrical
- Growing list of industry partners

■ Revenue

■ EBITDA

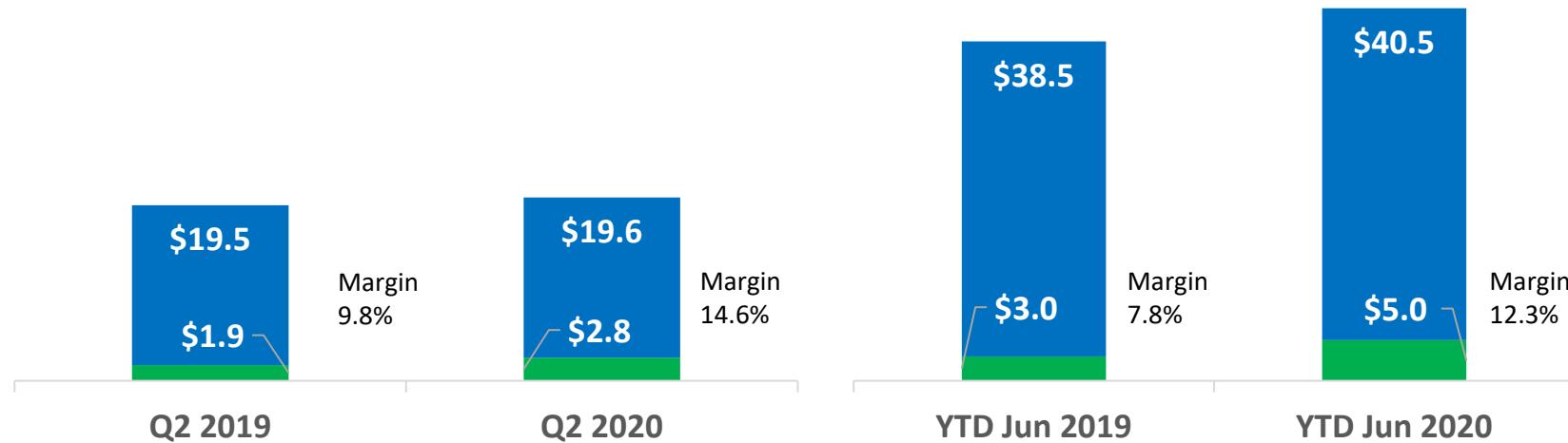


# Healthcare and Other Professions

(\$ in millions)

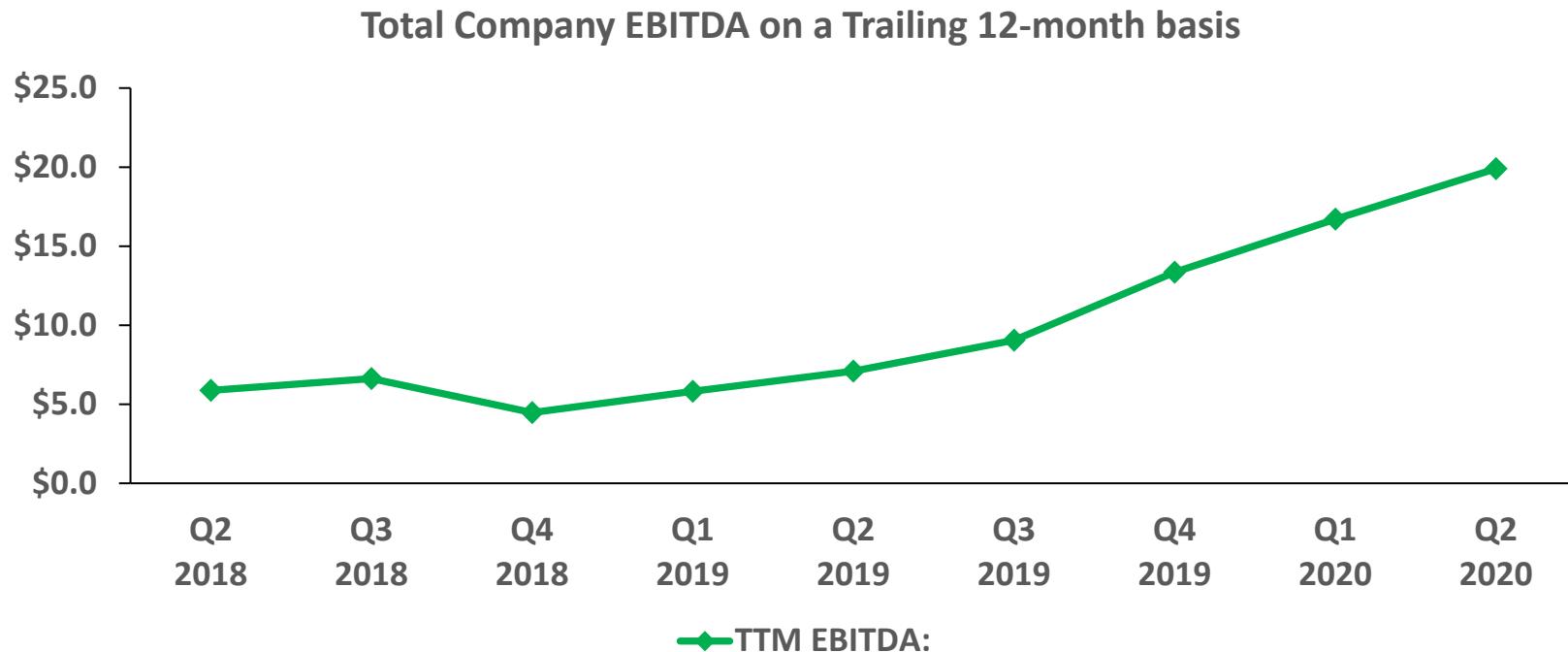
- Approximately 4,500 students at 9 campuses as of 06/30/2020
- Growing demand for healthcare professionals
- Strong demand by students especially for Licensed Practical Nursing

■ Revenue  
■ EBITDA



# Increasing Profitability

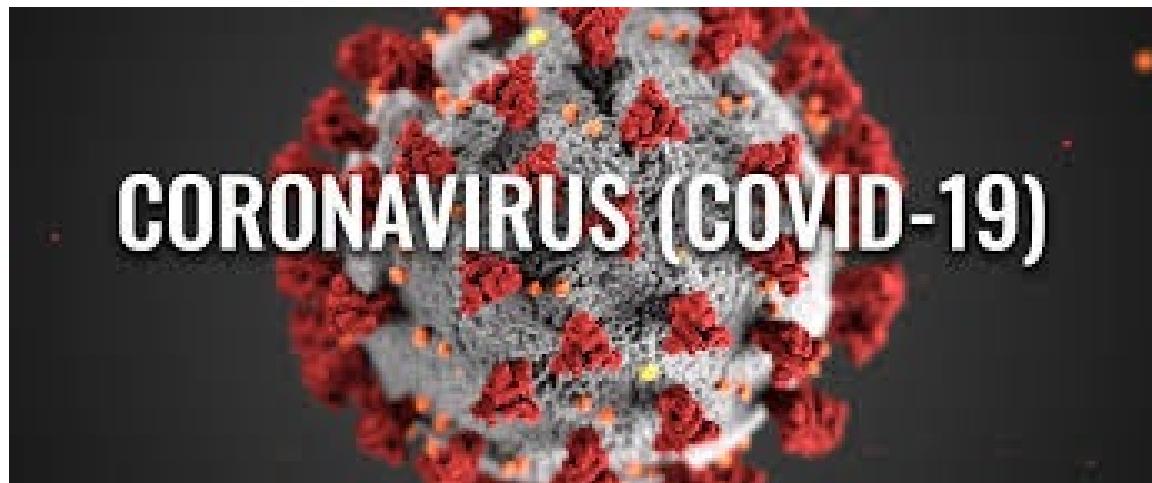
(\$ in millions)



- Lincoln's EBITDA has increased in each quarter of 2019 as compared to 2018
- 06/30/2020 EBITDA was +\$3.0M vs. -\$153K on 06/30/2019

# COVID-19 CARES Act

- Student Funds
  - Funds Received \$13.7M
  - Funds Distributed \$11.4M
  - Number of Students that received funds 12,749
- Institutional Funds
  - Funds Received \$13.7M
  - \$1.3M has been used by the Company
    - Funds used for laptops for those whose programs did not have them
    - PPE for safety
    - \$12.4 million left for future COVID expenses



# EBITDA & Net Income Pro Forma Summary\*

(<sup>\$</sup> in millions)

	Q2		YTD	
	2019	2020	2019	2020
<b>Revenue:</b>				
Transportation	\$44.0	\$42.9	\$88.4	\$92.0
HOPS	\$19.5	\$19.6	\$38.5	\$40.5
<b>Total Revenue</b>	<b>\$63.6</b>	<b>\$62.5</b>	<b>\$126.8</b>	<b>\$132.5</b>
<b>EBITDA</b>				
Transportation	\$4.2	\$6.5	\$7.9	\$13.0
HOPS	\$1.9	\$2.8	\$3.0	\$5.0
Corporate	-\$6.3	-\$6.3	-\$13.8	-\$14.4
<b>Total EBITDA</b>	<b>-\$0.2</b>	<b>\$3.0</b>	<b>-\$3.0</b>	<b>\$3.6</b>
<b>Net Income</b>				
Transportation	\$2.5	\$4.9	\$4.3	\$9.7
HOPS	\$1.8	\$2.7	\$2.8	\$4.7
Corporate	-\$7.4	-\$6.8	-\$15.6	-\$15.4
<b>Total Net Income</b>	<b>-\$3.1</b>	<b>\$0.8</b>	<b>-\$8.5</b>	<b>-\$1.0</b>

# Pro Forma Operations Seasonality\*

Pro Forma EBITDA Seasonality (\$ in 000's)						
	Q1	Q2	Q3	Q4	TY	
2018	\$ (4,033)	\$ (540)	\$ 4,039	\$ 10,977	\$ 10,442	
2019	\$ (2,814)	(153)	4,125	12,197	13,355	
2020	\$ 544	\$ 3,000	\$ -	\$ -	\$ -	

Pro Forma Starts Seasonality						
	Q1	Q2	Q3	Q4	TY	
2018	2,707	2,874	4,623	2,113	12,317	
2019	2,859	2,977	4,779	2,319	12,934	
2020	2,716	3,429	-	-	-	

\* 2018 excludes transitional segment (closed schools) and is presented as pro forma operations. Refer to appendix.

# Liquidity

- **\$45 million credit facility**
  - \$20 million funded term loan – Outstanding as of 06/30/2020 approx. \$18.1M
  - \$10 million delayed draw term loan – Zero as of 06/30/2020, \$10 million available
  - \$15 million revolving line of credit (\$10 sublimit for standby letters of credit) - \$11million available as of 06/30/2020
- Improved balance sheet due to financing activities

As of 06/30/2020	
Cash, restricted cash and cash equivalents*	\$26.0M
Credit agreement availability	\$21.0M
Total Liquidity**	\$32.5M
Outstanding Debt	\$18.1M

\*Includes \$14.5M of CARES act funds that has not been completely distributed. \$11.9M in Cash and \$2.6M in Restricted Cash.

\*\* Excludes all CARES act funds

# Real Estate Assets

## ■ Owned Facilities

- \$60m Appraised Value
  - Denver, CO
  - Grand Prairie, TX
  - Nashville, TN
- \$30m Net Book Value
- Suffield, CT \*

\* A vacant former school property that is up for sale.

## ■ Leased Properties

- 19 School Facilities
- 1 Corporate Headquarters

## Goals:

- ✓ Continue to right-size facilities
  - Space reduction
  - Sublease
- ✓ Increase utilization with new programs

# 2020 Financial Guidance

Given the complex and evolving public health and economic landscape from the ongoing COVID-19 pandemic coupled with the limited foresight into the campuses' reopening dates and a modified operating plan all pose many challenges including our financial forecasting ability. As a result, at this time we believe it is prudent to withdraw our previously disclosed full year 2020 guidance. We will re-evaluate this decision when our operating environment becomes clearer.



# Investment Merits

- A national leader in hands-on transportation, skilled trades, and healthcare training
- Organic revenue growth with increasing profitability
- The skills gap will drive growth for the next decade
- In a down economy, Lincoln's growth and profitability can increase substantially
- Opportunities to expand footprint and program offerings for additional growth
- Capacity at campuses provides high operating leverage on incremental growth
- \$66.7 million of tax loss carryforwards reduces future cash outflows\*
- Strong student outcomes and regulatory record

\* Subject to 382 limitation and not reflected on balance sheet due to having a full tax valuation allowance.

# Appendix



# Use of Non-GAAP Financial Information

This presentation contains non-GAAP (Generally Accepted Accounting Principles) financial measures, which are intended to supplement, but not substitute for, the most directly comparable GAAP measures. Management chooses to disclose to investors these non-GAAP financial measures because they provide an additional analytical tool to clarify the results from operations and help to identify underlying trends. Additionally, such measures help compare the company's performance on a consistent basis across time periods. Management defines As Reported as actual operating results derived from previously filed annual and quarterly financial information submitted to the Securities and Exchange Commission. Management defines EBITDA as loss before interest expense, interest income, income taxes, depreciation and amortization. Management defines Pro forma as actual operating results derived from previously filed annual and quarterly financial information submitted to the Securities and Exchange Commission excluding unusual and non-recurring transactions such as closed school operations, gain on sale of assets and interest normalization. Management defines interest normalization as adjusting interest expense on debt from prior years using the Company's current credit agreement terms. To obtain a complete understanding of the company's performance, these measures should be examined in connection with revenue, operating loss and net loss, determined in accordance with GAAP, as presented in the financial statements and notes thereto included in the annual and quarterly filings with the Securities and Exchange Commission. Since the items excluded from these measures are significant components in understanding and assessing financial performance under GAAP, these measures should not be considered to be an alternative to revenue, operating loss and net loss as a measure of the company's operating performance. Exclusion of items in the non-GAAP presentation should not be construed as an inference that these items are unusual, infrequent or non-recurring. Other companies, including other companies in the education industry, may calculate non-GAAP financial measures differently than the Company does, limiting their usefulness as a comparative measure across companies. A reconciliation of the historical non-GAAP financial measures to the most directly comparable GAAP measures is included in the following slides.

# Financial Statements

Our financial statements reflect the following operational results:

- 1. Consolidated operations** – consists of total operations from the 2 on-going campus segments (Transportation and Skilled Trades & Healthcare and Other Professions), transitional segment campuses & corporate expenses
- 2. Transitional segment operations** – consists of campuses that have been closed
  - As of January 1, 2019 there are no operations in the Transitional segment
  - In 2018 we had one campus under the Transitional segment
- 3. Pro-forma operations** – reflects operations from the 2 on-going segments & corporate but excludes the Transitional segment (closed campus in 2018)

# Pro Forma Operations EBITDA Reconciliation\*

(\$ in thousands)

	For the Year Ended December 31, 2018					For the Year Ended December 31, 2019				
	Transportation and Skilled Trades	Healthcare and Other Professions	Transitional	Corporate	Total	Transportation and Skilled Trades	Healthcare and Other Professions	Transitional	Corporate	Total
Net Income (loss)	\$ 17,659	\$ 6,466	\$ (5,994)	\$ (24,676)	\$ (6,545)	\$ 21,979	\$ 7,588	\$ -	\$ (27,552)	\$ 2,015
Add-back:										
Interest expense, net	2	3	-	2,386	2,391	-	-	-	2,955	2,955
Provision for income taxes	-	-	-	200	200	-	-	-	268	268
<b>Operating Income (loss)</b>	<b>\$ 17,661</b>	<b>\$ 6,469</b>	<b>\$ (5,994)</b>	<b>\$ (22,090)</b>	<b>\$ (3,954)</b>	<b>\$ 21,979</b>	<b>\$ 7,588</b>	<b>\$ -</b>	<b>\$ (24,329)</b>	<b>\$ 5,238</b>
Depreciation and amortization	7,568	250	18	585	8,421	7,236	409	-	471	8,115
<b>EBITDA</b>	<b>\$ 25,229</b>	<b>\$ 6,719</b>	<b>\$ (5,976)</b>	<b>\$ (21,505)</b>	<b>\$ 4,467</b>	<b>\$ 29,215</b>	<b>\$ 7,997</b>	<b>\$ -</b>	<b>\$ (23,858)</b>	<b>\$ 13,353</b>
Pro Forma EBITDA Add-Back:										
Transitional										
<b>Pro Forma Operations EBITDA</b>										
					\$ 5,976					\$ -
					<b>\$ 10,443</b>					<b>\$ 13,353</b>



# Quarterly EBITDA Reconciliation

(\$ in thousands)

	For the Three Months Ended				For the Year Ended	
	March 31, 2020	June 30, 2020	Sept 30, 2020	Dec 31, 2020	2020	
Net Income (loss)						
Total Company	\$ (1,750)	\$ 783	\$ -	\$ -	\$ -	
Add-back:						
Interest expense, net	354	327	-	-	-	
Provision for income taxes	50	50	-	-	-	
<b>Operating Income (loss)</b>	<b>\$ (1,346)</b>	<b>\$ 1,160</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	
Depreciation and amortization:						
Total Company	1,890	1,874	-	-	-	
<b>EBITDA</b>	<b>\$ 544</b>	<b>\$ 3,034</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	

# Quarterly EBITDA Reconciliation

(\$ in thousands)

	For the Three Months Ended				For the Year Ended 2018	For the Three Months Ended				For the Year Ended 2019
	March 31, 2018	June 30, 2018	Sept 30, 2018	Dec 31, 2018		Mar 31, 2019	Jun 30, 2019	Sep 30, 2019	Dec 31, 2019	
Net Income (loss)										
Total Company	\$ (6,874)	\$ (4,104)	\$ (600)	\$ 5,032	\$ (6,545)	\$ (5,467)	\$ (3,063)	\$ 1,339	\$ 9,206	\$ 2,015
Transitional	(131)	(899)	(1,865)	(3,099)	(5,994)	-	-	-	-	-
Pro Forma Total	<b>\$ (6,742)</b>	<b>\$ (3,205)</b>	<b>\$ 1,265</b>	<b>\$ 8,131</b>	<b>\$ (551)</b>	<b>\$ (5,467)</b>	<b>\$ (3,063)</b>	<b>\$ 1,339</b>	<b>\$ 9,206</b>	<b>\$ 2,015</b>
Add-back:										
Interest expense, net	563	531	625	673	2,391	552	827	754	822	2,955
Provision for income taxes	50	50	50	50	200	50	144	50	24	268
<b>Operating Income (loss)</b>	<b>\$ (6,130)</b>	<b>\$ (2,625)</b>	<b>\$ 1,940</b>	<b>\$ 8,854</b>	<b>\$ 2,040</b>	<b>\$ (4,865)</b>	<b>\$ (2,093)</b>	<b>\$ 2,143</b>	<b>\$ 10,052</b>	<b>\$ 5,237</b>
Depreciation and amortization:										
Total Company	2,100	2,088	2,102	2,131	8,421	2,050	1,940	1,982	2,144	8,116
Transitional	4	4	4	8	18	-	-	-	-	-
Pro Forma Total	2,097	2,084	2,098	2,123	8,402	2,050	1,940	1,982	2,144	8,116
<b>EBITDA</b>	<b>\$ (4,033)</b>	<b>\$ (540)</b>	<b>\$ 4,039</b>	<b>\$ 10,977</b>	<b>\$ 10,443</b>	<b>\$ (2,816)</b>	<b>\$ (152)</b>	<b>\$ 4,126</b>	<b>\$ 12,197</b>	<b>\$ 13,354</b>