



Income Statement

Period and YTD

For 1 Month Ending December 2013

	Period	% Income		Year	% Income
Operating Income					
Insurance Income	210,426.12	86.32 %		2,191,076.15	75.48 %
Non-Insurance Income	82,304.87	33.76 %		561,361.26	19.34 %
Bad Debt Income	0.00	0.00 %		(293.82)	-0.01 %
Property Management	6,706.78	2.75 %		38,139.87	1.31 %
Finance Charge Income	15.74	0.01 %		(27.50)	0.00 %
Overpayments	(56,682.98)	-23.25 %		4,018.46	0.14 %
WIP - Over/Under Billings	1,015.40	0.42 %		108,734.95	3.75 %
Total Operating Income:	243,785.93	100.00 %		2,903,009.37	100.00 %
Direct Expense					
Purchases	48,524.50	19.90 %		393,485.93	13.55 %
Subcontractors	102,345.11	41.98 %		700,024.55	24.11 %
Permits & Fees	1,076.00	0.44 %		30,564.40	1.05 %
Field Equipment Rental	232.10	0.10 %		5,121.80	0.18 %
Merchant Credit Expense	601.46	0.25 %		5,762.63	0.20 %
Contingencies/Misc Expense	280.00	0.11 %		3,987.82	0.14 %
General Liability: Field	2,700.67	1.11 %		33,016.86	1.14 %
Referral Fees	3,430.57	1.41 %		67,475.80	2.32 %
Warranty	1,964.51	0.81 %		5,157.06	0.18 %
Storage	444.95	0.18 %		7,644.98	0.26 %
Mileage: Field	1,962.96	0.81 %		16,070.92	0.55 %
BBSI (Field: Wages)	38,284.05	15.70 %		481,390.94	16.58 %
BBSI (Field: Burden)	7,817.70	3.21 %		101,827.87	3.51 %
Benefits: Field	1,162.05	0.48 %		17,299.30	0.60 %
Total Direct Expense:	210,826.63	86.48 %		1,868,830.86	64.38 %
Equip/Shop Expense					
BBSI (Shop: Wages)	12,092.02	4.96 %		85,500.76	2.95 %
BBSI (Shop: Burden)	1,579.55	0.65 %		12,053.20	0.42 %
Shop Benefits	368.72	0.15 %		3,418.30	0.12 %
Shop Liability Insurance	924.83	0.38 %		5,959.93	0.21 %
Fuel Expense	6,970.74	2.86 %		87,018.82	3.00 %
Fleet Expense	3,972.03	1.63 %		54,978.76	1.89 %
Equip/Tool Expense	0.00	0.00 %		2,404.53	0.08 %
Owner (Fleet & Fuel)	0.00	0.00 %		608.17	0.02 %

Income Statement

01/20/14

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	Period	% Income		Year	% Income	
Total Equip/Shop Expense:	25,907.89	10.63	%	251,942.47	8.68	%
Total Direct & Equip/Shop Expense:	236,734.52	97.11	%	2,120,773.33	73.05	%
Gross Profit:	7,051.41	2.89	%	782,236.04	26.95	%
Overhead Expense						
Rent	5,887.03	2.41	%	67,184.90	2.31	%
Small Tools	138.89	0.06	%	1,126.61	0.04	%
Office Supplies	290.12	0.12	%	4,147.24	0.14	%
Office Expense	292.84	0.12	%	3,096.65	0.11	%
Utilities	1,604.62	0.66	%	17,438.48	0.60	%
Bank Charges	369.00	0.15	%	789.12	0.03	%
Finance Charges & Late Fees	482.64	0.20	%	5,483.06	0.19	%
Merchant Credit Expense	0.00	0.00	%	(0.45)	0.00	%
Postage and Shipping	150.00	0.06	%	1,750.14	0.06	%
Cell Phones	280.11	0.11	%	14,492.91	0.50	%
Professional Services	1,100.00	0.45	%	10,800.00	0.37	%
Legal Fees	47.50	0.02	%	505.00	0.02	%
Collections Expense	0.00	0.00	%	202.00	0.01	%
Travel, Meals, Entertainment	0.00	0.00	%	8,851.59	0.30	%
Associations & Subscriptions	(30.00)	-0.01	%	8,174.00	0.28	%
Education	0.00	0.00	%	840.07	0.03	%
Testing	40.00	0.02	%	1,553.80	0.05	%
Uniforms	0.00	0.00	%	2,780.14	0.10	%
Promotional	5,496.17	2.25	%	8,287.74	0.29	%
Marketing	1,017.00	0.42	%	7,300.97	0.25	%
Entertainment (50% deductible)	0.00	0.00	%	333.59	0.01	%
Computer Expense & Services	1,368.42	0.56	%	28,383.23	0.98	%
O/H General Liability	39.54	0.02	%	1,563.58	0.05	%
Property Insurance	210.33	0.09	%	6,150.50	0.21	%
Licenses & Fees	856.33	0.35	%	7,524.69	0.26	%
Interest Expense	35.69	0.01	%	3,775.07	0.13	%
BBSI (OH: Wages)	28,087.08	11.52	%	384,510.74	13.25	%
BBSI (OH: Burden)	2,676.08	1.10	%	37,083.61	1.28	%
P/R Taxes: O/H	0.00	0.00	%	(809.91)	-0.03	%
O/H Benefits	475.00	0.19	%	5,565.72	0.19	%
Equipment Lease	606.98	0.25	%	5,391.52	0.19	%
Franchise Taxes	0.00	0.00	%	800.00	0.03	%
Property Tax	46.69	0.02	%	119.10	0.00	%
Depreciation Expense	1,861.21	0.76	%	22,334.52	0.77	%
Miscellaneous Expense	(205.76)	-0.08	%	243.31	0.01	%
MISC Estimating Costs	269.30	0.11	%	1,086.17	0.04	%
Total Overhead Expense:	53,492.81	21.94	%	668,859.41	23.04	%

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Administrative Expense						
BBSI (Admin: Wages)	4,701.70	1.93	%	57,945.16	2.00	%
BBSI (Admin: Burden)	561.38	0.23	%	6,915.34	0.24	%
Benefits: Admin	290.40	0.12	%	3,420.02	0.12	%
General Liability: Admin	127.88	0.05	%	1,670.88	0.06	%
Extraordinary Expense	(4,576.69)	-1.88	%	(17,035.30)	-0.59	%
Total Administrative Expense:	1,104.67	0.45	%	52,916.10	1.82	%
Total Indirect Expense:	54,597.48	22.40	%	721,775.51	24.86	%
Income from Operations:	(47,546.07)	-19.50	%	60,460.53	2.08	%
Other Income						
Other Income	123.69	0.05	%	2,250.28	0.08	%
Total Other Income:	123.69	0.05	%	2,250.28	0.08	%
Net Income Before Tax:	(47,422.38)	-19.45	%	62,710.81	2.16	%
Net Income:	(47,422.38)	-19.45	%	62,710.81	2.16	%