

ABC Construction Company, Inc.		Current Month			Year to Date		
Line Owners		Jan-11					
		Budget	Forecast	Actual	Budget	Forecast	Actual
Mike	Revenue	\$1,000,000	\$1,100,000	\$1,050,000	\$1,000,000	\$1,100,000	\$1,050,000
Todd	Cost of Goods Sold	\$750,000	\$880,000	\$787,500	\$750,000	\$880,000	\$787,500
Calculation	% of Revenue	75%	80%	75%	75%	80%	75%
Calculation	Gross Margin	\$250,000	\$220,000	\$262,500	\$250,000	\$220,000	\$262,500
Calculation	% of Revenue	25%	20%	25%	25%	20%	25%
Jane	Overhead	\$175,000	\$154,000	\$189,000	\$175,000	\$154,000	\$189,000
Calculation	% of Revenue	18%	14%	18%	18%	14%	18%
Calculation	Profit Before Taxes (PBT)	\$75,000	\$66,000	\$73,500	\$75,000	\$66,000	\$73,500
Calculation	PBT as % of Revenue	8%	6%	7%	8%	6%	7%
Operational KPIs							
Bill	# of Bids	4	4	3	4	4	3
Bill	Win Ratio	50%	75%	67%	50%	75%	67%
Bill	Projected Revenue from Wins	\$500,000	\$1,000,000	\$500,000	\$500,000	\$1,000,000	\$500,000
Joe	Backlog	\$10,000,000	\$9,000,000	\$8,750,000	\$10,000,000	\$900,000	\$8,750,000
Chris	Job Cost +/- to Budget	\$0	\$25,000	\$24,000	\$0	\$25,000	\$24,000
Paul	Cost of Rentals	\$10,000	\$15,000	\$13,000	\$10,000	\$15,000	\$13,000
Vicky	Small Tool Cost	\$2,500	\$5,000	\$5,000	\$2,500	\$5,000	\$5,000
Frank	3-Week Plans % Turned In	100%	100%	95%	100%	100%	95%
Kyle	% of Complete Submittals Ready at NTP	100%	100%	90%	100%	100%	90%
Chris	Change Order Losses	\$0	\$0	\$0	\$0	\$0	\$0
Sam	Number of Change Orders Approved	3	2	4	\$3.00	2	4
Sean	Cost of Disposal	\$500	\$500	\$600	\$500	\$500	\$600

		Feb-11	Mar-11	Apr-11
Mike	Revenue Budget	\$1,000,000	\$1,000,000	\$1,000,000
	Revenue Forecast	\$900,000	\$1,000,000	\$1,200,000