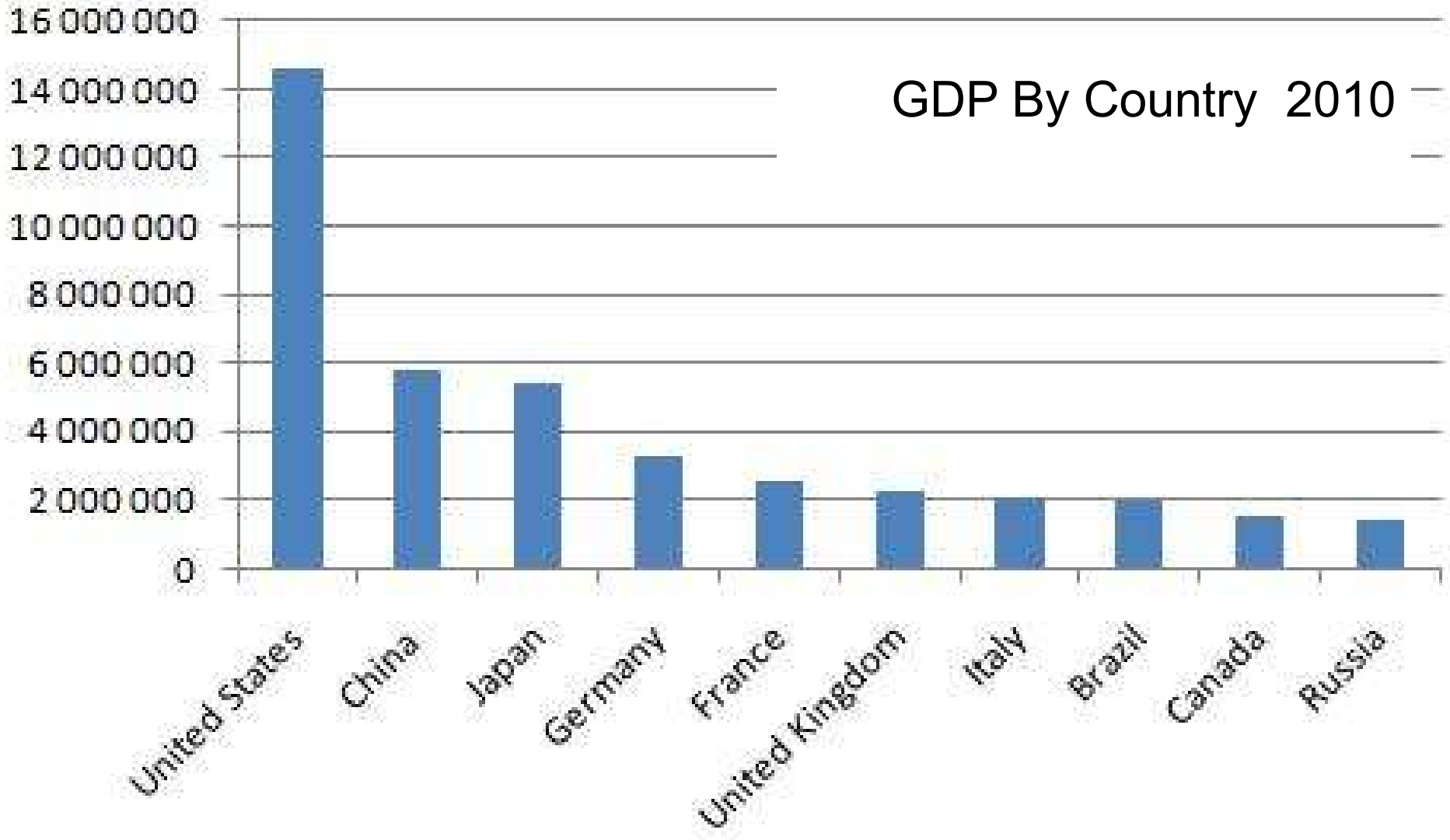


POLITICAL, ECONOMIC AND OTHER MAJOR TRENDS THAT WILL AFFECT YOUR BUSINESS IN 2012 AND BEYOND

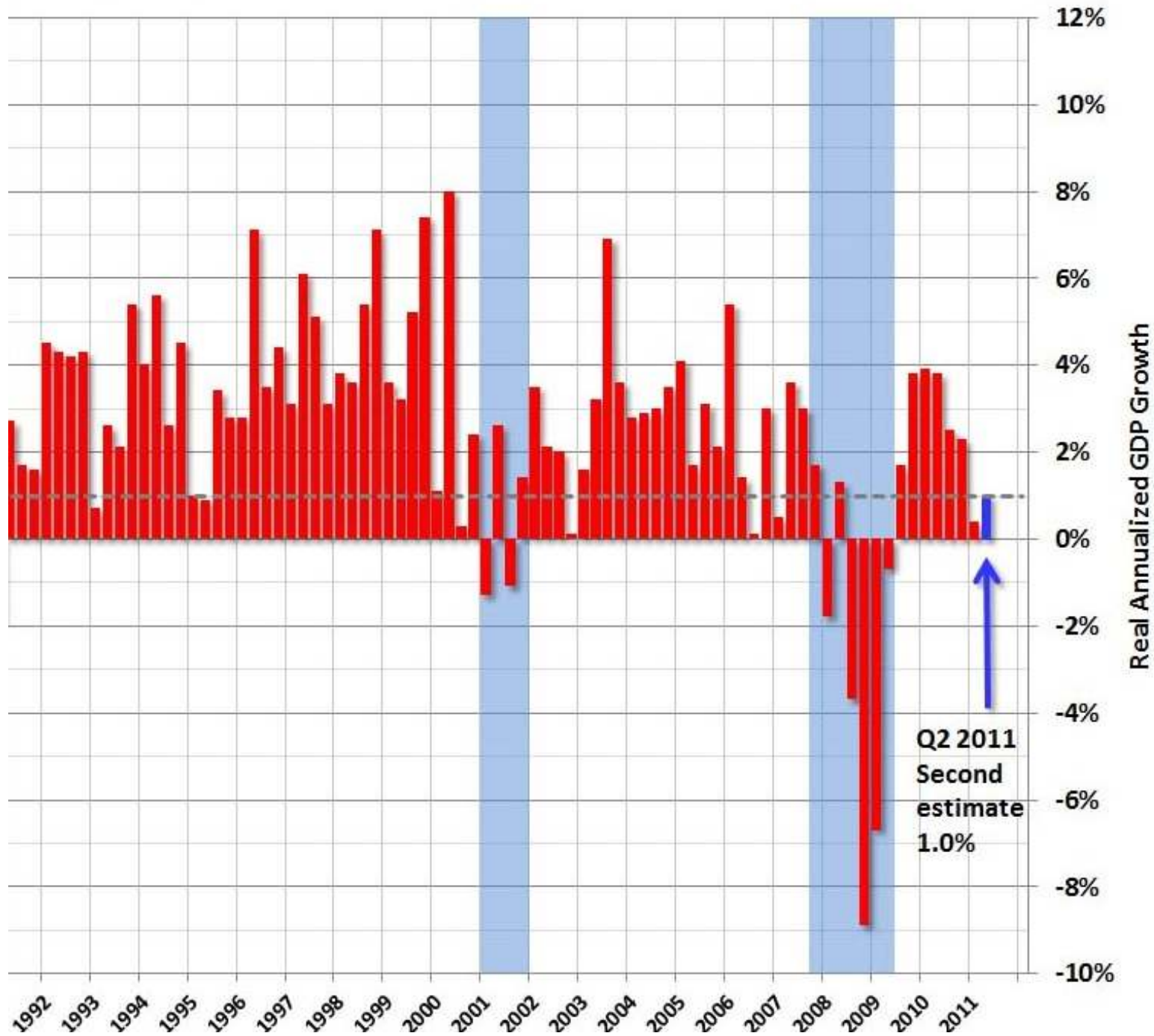
1. Follow The Money



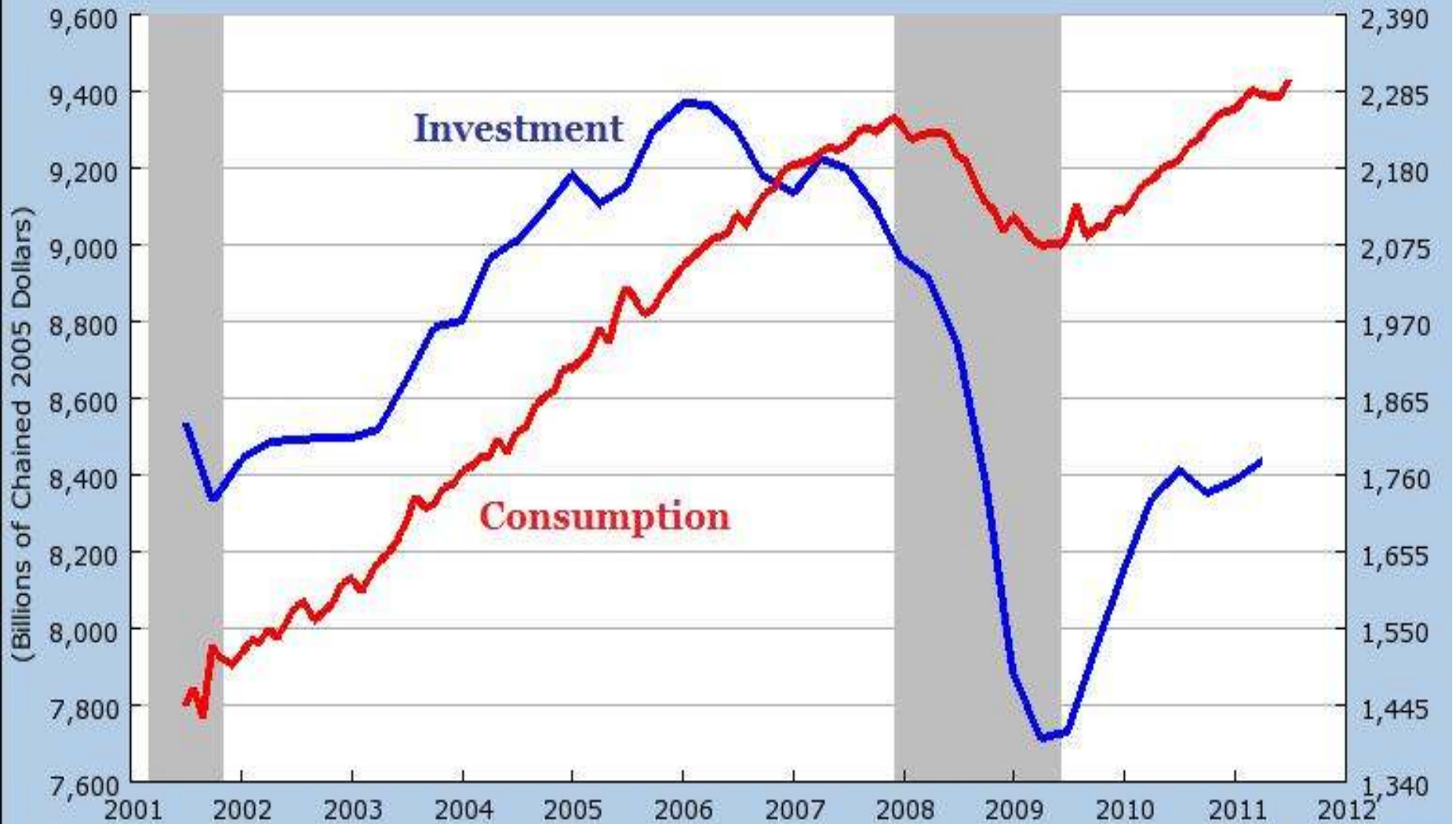
GDP By Country 2010



Real Annualized GDP Growth



Real Gross Private Domestic Investment, 3 Decimal (GPDIC96)
Real Personal Consumption Expenditures (PCEC96)



Shaded areas indicate US recessions.
2011 research.stlouisfed.org



— PCEC96 (Left)
— GPDIC96 (Rig)

The Eight Fastest Growing 2Q 2011 Profits....

EOG Resources +517%.

Commodities/Export (Natural Gas)

Tesoro +450%. Commodities/Export (Oil Refinery)

Goodyear Tire and Rubber +442%.

Exports.

Keycorp +333%. Innovation (expense control)

Discover Financial Services +230%.

Innovation (new business lines)

Nucor +224%. Commodities/Export (Steel)

Robert Half +213%. Innovation (new markets)

Wynn Resorts +208%. Commodities (Rise in room rates)

Commodities

Innovation

Exports

Fed Reserve's Fastest Growing Industries Jan 2005 to Jan 2011 by Production

- 1. Mining, Oil and Gas Machinery**
2. Computer and electronic products
3. Aerospace and transportation equip
4. Natural gas production/extraction
5. Drilling oil and gas wells
6. Electric power



Washington's Contribution



Education

Healthcare

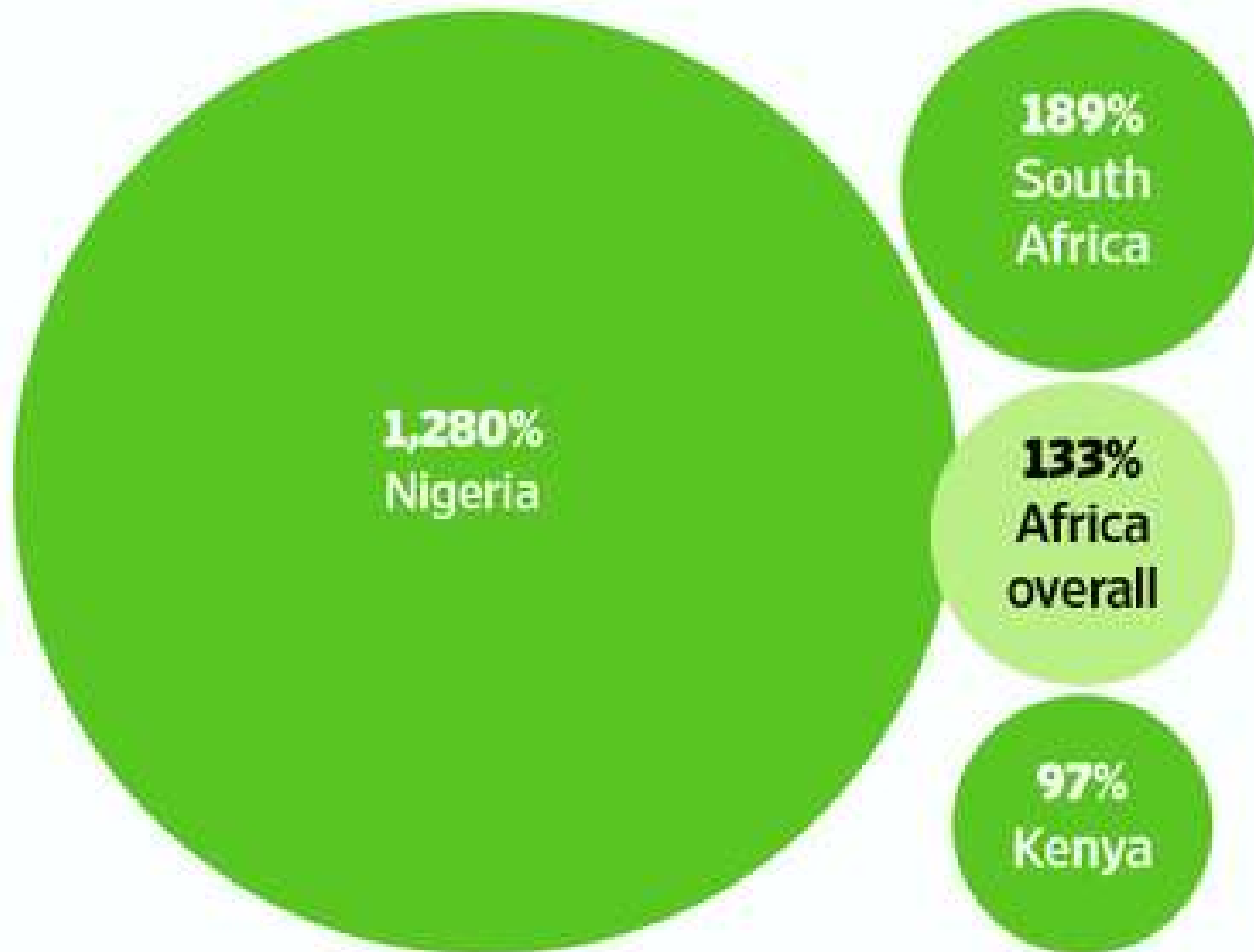
Alt. Energy

Technology

Infrastructure

The Smart Money

Growth in smartphone use from May 2010 to May 2011



Source: InMobi Ad Server Data

World's ten fastest-growing economies*

Annual average GDP growth, %

2001-2010†		2011-2015‡	
Angola	11.1	China	9.5
China	10.5	India	8.2
Myanmar	10.3	Ethiopia	8.1
Nigeria	8.9	Mozambique	7.7
Ethiopia	8.4	Tanzania	7.2
Kazakhstan	8.2	Vietnam	7.2
Chad	7.9	Congo	7.0
Mozambique	7.9	Ghana	7.0
Cambodia	7.7	Zambia	6.9
Rwanda	7.6	Nigeria	6.8

Sources: *The Economist*; IMF

GDP growth, unweighted annual average, %

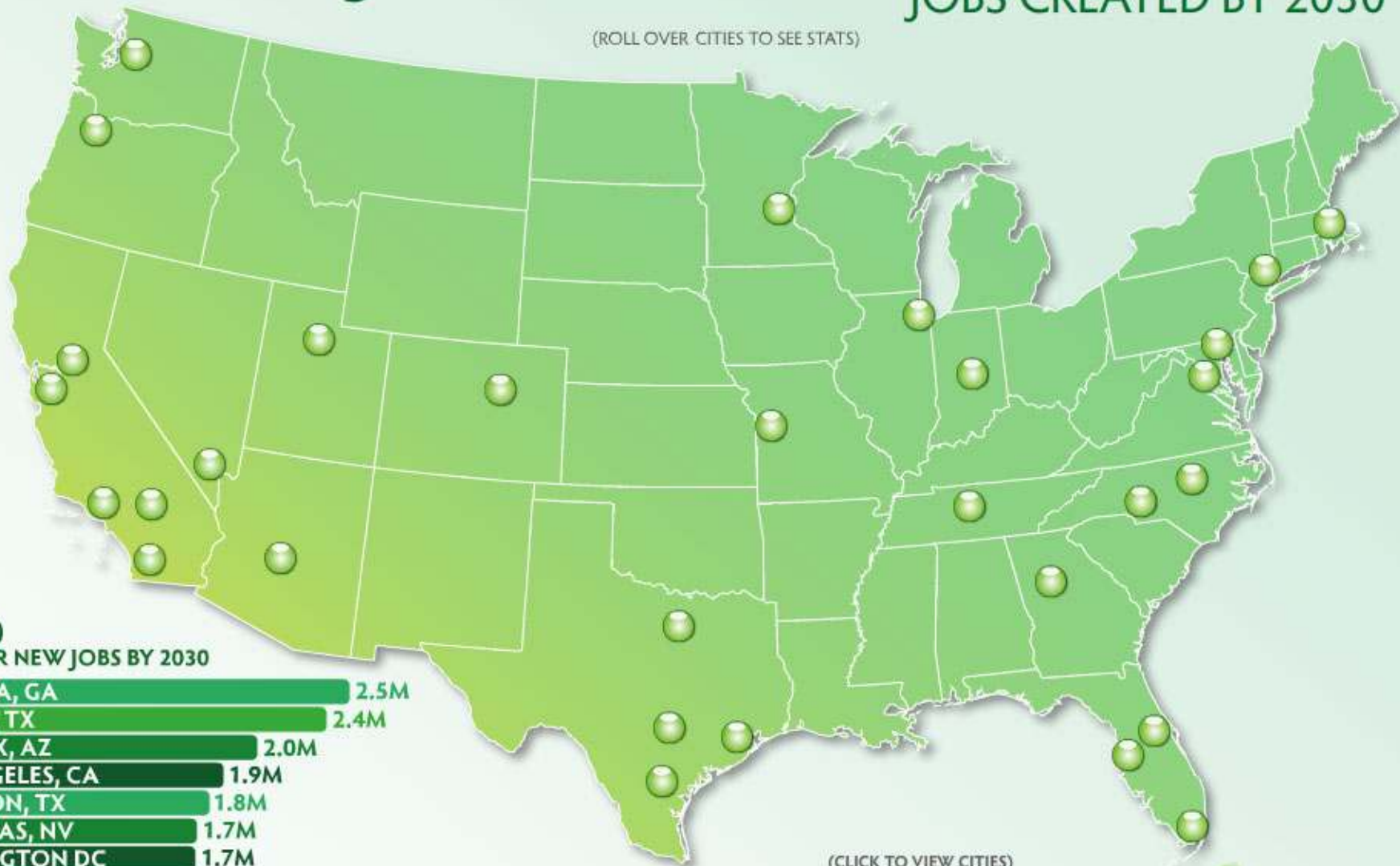


* Excluding countries with less than 10m population
Iraq and Afghanistan †2010 estimate ‡Fore

WHERE THE JOBS WILL BE

CITIES WITH MOST JOBS CREATED BY 2030

(ROLL OVER CITIES TO SEE STATS)



TOP 10 CITIES FOR NEW JOBS BY 2030

ATLANTA, GA	2.5M
DALLAS, TX	2.4M
PHOENIX, AZ	2.0M
LOS ANGELES, CA	1.9M
HOUSTON, TX	1.8M
LAS VEGAS, NV	1.7M
WASHINGTON DC	1.7M
MIAMI, FL	1.6M
DENVER, CO	1.3M
ORLANDO, FL	1.2M

(CLICK TO VIEW CITIES)

MOST NEW JOBS

FASTEST GROWTH

1. Follow The Money

Slow Growth

Industries

Washington

Exports

Domestic Mkts

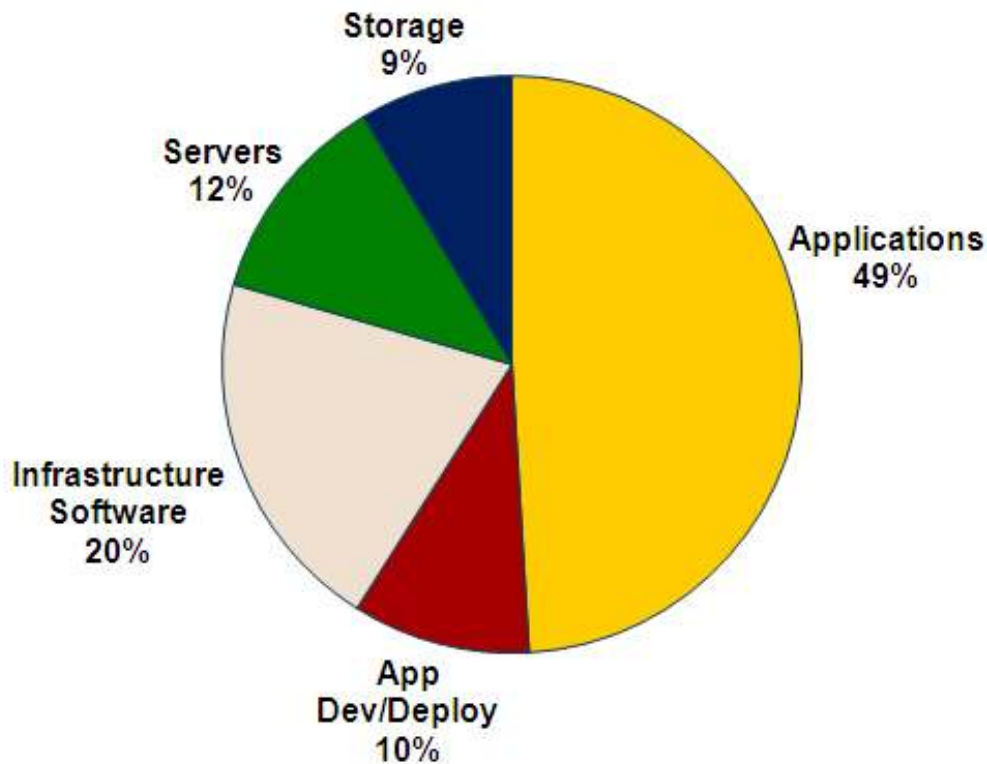
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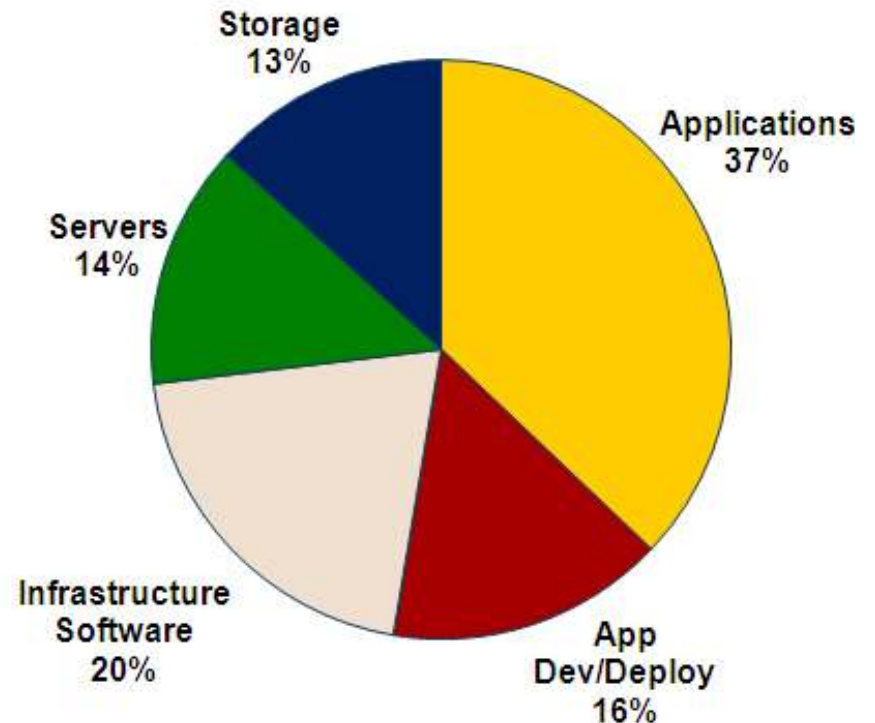
2. Consider The Cloud



Worldwide Public IT Cloud Services* Spending (\$B) by Offering Category 2009, 2014



2009
\$16.5B



2014
\$55.5B

Source: IDC, June 2010

* Includes spending on Applications, Application Development & Deployment Software, Systems Infrastructure Software, Server capacity and Storage capacity provided via the public Cloud Services delivery model.

2. Consider The Cloud

Internal Cloud

External Cloud

CRM

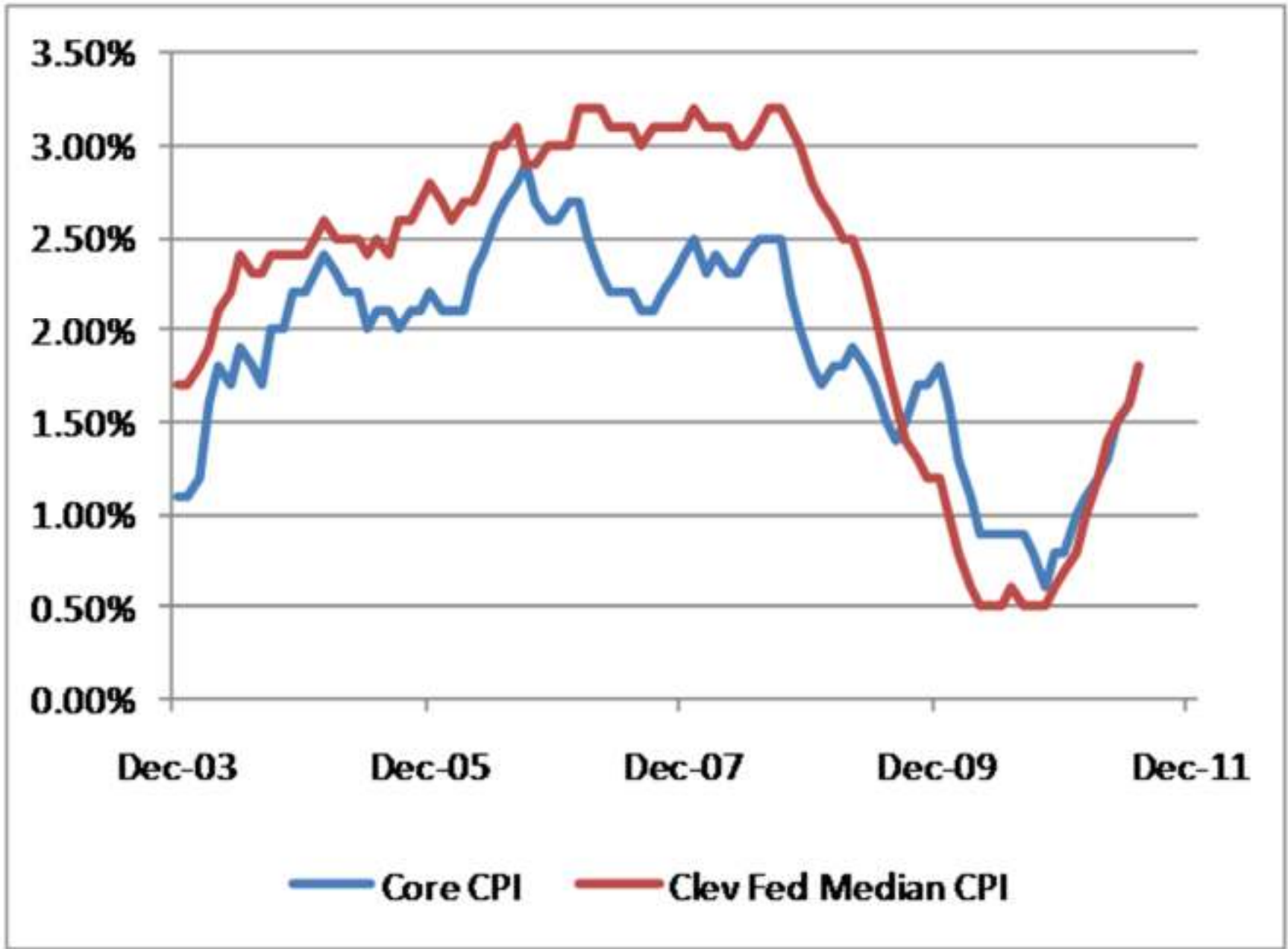
Collaboration

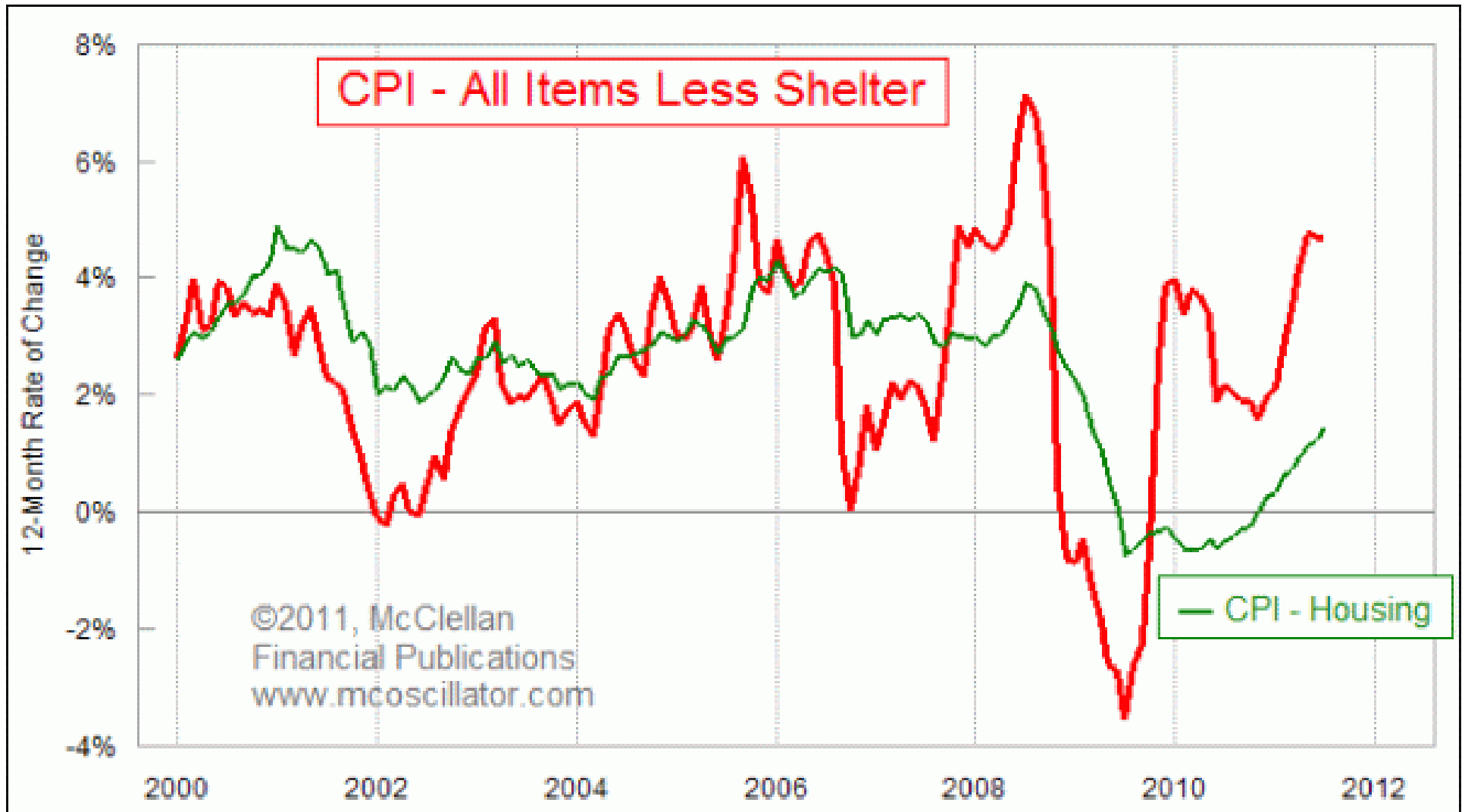
1. Follow The Money
2. Consider The Cloud

POLITICAL, ECONOMIC AND OTHER
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3. Follow The Fed

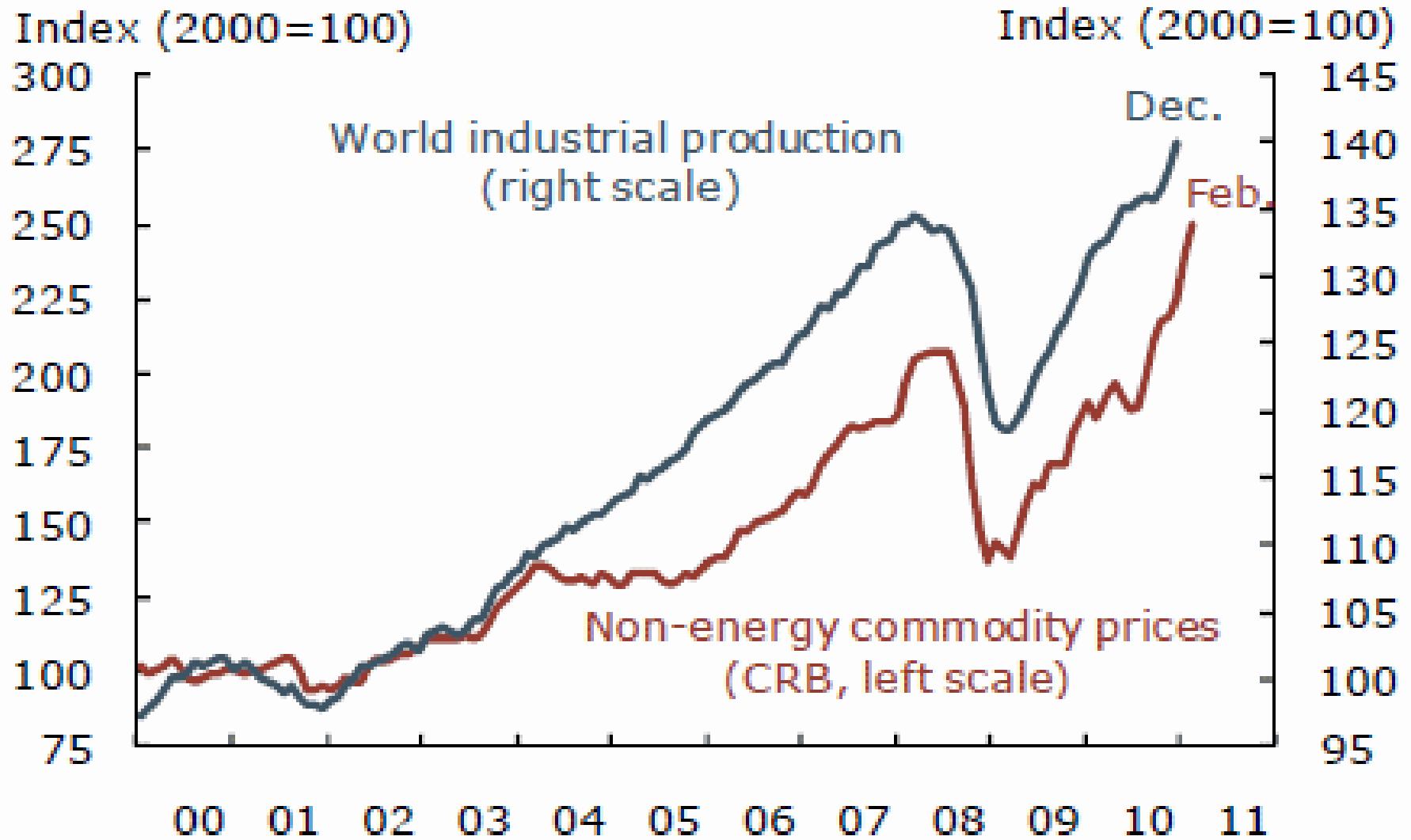






Commodity prices track world demand

World Industrial Production and Commodity Prices



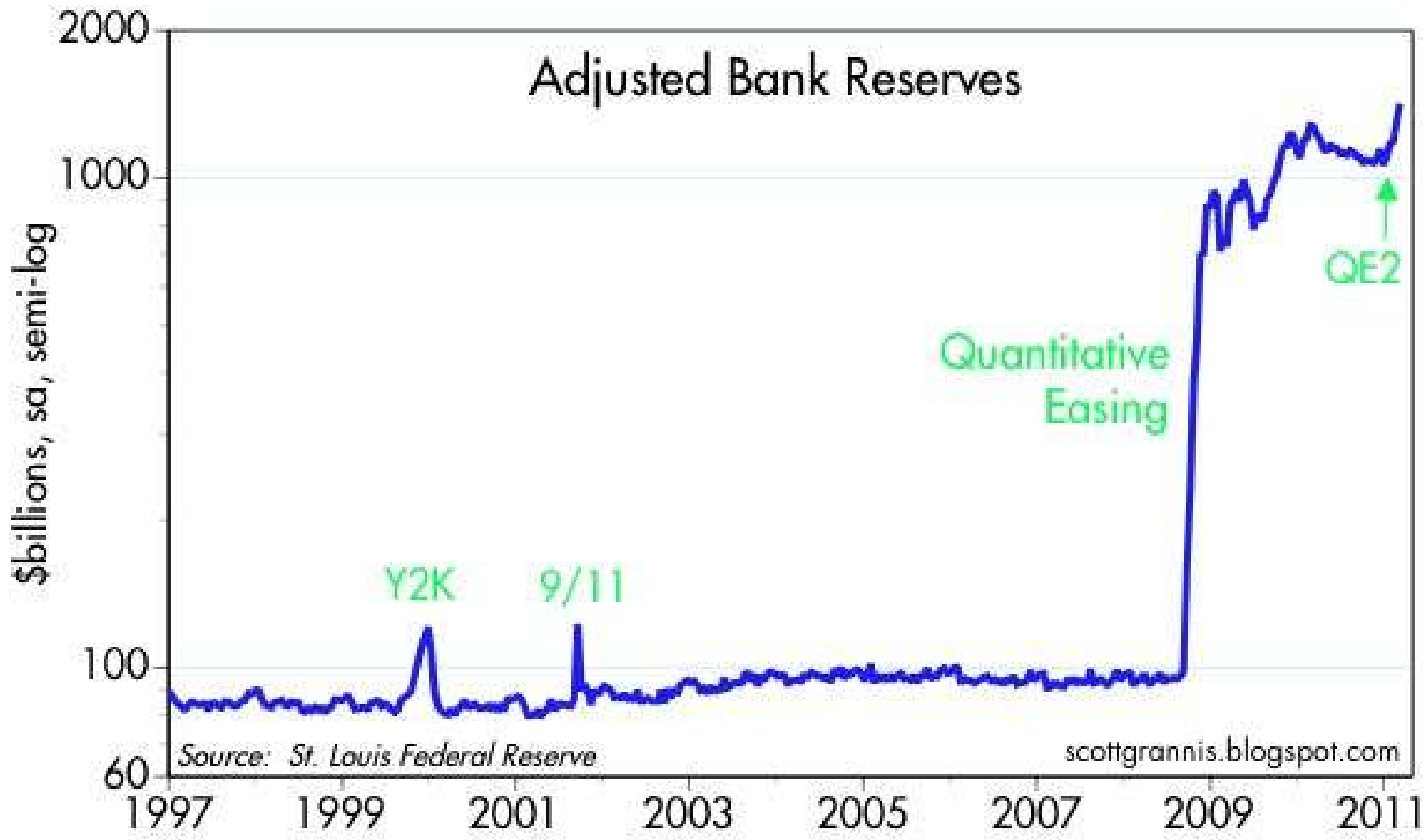
Source: Netherlands Bureau for Economic Policy Analysis and CRB

Average Hourly Earnings of All Employees: Total Private (CES0500000003)



Shaded areas indicate US recessions.
2011 research.stlouisfed.org

Adjusted Bank Reserves



Source: St. Louis Federal Reserve

scottgrannis.blogspot.com

3. Follow The Fed

The Debate:

QE3

Operation

“Twist”

Bank Interest

Create Targets

The Impact:

Markets

Inflation

Interest

The Dollar

1. Follow The Money
2. Consider The Cloud
3. Follow The Fed

POLITICAL, ECONOMIC AND OTHER
MAJOR TRENDS THAT WILL AFFECT
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4. Have Thanksgiving With Your Accountant



2012

W-2 – new filings

AMT

Social security – up 2%

2013

Unearned income – 2.9% tax

Medicare – 1.45 to 2.35%

Itemized deductions – 7.5 to 10% floor

Bush tax cuts expire – 10% increase

2014

Healthcare mandate

1. Follow The Money
2. Rightsize
3. Follow The Fed
4. Have Thanksgiving
With Your Accountant

POLITICAL, ECONOMIC AND OTHER
MAJOR TRENDS THAT WILL AFFECT
YOUR BUSINESS IN 2012 AND
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5. Have A Few Favorite Metrics



Baltic Dry Index

Consumer Confidence Index

Expedia Activity

Price of Steel and Copper

Auto Sales

ISM Monthly Indexes

Restaurant Performance Index

Dow Jones Economic Sentiment Indicator

Aruoba-Diebold-Scotti Business Conditions Index

1. Follow The Money
2. Consider The Cloud
3. Follow The Fed
4. Have Thanksgiving With your Accountant
5. Have A Few Favorite Metrics

POLITICAL, ECONOMIC AND OTHER
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