

NEW MOON
Profit & Loss
 December 2007

	<u>Dec 07</u>
Ordinary Income/Expense	
Income	
400 · RESIDENTIAL CONSTRUCTION INCOME	
Remodeling Billings	220,000.00
Remodeling O/U Billings	-25,160.00
Total 400 · RESIDENTIAL CONSTRUCTION INCOME	<u>194,840.00</u>
Total Income	194,840.00
Cost of Goods Sold	
500 · DIRECT JOB COSTS	
Materials	28,642.50
Subcontract Expense	48,240.00
Field Labor Costs	
Gross Field Wages	34,672.50
Field Labor Burden	
Field PR Taxes	3,350.25
Field Insurances	6,241.00
Field Employee Benefits	2,815.50
Field Indirect Allocation	8,668.12
Total Field Labor Burden	<u>21,074.87</u>
Total Field Labor Costs	<u>55,747.37</u>
Total 500 · DIRECT JOB COSTS	<u>132,629.87</u>
Total COGS	<u>132,629.87</u>
Gross Profit	62,210.13
Expense	
550 · INDIRECT COSTS	
Indirect Field Uniforms	450.00
Indirect Field Cell Phones	1,250.00
Indirect Small Tools & Supplies	1,850.00
Indirect Vehicle Expenses	
Indirect Gas & Oil	1,200.00
Indirect Maintenance & Repair	800.00
Indirect Vehicle Insurance	1,600.00
Indirect Vehicle Registration	600.00
Indirect Vehicle - Misc	150.00
Total Indirect Vehicle Expenses	<u>4,350.00</u>
Indirect Allocation	-8,668.12
Total 550 · INDIRECT COSTS	<u>-768.12</u>
601 · OH-MARKETING & SALES EXPENSES	
Client Gifts	300.00
Referral rewards	175.00
Tours & Homeshows	900.00
Website Maintenance & Dev.	1,850.00
Print Advertising	1,250.00
Photography	875.00
Awards & Competition Costs	500.00
Total 601 · OH-MARKETING & SALES EXPENSES	<u>5,850.00</u>
602 · OH-PAYROLL EXPENSES	
Administrative Payroll	
Admin - Gross Wages	9,250.00
Admin Benefits	950.00
Admin PR Taxes	1,000.00
Total Administrative Payroll	<u>11,200.00</u>
Owner(s) Salary	
Owner(s) Salary - Gross	18,500.00
Owner Benefits	1,500.00
Owner PR Taxes	1,750.00

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Accrual Basis

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Total Owner(s) Salary	21,750.00
Total 602 · OH-PAYROLL EXPENSES	32,950.00
603 · OH-GENERAL & ADMINISTRATIVE	
Rent	2,000.00
Office Supplies	450.00
General Insurance	232.00
Vehicle Expense	
Gas & Oil	275.00
Total Vehicle Expense	275.00
Computer Expenses	
Computer Supplies	85.00
Total Computer Expenses	85.00
Total 603 · OH-GENERAL & ADMINISTRATIVE	3,042.00
604 · OH-PROFESSIONAL FEES	
Accounting Fees	850.00
Business Consulting	1,200.00
Total 604 · OH-PROFESSIONAL FEES	2,050.00
Total Expense	43,123.88
Net Ordinary Income	19,086.25
Net Income	19,086.25

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	<u>% of Income</u>
Ordinary Income/Expense	
Income	
400 · RESIDENTIAL CONSTRUCTION INCOME	
Remodeling Billings	112.9%
Remodeling O/U Billings	-12.9%
Total 400 · RESIDENTIAL CONSTRUCTION INCOME	<u>100.0%</u>
Total Income	100.0%
Cost of Goods Sold	
500 · DIRECT JOB COSTS	
Materials	14.7%
Subcontract Expense	24.8%
Field Labor Costs	
Gross Field Wages	17.8%
Field Labor Burden	
Field PR Taxes	1.7%
Field Insurances	3.2%
Field Employee Benefits	1.4%
Field Indirect Allocation	4.4%
Total Field Labor Burden	<u>10.8%</u>
Total Field Labor Costs	<u>28.6%</u>
Total 500 · DIRECT JOB COSTS	<u>68.1%</u>
Total COGS	<u>68.1%</u>
Gross Profit	31.9%
Expense	
550 · INDIRECT COSTS	
Indirect Field Uniforms	0.2%
Indirect Field Cell Phones	0.6%
Indirect Small Tools & Supplies	0.9%
Indirect Vehicle Expenses	
Indirect Gas & Oil	0.6%
Indirect Maintenance & Repair	0.4%
Indirect Vehicle Insurance	0.8%
Indirect Vehicle Registration	0.3%
Indirect Vehicle - Misc	0.1%
Total Indirect Vehicle Expenses	<u>2.2%</u>
Indirect Allocation	-4.4%
Total 550 · INDIRECT COSTS	<u>-0.4%</u>
601 · OH-MARKETING & SALES EXPENSES	
Client Gifts	0.2%
Referral rewards	0.1%
Tours & Homeshows	0.5%
Website Maintenance & Dev.	0.9%
Print Advertising	0.6%
Photography	0.4%
Awards & Competition Costs	0.3%
Total 601 · OH-MARKETING & SALES EXPENSES	<u>3.0%</u>
602 · OH-PAYROLL EXPENSES	
Administrative Payroll	
Admin - Gross Wages	4.7%
Admin Benefits	0.5%
Admin PR Taxes	0.5%
Total Administrative Payroll	<u>5.7%</u>
Owner(s) Salary	
Owner(s) Salary - Gross	9.5%
Owner Benefits	0.8%
Owner PR Taxes	0.9%

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	<u>% of Income</u>
Total Owner(s) Salary	11.2%
Total 602 · OH-PAYROLL EXPENSES	16.9%
603 · OH-GENERAL & ADMINISTRATIVE	
Rent	1.0%
Office Supplies	0.2%
General Insurance	0.1%
Vehicle Expense	
Gas & Oil	0.1%
Total Vehicle Expense	0.1%
Computer Expenses	
Computer Supplies	0.0%
Total Computer Expenses	0.0%
Total 603 · OH-GENERAL & ADMINISTRATIVE	1.6%
604 · OH-PROFESSIONAL FEES	
Accounting Fees	0.4%
Business Consulting	0.6%
Total 604 · OH-PROFESSIONAL FEES	1.1%
Total Expense	22.1%
Net Ordinary Income	9.8%
Net Income	9.8%