

GETTING WHAT YOU WANT

Business Growth Calculator — Full Report

February 19, 2026

The Concrete Protector · I-BOS System

| PRODUCT | SQ FT | CHARGE | CREW | EQUIPMENT | GP TARGET |
|------------------------|-------|------------|---------|---------------|-----------|
| Graniflex Floor System | 1,500 | \$10.00/ft | 3 techs | Leonidas 2795 | \$500,000 |

SHAREHOLDER'S VISION — ROI OF TIME, TALENT & TREASURE

\$311,789.35
\$25,982 / month

| | |
|--|---------------------|
| Working In The Business (Labor + Commission) | \$65,041.08 |
| Working On The Business (Net Profit) | \$246,748.27 |
| Total Owner Compensation | \$311,789.35 |

P&L SCORECARD — ANNUAL PROJECTION

| | |
|---|--------------------|
| Gross Sales (63 projects) | \$942,624 |
| Cost of Goods (26.5%) | " \$ 2 4 9 , 7 9 5 |
| Labor — 3 techs (12.5%) | " \$ 1 1 7 , 4 1 9 |
| Operations (8.0%) | " \$ 7 5 , 4 1 0 |
| Gross Profit (53.0%) | \$500,000 |
| Marketing (10.0%) | " \$ 9 4 , 2 6 2 |
| Business Expense (10.0%) | " \$ 9 4 , 2 6 2 |
| Driving Labor (2.0 hrs/tech × 3) | " \$ 1 7 , 5 9 6 |
| Sales Commission (5.0%) | " \$ 4 7 , 1 3 1 |
| Net Profit (26.2%) — ENJOY & GROW FAST | \$246,748 |

PROJECT MODEL — GRANIFLEX FLOOR SYSTEM — 1,500 SQ FT

| ITEM | PER SQ FT | TOTAL |
|---------------------------------|-----------|-------------|
| Gross Sales: Charge to Customer | \$10.00 | \$15,000.00 |
| Cost of Goods | \$2.65 | \$3,975.00 |
| Labor (3 techs) | \$1.25 | \$1,868.49 |
| Operating Cost @ 8.0% | \$0.80 | \$1,200.00 |
| GROSS PROFIT | \$5.30 | \$7,956.51 |
| Job Gross Margin | | 53% |

SALES FUNNEL

| | |
|-------------------------------------|---------------------|
| Gross Profit Target | \$500,000 |
| Projects Needed (63/yr) | @ \$7,956.51/job GP |
| Quotes Needed (÷ 60.0%% close rate) | 105 |
| Leads Needed (÷ 30.0%% conversion) | 350 |

WEEKLY & DAILY TARGETS

| METRIC | PER WEEK | PER YEAR |
|------------------------|----------|-------------|
| Leads (Marketing) | 8.3 | 350 |
| Leads Per Day | 1.7 | TRACK DAILY |
| Quotes (Sales) | 2.5 | 105 |
| Contracts (Operations) | 1.50 | 63 |

MARKETING METRICS

| | |
|-----------------------------------|-------------|
| Marketing Budget (10.0% of Gross) | \$94,262.43 |
| Cost Per Lead | \$269.32 |
| Cost Per Quote | \$897.74 |
| Customer Acquisition Cost | \$1,496.23 |

LEAD SOURCE MIX

| SOURCE | % | LEADS/YEAR | LEADS/WEEK |
|---------------|-----|------------|------------|
| Inbound Calls | 25% | 88 | 2.1 |
| Website Forms | 15% | 53 | 1.3 |
| Mailers | 25% | 88 | 2.1 |
| Referrals | 25% | 88 | 2.1 |
| Repeat | 10% | 35 | 0.8 |

LABOR & EQUIPMENT SUMMARY

| | |
|--------------------------------|-------------------------------|
| Crew Size | 3 techs |
| Equipment | Leonidas 2795 (1,200 sqft/hr) |
| Average Man Hour Rate | \$46.67 |
| Labor \$/Sq Ft | \$1.25 |
| Production Hours (576 base) | 15.38 hrs |
| Driving Cost / Job | \$280.00 |
| Total Labor + Drive (576 base) | \$997.50 |
| CREW PAY RATES | |
| Tech 1 | \$40.00/hr |
| Tech 2 | \$70.00/hr |
| Tech 3 | \$30.00/hr |