

Engineering/Architecture Firm
Job Profitability Detail for Bowden Boutiques
All Transactions

	Act. Cost	Act. Revenue	(\$) Diff.
Service			
Civil Engineering			
Coordination	339.58	1,260.00	920.42
Drafting	1,314.51	4,020.00	2,705.49
Engineering	1,166.30	4,830.00	3,663.70
Field Visits	152.06	1,425.00	1,272.94
Lay out	834.66	2,670.00	1,835.34
Meetings	377.26	1,195.00	817.74
Research	709.58	1,520.00	810.42
Civil Engineering - Other	0.00	1,500.00	1,500.00
Total Civil Engineering	4,893.95	18,420.00	13,526.05
Design			
Coordination	477.07	340.00	-137.07
Field Visit	267.62	680.00	412.38
Meetings	844.00	1,010.00	166.00
Research	543.29	0.00	-543.29
Design - Other	0.00	7,500.00	7,500.00
Total Design	2,131.98	9,530.00	7,398.02
Reimbursable Expenses			
Blue Printing	1,409.50	549.50	-860.00
Mileage	32.40	0.00	-32.40
Overnight Mail	119.00	74.00	-45.00
Total Reimbursable Expenses	1,560.90	623.50	-937.40
Structural Engineering			
Coordination	710.91	680.00	-30.91
Drafting	200.00	1,880.00	1,680.00
Engineering	1,243.29	2,200.00	956.71
Lay out	1,147.39	1,820.00	672.61
Meetings	321.65	590.00	268.35
Research	913.29	2,510.00	1,596.71
Structural Engineering - Other	0.00	1,500.00	1,500.00
Total Structural Engineering	4,536.53	11,180.00	6,643.47
Structural Observation			
Coordination	1,332.69	2,030.00	697.31
Field Visits	1,726.90	4,150.00	2,423.10
Total Structural Observation	3,059.59	6,180.00	3,120.41
Surveying			
Coordination	869.86	4,240.00	3,370.14
Drafting	924.94	4,360.00	3,435.06
Field Visits	825.48	1,950.00	1,124.52
Lay out	1,000.00	380.00	-620.00
Meetings	1,160.38	1,930.00	769.62
Research	500.00	950.00	450.00
Total Surveying	5,280.66	13,810.00	8,529.34
Total Service	21,463.61	59,743.50	38,279.89
Other Charges			
Markup	0.00	62.35	62.35
Total Other Charges	0.00	62.35	62.35
TOTAL	21,463.61	59,805.85	38,342.24

Engineering/Architecture Firm
Job Profitability Detail for Freeman Development Company
All Transactions

	Act. Cost	Act. Revenue	(\$ Diff.
Service			
Civil Engineering			
Coordination	557.52	1,000.00	442.48
Drafting	522.06	2,890.00	2,367.94
Engineering	1,038.48	3,820.00	2,781.52
Field Visits	60.82	850.00	789.18
Lay out	425.75	1,190.00	764.25
Meetings	382.46	1,060.00	677.54
Research	0.00	1,500.00	1,500.00
Total Civil Engineering	2,987.09	12,310.00	9,322.91
Design			
Coordination	0.00	2,250.00	2,250.00
Lay out	100.00	190.00	90.00
Meetings	66.90	170.00	103.10
Research	334.51	850.00	515.49
Total Design	501.41	3,460.00	2,958.59
Reimbursable Expenses			
Blue Printing	635.00	635.00	0.00
Mileage	18.00	0.00	-18.00
Overnight Mail	94.00	94.00	0.00
Total Reimbursable Expenses	747.00	729.00	-18.00
Structural Engineering			
Coordination	1,041.33	4,420.00	3,378.67
Drafting	931.97	2,760.00	1,828.03
Engineering	729.12	2,540.00	1,810.88
Field Visits	475.26	1,610.00	1,134.74
Lay out	499.59	1,360.00	860.41
Meetings	743.69	2,040.00	1,296.31
Research	763.97	2,040.00	1,276.03
Total Structural Engineering	5,184.93	16,770.00	11,585.07
Structural Observation			
Coordination	2,067.26	2,970.00	902.74
Field Visits	2,423.01	5,180.00	2,756.99
Total Structural Observation	4,490.27	8,150.00	3,659.73
Surveying			
Coordination	60.82	680.00	619.18
Drafting	486.57	1,000.00	513.43
Field Visits	0.00	500.00	500.00
Lay out	0.00	1,000.00	1,000.00
Meetings	55.76	250.00	194.24
Research	55.76	170.00	114.24
Total Surveying	658.91	3,600.00	2,941.09
Total Service	14,569.61	45,019.00	30,449.39
Other Charges			
Markup	0.00	72.90	72.90
Total Other Charges	0.00	72.90	72.90
TOTAL	14,569.61	45,091.90	30,522.29

Engineering/Architecture Firm
Job Profitability Detail for Hamby, Shane
All Transactions

	Act. Cost	Act. Revenue	(\$) Diff.
Service			
Civil Engineering			
Coordination	100.00	1,510.00	1,410.00
Drafting	323.01	700.00	376.99
Engineering	0.00	2,000.00	2,000.00
Field Visits	0.00	750.00	750.00
Lay out	74.33	170.00	95.67
Total Civil Engineering	497.34	5,130.00	4,632.66
Design			
Coordination	0.00	1,250.00	1,250.00
Drafting	900.00	2,960.00	2,060.00
Lay out	750.00	2,675.00	1,925.00
Meetings	407.80	835.00	427.20
Research	315.57	720.00	404.43
Total Design	2,373.37	8,440.00	6,066.63
Reimbursable Expenses			
Blue Printing	490.00	175.00	-315.00
Overnight Mail	122.00	36.00	-86.00
Total Reimbursable Expenses	612.00	211.00	-401.00
Structural Engineering			
Coordination	1,056.12	1,045.00	-11.12
Drafting	735.22	380.00	-355.22
Engineering	1,785.72	1,195.00	-590.72
Field Visits	1,041.34	0.00	-1,041.34
Lay out	1,156.90	2,090.00	933.10
Meetings	702.13	2,350.00	1,647.87
Research	829.18	340.00	-489.18
Total Structural Engineering	7,306.61	7,400.00	93.39
Structural Observation			
Coordination	1,204.10	0.00	-1,204.10
Field Visits	827.72	170.00	-657.72
Total Structural Observation	2,031.82	170.00	-1,861.82
Surveying			
Coordination	304.10	3,450.00	3,145.90
Drafting	235.35	2,430.00	2,194.65
Field Visits	200.00	1,130.00	930.00
Lay out	500.00	2,200.00	1,700.00
Meetings	574.53	510.00	-64.53
Total Surveying	1,813.98	9,720.00	7,906.02
Total Service	14,635.12	31,071.00	16,435.88
Other Charges			
Markup	0.00	21.10	21.10
Total Other Charges	0.00	21.10	21.10
TOTAL	14,635.12	31,092.10	16,456.98

Engineering/Architecture Firm
Job Profitability Detail for National Burger
All Transactions

	Act. Cost	Act. Revenue	(\$) Diff.
Service			
Civil Engineering			
Coordination	771.73	935.00	163.27
Drafting	1,411.92	1,270.00	-141.92
Engineering	1,155.23	2,470.00	1,314.77
Field Visits	55.76	1,590.00	1,534.24
Lay out	866.31	4,145.00	3,278.69
Meetings	160.82	750.00	589.18
Research	639.59	2,920.00	2,280.41
Civil Engineering - Other	0.00	0.00	0.00
Total Civil Engineering	5,061.36	14,080.00	9,018.64
Design			
Coordination	677.80	1,680.00	1,002.20
Drafting	700.00	2,010.00	1,310.00
Field Visit	1,167.62	1,430.00	262.38
Lay out	1,286.57	250.00	-1,036.57
Meetings	766.90	1,120.00	353.10
Research	200.71	0.00	-200.71
Design - Other	0.00	10,000.00	10,000.00
Total Design	4,799.60	16,490.00	11,690.40
Reimbursable Expenses			
Blue Printing	745.00	565.00	-180.00
Mileage	44.28	0.00	-44.28
Overnight Mail	176.00	122.00	-54.00
Printing	0.00	0.00	0.00
Total Reimbursable Expenses	965.28	687.00	-278.28
Structural Engineering			
Coordination	1,236.29	2,420.00	1,183.71
Drafting	691.00	1,600.00	909.00
Engineering	2,081.43	3,330.00	1,248.57
Field Visits	66.90	1,000.00	933.10
Lay out	500.71	190.00	-310.71
Meetings	446.02	1,020.00	573.98
Research	849.42	2,245.00	1,395.58
Structural Engineering - Other	0.00	0.00	0.00
Total Structural Engineering	5,871.77	11,805.00	5,933.23
Structural Observation			
Coordination	786.58	2,255.00	1,468.42
Field Visits	1,249.81	3,250.00	2,000.19
Total Structural Observation	2,036.39	5,505.00	3,468.61
Surveying			
Coordination	471.16	1,130.00	658.84
Drafting	471.16	1,885.00	1,413.84
Field Visits	60.82	0.00	-60.82
Lay out	610.33	2,760.00	2,149.67
Meetings	443.29	1,130.00	686.71
Research	892.79	2,950.00	2,057.21
Travel	30.41	0.00	-30.41
Surveying - Other	0.00	0.00	0.00
Total Surveying	2,979.96	9,855.00	6,875.04
Total Service	21,714.36	58,422.00	36,707.64
Other Charges			
Markup	0.00	68.70	68.70
Total Other Charges	0.00	68.70	68.70
TOTAL	21,714.36	58,490.70	36,776.34

Engineering/Architecture Firm
Job Profitability Detail for Peacock Enterprises
All Transactions

	Act. Cost	Act. Revenue	(\$ Diff.
Service			
Civil Engineering			
Coordination	1,213.65	2,320.00	1,106.35
Drafting	2,539.31	6,390.00	3,850.69
Engineering	1,990.71	5,520.00	3,529.29
Field Visits	223.01	420.00	196.99
Lay out	658.51	870.00	211.49
Meetings	191.99	980.00	788.01
Research	0.00	380.00	380.00
Travel	0.00	855.00	855.00
Total Civil Engineering	6,817.18	17,735.00	10,917.82
Design			
Coordination	355.00	4,250.00	3,895.00
Drafting	945.62	3,350.00	2,404.38
Field Visit	649.22	3,570.00	2,920.78
Lay out	759.50	4,990.00	4,230.50
Meetings	2,126.33	3,670.00	1,543.67
Research	1,495.71	4,340.00	2,844.29
Travel	100.00	320.00	220.00
Total Design	6,431.38	24,490.00	18,058.62
Reimbursable Expenses			
Blue Printing	961.00	961.00	0.00
Mileage	24.84	0.00	-24.84
Overnight Mail	126.00	141.00	15.00
Total Reimbursable Expenses	1,111.84	1,102.00	-9.84
Structural Engineering			
Coordination	337.52	1,965.00	1,627.48
Drafting	1,609.69	8,470.00	6,860.31
Engineering	2,387.75	9,135.00	6,747.25
Field Visits	504.84	1,840.00	1,335.16
Lay out	1,426.78	2,580.00	1,153.22
Meetings	1,071.34	1,230.00	158.66
Research	861.59	1,450.00	588.41
Travel	50.00	80.00	30.00
Total Structural Engineering	8,249.51	26,750.00	18,500.49
Structural Observation			
Coordination	1,872.10	6,630.00	4,757.90
Field Visits	2,086.84	6,480.00	4,393.16
Total Structural Observation	3,958.94	13,110.00	9,151.06
Surveying			
Coordination	851.22	3,110.00	2,258.78
Drafting	659.20	2,670.00	2,010.80
Lay out	773.76	2,380.00	1,606.24
Meetings	436.32	450.00	13.68
Research	1,307.18	2,920.00	1,612.82
Surveying - Other	0.00	340.00	340.00
Total Surveying	4,027.68	11,870.00	7,842.32
Total Service	30,596.53	95,057.00	64,460.47
Other Charges			
Markup	0.00	110.20	110.20
Total Other Charges	0.00	110.20	110.20
TOTAL	30,596.53	95,167.20	64,570.67

Engineering/Architecture Firm
Job Profitability Detail for Weeks, Matt
All Transactions

	Act. Cost	Act. Revenue	(\$) Diff.
Service			
Civil Engineering			
Coordination	267.62	840.00	572.38
Drafting	900.71	2,200.00	1,299.29
Engineering	467.62	800.00	332.38
Field Visits	66.90	120.00	53.10
Research	66.90	750.00	683.10
Total Civil Engineering	<u>1,769.75</u>	<u>4,710.00</u>	<u>2,940.25</u>
Design			
Coordination	223.01	480.00	256.99
Drafting	390.27	840.00	449.73
Field Visit	223.01	480.00	256.99
Lay out	167.26	360.00	192.74
Research	55.76	120.00	64.24
Total Design	<u>1,059.31</u>	<u>2,280.00</u>	<u>1,220.69</u>
Reimbursable Expenses			
Blue Printing	335.00	335.00	0.00
Overnight Mail	96.00	96.00	0.00
Total Reimbursable Expenses	<u>431.00</u>	<u>431.00</u>	<u>0.00</u>
Structural Engineering			
Coordination	334.51	1,320.00	985.49
Drafting	133.81	960.00	826.19
Engineering	0.00	360.00	360.00
Lay out	0.00	720.00	720.00
Meetings	200.71	360.00	159.29
Research	334.51	1,320.00	985.49
Total Structural Engineering	<u>1,003.54</u>	<u>5,040.00</u>	<u>4,036.46</u>
Structural Observation			
Coordination	1,479.13	3,440.00	1,960.87
Field Visits	725.75	2,040.00	1,314.25
Total Structural Observation	<u>2,204.88</u>	<u>5,480.00</u>	<u>3,275.12</u>
Surveying			
Coordination	1,108.21	2,000.00	891.79
Drafting	725.75	2,760.00	2,034.25
Field Visits	177.42	360.00	182.58
Lay out	223.01	1,020.00	796.99
Meetings	300.00	480.00	180.00
Research	367.26	680.00	312.74
Total Surveying	<u>2,901.65</u>	<u>7,300.00</u>	<u>4,398.35</u>
Total Service	<u>9,370.13</u>	<u>25,241.00</u>	<u>15,870.87</u>
Other Charges			
Markup	0.00	43.10	43.10
Total Other Charges	<u>0.00</u>	<u>43.10</u>	<u>43.10</u>
TOTAL	<u><u>9,370.13</u></u>	<u><u>25,284.10</u></u>	<u><u>15,913.97</u></u>

Engineering/Architecture Firm
Job Profitability Detail for Yoga Central
All Transactions

	Act. Cost	Act. Revenue	(\$) Diff.
Service			
Civil Engineering			
Coordination	221.65	1,530.00	1,308.35
Drafting	600.00	1,140.00	540.00
Engineering	60.82	1,045.00	984.18
Lay out	55.76	170.00	114.24
Meetings	100.00	190.00	90.00
Total Civil Engineering	<u>1,038.23</u>	<u>4,075.00</u>	<u>3,036.77</u>
Design			
Coordination	260.82	1,300.00	1,039.18
Drafting	0.00	1,250.00	1,250.00
Field Visit	600.00	1,140.00	540.00
Lay out	400.00	760.00	360.00
Meetings	60.82	420.00	359.18
Research	221.65	530.00	308.35
Total Design	<u>1,543.29</u>	<u>5,400.00</u>	<u>3,856.71</u>
Reimbursable Expenses			
Blue Printing	550.00	550.00	0.00
Mileage	43.20	0.00	-43.20
Overnight Mail	42.00	42.00	0.00
Total Reimbursable Expenses	<u>635.20</u>	<u>592.00</u>	<u>-43.20</u>
Structural Engineering			
Coordination	321.65	720.00	398.35
Drafting	121.65	1,340.00	1,218.35
Engineering	500.00	1,200.00	700.00
Total Structural Engineering	<u>943.30</u>	<u>3,260.00</u>	<u>2,316.70</u>
Structural Observation			
Coordination	223.01	1,430.00	1,206.99
Field Visits	1,043.29	2,700.00	1,656.71
Total Structural Observation	<u>1,266.30</u>	<u>4,130.00</u>	<u>2,863.70</u>
Surveying			
Coordination	223.01	1,430.00	1,206.99
Drafting	623.01	1,690.00	1,066.99
Field Visits	111.50	340.00	228.50
Lay out	655.76	1,310.00	654.24
Meetings	111.50	340.00	228.50
Research	111.50	340.00	228.50
Total Surveying	<u>1,836.28</u>	<u>5,450.00</u>	<u>3,613.72</u>
Total Service	<u>7,262.60</u>	<u>22,907.00</u>	<u>15,644.40</u>
Other Charges			
Markup	0.00	59.20	59.20
Total Other Charges	<u>0.00</u>	<u>59.20</u>	<u>59.20</u>
TOTAL	<u><u>7,262.60</u></u>	<u><u>22,966.20</u></u>	<u><u>15,703.60</u></u>

Engineering/Architecture Firm
Job Profitability Detail for Tingey Yogurts
All Transactions

	Act. Cost	Act. Revenue	(\$) Diff.
Service			
Civil Engineering			
Coordination	0.00	750.00	750.00
Drafting	400.00	760.00	360.00
Engineering	400.00	1,760.00	1,360.00
Research	0.00	500.00	500.00
Total Civil Engineering	800.00	3,770.00	2,970.00
Design			
Coordination	267.26	1,200.00	932.74
Drafting	523.29	2,440.00	1,916.71
Field Visit	121.65	340.00	218.35
Lay out	538.17	3,010.00	2,471.83
Meetings	255.76	1,060.00	804.24
Research	167.26	1,500.00	1,332.74
Total Design	1,873.39	9,550.00	7,676.61
Reimbursable Expenses			
Blue Printing	295.00	295.00	0.00
Overnight Mail	103.00	103.00	0.00
Total Reimbursable Expenses	398.00	398.00	0.00
Structural Engineering			
Coordination	364.92	2,020.00	1,655.08
Drafting	1,613.65	4,620.00	3,006.35
Engineering	664.92	2,465.00	1,800.08
Field Visits	781.00	2,040.00	1,259.00
Lay out	1,149.37	2,790.00	1,640.63
Meetings	347.95	1,020.00	672.05
Research	1,392.58	3,740.00	2,347.42
Total Structural Engineering	6,314.39	18,695.00	12,380.61
Structural Observation			
Coordination	3,566.90	7,390.00	3,823.10
Field Visits	4,800.00	9,870.00	5,070.00
Total Structural Observation	8,366.90	17,260.00	8,893.10
Surveying			
Drafting	835.23	2,680.00	1,844.77
Field Visits	133.81	340.00	206.19
Lay out	467.59	1,060.00	592.41
Meetings	66.90	170.00	103.10
Research	66.90	170.00	103.10
Total Surveying	1,570.43	4,420.00	2,849.57
Total Service	19,323.11	54,093.00	34,769.89
Other Charges			
Markup	0.00	39.80	39.80
Total Other Charges	0.00	39.80	39.80
TOTAL	19,323.11	54,132.80	34,809.69

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**Engineering/Architecture Firm
Job Profitability Detail for Internal
All Transactions**

	<u>Act. Cost</u>	<u>Act. Revenue</u>	<u>(\$) Diff.</u>
Service			
Unbillable Time			
Meetings	7,893.18	0.00	-7,893.18
Total Unbillable Time	<u>7,893.18</u>	<u>0.00</u>	<u>-7,893.18</u>
Total Service	<u>7,893.18</u>	<u>0.00</u>	<u>-7,893.18</u>
TOTAL	<u><u>7,893.18</u></u>	<u><u>0.00</u></u>	<u><u>-7,893.18</u></u>