



Income Statement

Period and YTD

Period 9 to 9

, For 1 Month Ending September 2011

	Period	% Income		Year	% Income
Operating Income					
Insurance Income	165,624.42	66.61 %		1,653,246.19	82.48 %
Non-Insurance Income	61,937.77	24.91 %		331,797.26	16.55 %
Bad Debt Income	(0.52)	0.00 %		(1,875.97)	-0.09 %
Finance Charge Income	(44.89)	-0.02 %		19.50	0.00 %
Overpayments	288.06	0.12 %		(8.78)	0.00 %
Discounts Earned	13.33	0.01 %		398.20	0.02 %
WIP - Over/Under Billings	20,838.64	8.38 %		20,954.84	1.05 %
Total Operating Income:	248,656.81	100.00 %		2,004,531.24	100.00 %
Direct Expense					
Purchases	29,122.70	11.71 %		153,911.56	7.68 %
Subcontractor Material	12,750.28	5.13 %		53,393.40	2.66 %
Subcontractors	22,951.22	9.23 %		307,302.39	15.33 %
Permits & Fees	500.00	0.20 %		892.00	0.04 %
Worker's Comp: Field	5,209.68	2.10 %		39,674.07	1.98 %
Field Equipment Rental	0.00	0.00 %		426.17	0.02 %
Merchant Credit Expense	584.67	0.24 %		8,060.35	0.40 %
Contingencies/Misc Expense	35.00	0.01 %		2,857.06	0.14 %
General Liability: Field	4,221.13	1.70 %		32,065.60	1.60 %
Referral Fees	2,593.82	1.04 %		30,343.37	1.51 %
Warranty	0.00	0.00 %		1,338.64	0.07 %
Storage	83.38	0.03 %		1,258.15	0.06 %
Mileage: Field	1,288.70	0.52 %		11,106.17	0.55 %
P/R Field Wages	51,002.87	20.51 %		390,804.14	19.50 %
P/R Taxes: Field	3,724.34	1.50 %		37,031.42	1.85 %
Benefits: Field	1,755.18	0.71 %		12,107.42	0.60 %
Total Direct Expense:	135,822.97	54.62 %		1,082,571.91	54.01 %
Equip/Shop Expense					
Shop Labor	8,551.33	3.44 %		72,429.57	3.61 %
Shop Payroll Taxes	631.90	0.25 %		6,632.07	0.33 %
Shop Workers' Compensation	1,222.25	0.49 %		10,231.04	0.51 %
Shop Benefits	199.44	0.08 %		(666.81)	-0.03 %
Shop Liability Insurance	708.23	0.28 %		5,900.08	0.29 %
Fuel Expense	2,784.26	1.12 %		51,852.54	2.59 %

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	Period	% Income		Year	% Income	
Fleet Expense	5,155.76	2.07	%	59,401.14	2.96	%
Equip/Tool Expense	0.00	0.00	%	937.07	0.05	%
Total Equip/Shop Expense:	19,253.17	7.74	%	206,716.70	10.31	%
Total Direct & Equip/Shop Expense:	155,076.14	62.37	%	1,289,288.61	64.32	%
Gross Profit:	93,580.67	37.63	%	715,242.63	35.68	%

Overhead Expense

Rent	6,371.00	2.56	%	57,339.00	2.86	%
Small Tools	0.00	0.00	%	485.84	0.02	%
Office Supplies	263.93	0.11	%	2,512.13	0.13	%
Office Expense	255.34	0.10	%	2,421.32	0.12	%
Utilities	3,205.49	1.29	%	33,467.72	1.67	%
Help Wanted	0.00	0.00	%	25.00	0.00	%
Bank Charges	0.00	0.00	%	328.00	0.02	%
Finance Charges & Late Fees	265.05	0.11	%	7,455.65	0.37	%
Postage and Shipping	100.00	0.04	%	1,502.51	0.07	%
Cell Phones	1,084.09	0.44	%	14,181.83	0.71	%
Professional Services	129.18	0.05	%	7,524.24	0.38	%
Legal Fees	0.00	0.00	%	106.89	0.01	%
Collections Expense	22.00	0.01	%	137.00	0.01	%
Travel, Meals, Entertainment	918.30	0.37	%	3,998.26	0.20	%
Associations & Subscriptions	250.00	0.10	%	3,350.00	0.17	%
Education	0.00	0.00	%	1,711.00	0.09	%
Testing	0.00	0.00	%	1,244.65	0.06	%
Promotional	191.47	0.08	%	968.42	0.05	%
Marketing	1,481.03	0.60	%	8,891.54	0.44	%
Computer Expense & Services	1,665.91	0.67	%	21,628.86	1.08	%
O/H General Liability	2,027.96	0.82	%	25,650.55	1.28	%
Property Insurance	217.33	0.09	%	5,101.41	0.25	%
Licenses & Fees	88.32	0.04	%	7,507.92	0.37	%
Interest Expense	586.56	0.24	%	5,961.23	0.30	%
P/R O/H Salaries	52,868.48	21.26	%	394,410.41	19.68	%
P/R Taxes: O/H	3,735.77	1.50	%	31,641.33	1.58	%
O/H Workers' Compensation	(813.58)	-0.33	%	484.15	0.02	%
O/H Benefits	(1,095.82)	-0.44	%	6,965.62	0.35	%
Equipment Lease	908.55	0.37	%	7,586.59	0.38	%
Franchise Taxes	0.00	0.00	%	800.00	0.04	%
California Use Taxes	0.00	0.00	%	1,886.24	0.09	%
Property Tax	0.00	0.00	%	1,159.45	0.06	%
Depreciation Expense	1,438.11	0.58	%	12,946.67	0.65	%
Miscellaneous Expense	(93.66)	-0.04	%	(1,046.78)	-0.05	%
MISC Estimating Costs	(0.70)	0.00	%	365.36	0.02	%

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	Period	% Income		Year	% Income	
Total Overhead Expense:	76,070.11	30.59	%	670,700.01	33.46	%
Administrative Expense						
P/R Wages: Admin	8,764.80	3.52	%	55,410.97	2.76	%
P/R Taxes: Admin	653.63	0.26	%	4,286.34	0.21	%
Benefits: Admin	383.85	0.15	%	2,559.00	0.13	%
Work Comp: Admin	46.65	0.02	%	295.08	0.01	%
General Liability: Admin	484.28	0.19	%	3,357.94	0.17	%
Extraordinary Expense	0.00	0.00	%	(399.30)	-0.02	%
Total Administrative Expense:	10,333.21	4.16	%	65,510.03	3.27	%
Total Indirect Expense:	86,403.32	34.75	%	736,210.04	36.73	%
Income from Operations:	7,177.35	2.89	%	(20,967.41)	-1.05	%
Other Income						
Other Income	192.82	0.08	%	2,635.60	0.13	%
Total Other Income:	192.82	0.08	%	2,635.60	0.13	%
Net Income Before Tax:	7,370.17	2.96	%	(18,331.81)	-0.91	%
Net Income:	7,370.17	2.96	%	(18,331.81)	-0.91	%