

# **TrueBlue Reports 2011 First Quarter Results**

TACOMA, Wash.--(BUSINESS WIRE)-- TrueBlue, Inc. (NYSE:TBI) today reported revenue for the first quarter of 2011 of \$274 million, an increase of 14 percent compared to revenue of \$240 million for the first quarter of 2010. Net income for the quarter was \$0.8 million or \$0.02 per diluted share, compared to a net loss of \$2.3 million or \$0.05 per diluted share for the first quarter of 2010.

"Our team continues to do an outstanding job in serving the needs of our customers," said TrueBlue CEO Steve Cooper. "We experienced broad-based demand for our services with double-digit growth across most industries we serve. Businesses are increasingly turning to our blue-collar staffing solutions to increase the efficiency of their workforce."

For the second quarter of 2011, TrueBlue estimates revenue in the range of \$315 million to \$325 million and net income per diluted share for the quarter of \$0.15 to \$0.20.

Management will discuss first quarter 2011 results on a conference call at 2 p.m. (PT), today, Wednesday, April 27. The conference call can be accessed on TrueBlue's web site: www.TrueBlueInc.com.

#### About TrueBlue

TrueBlue, Inc. is a leading provider of blue-collar staffing. In 2010, TrueBlue connected approximately 300,000 people to work through the following brands: Labor Ready, Spartan Staffing, CLP Resources, PlaneTechs, and Centerline, and served approximately 175,000 businesses in the services, retail, wholesale, manufacturing, transportation, aviation, and construction industries. TrueBlue, Inc. is headquartered in Tacoma, Wash. For more information, visit TrueBlue's website at <a href="https://www.trueBluelnc.com">www.trueBluelnc.com</a>.

# Forward-looking Statements

This news release contains forward-looking statements that reflect management's current outlook for future periods, including statements regarding economic trends and future profitability. These forward-looking statements are based upon TrueBlue's current expectations, and TrueBlue's actual results may differ materially from those described or contemplated in the forward-looking statements. Factors that may cause TrueBlue's actual results to differ materially from those contained in the forward-looking statements, include without limitation the following: 1) national and global economic conditions, including the impact of changes in national and global credit markets and other changes on TrueBlue customers; 2) TrueBlue's ability to continue to attract and retain customers and maintain profit margins in the face of new and existing competition; 3) new laws and regulations that could have a materially adverse effect on TrueBlue's operations and financial results; 4) significant labor disturbances which could disrupt industries TrueBlue serves; 5) increased

costs and collateral requirements in connection with TrueBlue's insurance obligations, including workers' compensation insurance; 6) the adequacy of TrueBlue's financial reserves; 7) TrueBlue's continuing ability to comply with financial covenants in its lines of credit and other financing agreements; 8) TrueBlue's ability to attract and retain competent employees in key positions or to find temporary employees to fulfill the needs of its customers; 9) TrueBlue's ability to successfully complete and integrate acquisitions that it may make from time to time; and 10) other risks described in TrueBlue's filings with the Securities and Exchange Commission, including its most recent Form 10-K and Form 10-Q filings.

TRUEBLUE, INC.

SUMMARY CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited, in thousands, except per share data)

	1	3 Weeks Ended	13	3 Weeks I	Ended
	A	pril 1,	March 26,		
	2011			2010	
Revenue from services	\$	274,300	\$	239,851	
Cost of services		204,269		178,726	
Gross profit		70,031		61,125	
Selling, general and administrative expenses		65,159		61,214	
Depreciation and amortization		3,922		4,095	
Income (loss) from operations		950		(4,184	)
Interest and other income, net		308		328	
Income (loss) before tax expense (benefit)		1,258		(3,856	)
Income tax expense (benefit)		492		(1,597	)
Net income (loss)	\$	766	\$	(2,259	)
Net income (loss) per common share:					
Basic	\$	0.02	\$	(0.05	)
Diluted	\$	0.02	\$	(0.05	)
Weighted average shares outstanding:					
Basic		43,460		43,083	
Diluted		43,854		43,083	

# SUMMARY CONSOLIDATED BALANCE SHEETS

(Unaudited, in thousands)

	April 1,	December 31,
	2011	2010
Assets		
Current assets:		
Cash and cash equivalents	\$ 152 <b>,</b> 790	\$ 163,153
Accounts receivable, net	120,410	108,692
Other current assets	22,172	21,655
Total current assets	295 <b>,</b> 372	293,500
Property and equipment, net	52 <b>,</b> 386	53,958
Restricted cash and investments	123,808	120,067
Other assets, net	78,403	78,941
Total assets	\$ 549,969	\$ 546,466
Liabilities and shareholders' equity		
Current liabilities	\$ 85,869	\$ 85,923
Long-term liabilities	148,290	147,836
Total liabilities	234,159	233,759
Shareholders' equity	315,810	312,707
Total liabilities and shareholders' equity	\$ 549,969	\$ 546,466

# TRUEBLUE, INC.

CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited, in thousands)

	13 Weeks Ended	13 Weeks Ended
	April 1,	March 26,
	2011	2010
Cash flows from operating activities:		
Net income (loss)	\$ 766	\$ (2,259 )

# Adjustments to reconcile net income (loss) to net cash:

Depreciation and	3,922		4,095	
amortization	F.7.6		0.066	
Provision for doubtful accounts	576		2,066	
Stock-based compensation	2,575		2,430	
Deferred income taxes	690		1,118	
Other operating activities	(527	)	23	
Changes in operating assets and liabilities:				
Accounts receivable	(12,294	)	2,395	
Income taxes	(1,264	)	(3,183	)
Other assets	458		587	
Accounts payable and other accrued expenses	(2,547	)	(1,248	)
Accrued wages and benefits	3,695		(477	)
Workers' compensation claims reserve	(542	)	(2,314	)
Other liabilities	(103	)	225	
Net cash (used in) provided by operating activities	(4,595	)	3,458	
Cash flows from investing activities:				
Capital expenditures	(1,691	)	(777	)
Change in restricted cash and cash equivalents	(635	)	2,305	
Purchase of restricted investments	(3,106	)		
Other	-		10	
Net cash (used in) provided by investing activities	(5,432	)	1,538	
Cash flows from financing activities:				
Net proceeds from sale of stock through options and employee benefit plans	424		294	
Common stock repurchases for taxes upon vesting	(1,460	)	(1,153	)

#### of restricted stock

Payments on debt	(103	)	(92	)
Other	541		77	
Net cash used in financing activities	(598	)	(874	)
Effect of exchange rates on cash	262		16	
Net change in cash and cash equivalents	(10,363	)	4,138	
CASH AND CASH EQUIVALENTS, beginning of period	163,153		124,377	
CASH AND CASH EQUIVALENTS, end of period	\$ 152,790	,	\$ 128,515	5

# TRUEBLUE, INC.

Schedule of Total Revenue Growth(1)

# (Unaudited)

January 2011 19%

February 2011 12%

March 2011 13%

Q-1 2011 14%

(1) Revenue growth is organic; no acquisition activity within the last 12 months

Source: TrueBlue, Inc.