**Forecasting Backlog Grooming-20250715\_113117-Meeting Recording**

July 15, 2025, 4:31PM

52m 9s

 **Jonathan Aulson** started transcription

 **Jonathan Aulson** 0:06  
Hey, folks.  
Is.

 **Foy, Michael** 0:11  
Hey, Jonathan.

 **Sowells, Amy** 0:12  
Hey guys, how's it going?

0:13  
Who?

 **Christopher Thompson** 0:13  
Hello.

 **Jonathan Aulson** 0:15  
Good, good.  
All right. Sorry, I didn't see your note, Amy, until just a little bit ago. Anyway, glad we.  
Connected. I've got a lot.

 **Sowells, Amy** 0:29  
Oh, did you reschedule anyway then?

 **Jonathan Aulson** 0:33  
No, I that would. I just rescheduled like 20 minutes ago. So yeah, no, it's my my fault. I my my sound on my laptop was actually set to the my monitors speakers and so I didn't hear the little announcement when yeah, when you when you.

 **Sowells, Amy** 0:37  
Oh, sorry.  
Thing, yeah.

 **Jonathan Aulson** 0:52  
Ding me on teams. Anyways, we have a a whole lot to go through today, so I want to kind of jump in. Let me think about where to start. So the let's see.

 **Sowells, Amy** 0:54  
Thank you.

 **Jonathan Aulson** 1:07  
I think we will do PNL second. The first one to go through is talking about our job mappings and I know this is kind of Adam was our.  
Our victim of, you know, doing this mapping, Amy, while you were out, but want to kind of take you guys through where we're at with mapping the budgeted hours to the forecast basically.  
Our challenge is that.  
The budgeted hours are in the database on the budget data tab PR table and they have a a column job profile and that's not a. It's not a great match for job code. We've been trying to map it to that and.  
There's challenges there. Um.  
There's so we we need to kind of make a decision. We we can. Our preference is to to go through an exercise and see if we can't map it to job codes because.  
That'll allow you to kind of leverage the features we've built around forecasting at the job level.  
The alternative I think would be mapping it to job group, but that's going to result in a less accurate forecast and and just and also more work when we build out the budgeting system.  
Will I? Because I think where you guys want to go with it is as accurate as possible, which would imply kind of budgeting and forecasting at the job level. And so we would need to kind of rebuild this part anyways.  
Does it make sense? Kind of what I'm talking about, Amy and Mike?

 **Sowells, Amy** 3:12  
Think so.

 **Jonathan Aulson** 3:15  
OK.  
So here's this spreadsheet. We've kind of tried to document where we're at with it. This column rows one through 92 here. These are the jobs, job codes that we have in Power Bill as billable jobs.  
So we we know that all of these are per labor hour jobs and and we would want I think to get the budget for these jobs and and show it to the account manager right as they're forecasting.  
So, so I think we want, if we can, we want to get a a match on all of these job codes to a job profile so that we can pull in the budget there's and we've got, let's see.  
Chris, if you're there, Sir, I think the in maps job, this column is what we've we we have a mapping for. Is that right?

 **Christopher Thompson** 4:19  
Correct.

 **Jonathan Aulson** 4:20  
Yeah, so out of Adam's exercise, Amy, the ones with check marks here are mapped to a job profile.

 **Sowells, Amy** 4:26  
Mhm.

 **Jonathan Aulson** 4:32  
And So what we're looking for is all the ones in column D without a check mark. We're we're trying to.

 **Sowells, Amy** 4:38  
So I think based on just the visual here, I'm gonna assume Adam didn't take the time to match anything that was like a greeter like if you look at row 17 through 20.  
I'm I'm pretty sure like greeter 2-3 and four would just be.  
Categorizes greeter, I'm assuming in the budget database.

 **Jonathan Aulson** 5:06  
Yeah.

 **Sowells, Amy** 5:08  
I don't.

 **Jonathan Aulson** 5:09  
Well, there's a little bit of a. There's kind of a mismatch between job profiles and job codes. I wanna let me see if I can find an example. So like this.

 **Christopher Thompson** 5:10  
Right.

 **Jonathan Aulson** 5:25  
GSA shift diff 2 is a job profile, but matching that to either GSA, GSA2GSA 345, you know what I mean? Like it's. I think this concept doesn't directly map to a job code if I'm understanding it correctly.

 **Sowells, Amy** 5:29  
Mhm.  
Um, let's see. We have a wage scale that actually.  
Is all of these documented? So I could probably, yeah, let me take a look at that.

 **Jonathan Aulson** 5:56  
Oh, really?

 **Sowells, Amy** 6:13  
OK, so on that example.  
Yeah, I just showed that's called guest service associate 2. That's the job title.

 **Jonathan Aulson** 6:36  
OK.  
So that one we have, we should have a code for, so we'll just need to map it. Let me see if there's others.

 **Sowells, Amy** 6:49  
But maybe I'm yeah, maybe I'm like misunderstanding.

 **Christopher Thompson** 6:56  
Yeah, and.

 **Jonathan Aulson** 6:56  
Uh.

 **Sowells, Amy** 6:56  
It's the.

 **Christopher Thompson** 6:59  
I I think like one to to call out that I I've noticed is like the shuttle ones because yeah, we have like all of those shuttle job codes, but from the budget.

 **Sowells, Amy** 7:06  
Mhm.

 **Christopher Thompson** 7:15  
Like for example, we've been using site 0170 for testing a lot. It has the shuttle two job code assigned to it, but when we query the budget, the job profile is is just like shuttle like the string.

 **Sowells, Amy** 7:21  
Mhm.

 **Christopher Thompson** 7:31  
Um.

 **Sowells, Amy** 7:31  
Right. I don't think it goes into that much detail, but let me take a look at that exact budget so we can see how those are done.

 **Christopher Thompson** 7:35  
Right.  
Yeah, but then we have cases where I think which site was it 237, right? So if you look at site 237 on Jonathan's sheet, we have shuttle one and shuttle 2.  
Assigned to the same site, but if the budget line just gives us shuttle, we don't know you know which job code to assign those hours to.

 **Sowells, Amy** 8:11  
Right.  
So I thought we said though with Adam for pro labor hours.  
We were not going to show budget for the individual.  
Jobs because it was.  
Impossible. Did I get that wrong?

 **Jonathan Aulson** 8:36  
Well, we we we talked about that as a kind of fall back. I think we're hoping.  
What we're hoping to do is see if there's a way to show budget per job and for example.  
With this one, if the budget has job profile shuttle, um.  
Maybe what we can do? Mm-hmm.

 **Sowells, Amy** 9:05  
Like you said, sorry, keep going.

 **Jonathan Aulson** 9:08  
Well, just that splitting the budget across the job codes evenly might be a way to to show it. The problem is if we let me get over the screen.

 **Sowells, Amy** 9:19  
Well, and here this might help too, because I highly doubt it's possible. Like, OK, here's here's an example of hopefully you can see my screen. This is the wage scale at. I think, Chris, you said you're doing a lot of testing on 0170. I got that right.

 **Jonathan Aulson** 9:30  
Yes.

 **Sowells, Amy** 9:36  
This is the wage scale, so these are all the job codes they're using. So they use like shuttle one, shuttle two, GSA 234, but when you look at the budget.  
The hours that are budgeted are just like the main category. It doesn't break it down that I can see. And Mike, I don't know if you know anything about this yet, but it doesn't break it down into any more detail other than like the main category. It doesn't have like shuttle 1-2.  
1-2 on GSA 123, you know. Um.

 **Jonathan Aulson** 10:13  
I and that makes sense. What we're seeing though is that not every site uses the same titles there for job profile. Some sites are using GSC shift differential too and and plus and GSC and so it's.

 **Sowells, Amy** 10:22  
Hmm.

 **Jonathan Aulson** 10:31  
For us, we don't know what to do with with the budget in those examples because we're trying to, we're trying to make it work the same way, you know, for for across the system. But it looks like job profile isn't quite a job code and it's not quite a job.  
Group. It's something else.  
I think it's, you know, it's kind of an artifact of the budgeting process which which kind of makes sense, but trying to fit it in with with what we're with what we've built is just is is turning out to be tricky.

 **Sowells, Amy** 10:58  
Mm.  
Yeah.

 **Jonathan Aulson** 11:11  
Um.  
So, OK, let's let me let me pull this guy back up.  
So Chris, if we, excuse me, if we are able to.  
Well, I think so. My understanding of the way this works is each site creates kind of their own budget, right? And and within that site job profiles are relate to job codes, but.

 **Foy, Michael** 11:46  
Thanks.

 **Jonathan Aulson** 11:49  
But those same job profiles don't relate to other sites job codes. Does that sound right to you, Amy?

 **Sowells, Amy** 11:57  
I I mean, I always said the job profile was really just the site number plus the job code.  
But.

 **Jonathan Aulson** 12:07  
Oh well, I'll show you what we're seeing in the database for the budget table. Let me get there.

 **Sowells, Amy** 12:11  
OK.  
Yeah, this is a little foreign to me. Mike, I don't know. Is there someone else that could that's like a subject matter expert on the budget, the budgeting process outside of Adam?

 **Jonathan Aulson** 12:17  
So.

 **Foy, Michael** 12:27  
So Catherine's been helping a lot since Adam's been out, especially with as we're releasing all these files for the 26 budget. So we can, I can ping her and we can maybe huddle up with her offline.

 **Sowells, Amy** 12:41  
OK.

 **Foy, Michael** 12:42  
Perfect.  
'Cause I'm not close enough, like this is my first go around, so just trying to get my wrap my head around the files has been taking a little bit of time, so I'm not that familiar with these mappings.

 **Sowells, Amy** 12:57  
Yeah, sure, sure. Yeah, I know it's a little overwhelming, just like all of our other Excel files.

 **Foy, Michael** 13:01  
Yes, there's six 620 of them, so yeah.

 **Sowells, Amy** 13:07  
Yeah.

 **Jonathan Aulson** 13:09  
Well, that would be great if we can maybe we can bring is it Catherine bring her in this week and and talk through this.

 **Foy, Michael** 13:17  
Yeah, I can give her a heads up. I'll just kind of explain to her what we're trying to accomplish and then maybe we can just, we can also huddle like, you know, offline internally before, you know, taking everyone's time, but.  
Um, yeah, we can start there and then and then bring her into the next call as needed.

 **Jonathan Aulson** 13:38  
OK.  
Um, fantastic. Well, just to kinda show you guys what I was talking about, this is the the table we're told to get the budget hours from is this budget data tab PR and the job profiles here are named, you know, like this.

 **Sowells, Amy** 13:50  
OK.

 **Jonathan Aulson** 13:57  
Um.

 **Sowells, Amy** 13:57  
Oh, OK. Those are probably that what I just had on my screen where it's like.

 **Jonathan Aulson** 14:00  
Yeah.

 **Sowells, Amy** 14:05  
See, where does that come from?  
It's almost like free form, not free form for all of them, but they can be free formed, which means.

 **Jonathan Aulson** 14:12  
Yeah.

 **Sowells, Amy** 14:19  
It's not gonna be like GSA prod adjustment is always this job code, you know, 'cause it could be specific to just that one site.

 **Jonathan Aulson** 14:30  
Yeah, that and that's that's what we're. So I think though, well, I don't know if it's a concern, but what it looks like to us is that we would need to map for each site the job profile to job code.

 **Sowells, Amy** 14:31  
Um.

 **Jonathan Aulson** 14:46  
Which is a significant mapping exercise for for someone you know, yeah.

 **Sowells, Amy** 14:51  
Right, right. And I don't, I wouldn't advise of that given the time constraints we're already under.

 **Jonathan Aulson** 14:59  
Mhm.  
Well, I can't. I can't say.

 **Sowells, Amy** 15:04  
Because this exercise, this is just for pro labor hours, right?

 **Jonathan Aulson** 15:09  
It's it's really setting up the flow of budget data into the system and that's why we're kind of sticking on it a little bit is that we're hoping we can find a path through to to set it up so that.  
You guys can budget at the job level because it'll make everything, you know, just that much more accurate. Otherwise, we'll, yeah.

 **Sowells, Amy** 15:36  
But why wouldn't we? I guess why wouldn't we even use job profile at all? Why wouldn't we just use job code?

 **Jonathan Aulson** 15:45  
It's not on this table is the problem. If I I wish it was, yeah.

 **Sowells, Amy** 15:48  
Oh, OK, job category isn't job code.

 **Jonathan Aulson** 15:52  
It doesn't translate. You see that? Yeah.

 **Sowells, Amy** 15:54  
Oh, OK, got it.

 **Foy, Michael** 16:00  
So if we like if we were to add to this table the job code based on the job profiles, would that do it?

 **Jonathan Aulson** 16:08  
It would, but that would imply that someone somewhere has them mapped already, which would be fantastic, yeah.

 **Foy, Michael** 16:13  
I.  
Right, unless we were just to create it manually.

 **Jonathan Aulson** 16:19  
Yeah, I did take a stab at that. So I took the combination of job code and and site number and then our our our list of job profiles and site numbers and I fed that to A I and asked it to to try and map it for us.  
This just as kind of an experiment, right? This looks like like there's some things that you know, maybe not right. Other is a job profile, which I don't know how we're gonna map that, but.  
This would be the approach if we want to do it. If we wanted to get, we'd have to look per site and figure out, you know, OK, the job profiles in this site, what do they relate to in terms of job codes?  
If you guys want to review this, we could. I mean, I'm happy to pass it along if, but I'm kind of hoping that someone in the organization might have a mapping or know where a mapping lives.

 **Sowells, Amy** 17:28  
Well, if Adam didn't.  
Confirm that prior. I doubt that exists.

 **Jonathan Aulson** 17:35  
OK, OK, well, let's.

 **Sowells, Amy** 17:38  
Maybe Jim, we could maybe we sidebar. We have a separate meeting where we loop in Jim and Catherine.

 **Foy, Michael** 17:46  
Yep.

 **Sowells, Amy** 17:47  
And we see.  
Like all of us, I think Alina too, and try to understand the art of the possible.

 **Jonathan Aulson** 17:59  
OK.  
That sounds good. I think we have a call with Jim today on some data stuff. I will mention this and and just see if he has something off the top of his head. Otherwise we'll get a a meeting together.

 **Foy, Michael** 18:13  
Did you send us that in case we do need to go down the path of mapping?

 **Jonathan Aulson** 18:18  
Yes, absolutely.

 **Foy, Michael** 18:19  
Thank you.

 **Jonathan Aulson** 18:24  
Let's see.  
No.  
All right. OK, so that was that was one topic. The next one I want to hit is just walking through a little bit of the PNL calculations.  
And I think so we've covered kind of how the how the initialization needs to work. We know how calculations work when an AM makes an edit. I want to kind of talk about the.  
Current month. So I know that we want to show sort of a a combination of actuals data as much as we have for the month plus.  
And then fill in the rest of the month with with whatever's forecasted so that we have that kind of trend view of the current month. I think the piece I'm I want to confirm with you guys is that within the current month.

 **Sowells, Amy** 19:53  
Great.

 **Jonathan Aulson** 20:01  
We can fetch our actual data from account summary. So I've got a query here. I'll show you what it would look like for this month, just so we can imagine it.  
Let's see.  
So for Site 170 as of today we have these amounts out of the all the rows on the PNL. Is this what you'd you guys would expect in terms of?  
Actualized on the PNL or is? Well, I'll just leave it there.

 **Sowells, Amy** 20:44  
And it counts for, yeah, this makes sense for July. So yeah, like the we probably want to talk about each P&L component separately because I think the treatment.  
Is a little bit different like account summary throughout the month.  
We'd really just use other expenses, I think, to populate.  
Internal Revenue you wouldn't want to pull in at all because there could be a lot of other stuff posted to Internal Revenue that doesn't actually end up contributing to the site's revenue, which I know that's a confusing statement, but like a good example is like a mid month.

 **Jonathan Aulson** 21:27  
Mm.

 **Sowells, Amy** 21:32  
Like a site could have $100,000 mid month that's posted on July 15th, but that that is just a payment in advance and it gets reduced from the end of month invoice. So it has no impact at the end of the day. So we basically ignore account summary.

 **Jonathan Aulson** 21:37  
Uh.

 **Sowells, Amy** 21:49  
For everything except other expenses until we're done, we're closed and then that becomes the PNL, but.  
Yeah, we'd probably.

 **Jonathan Aulson** 22:01  
Got it. So then that's that's what I sort of feared. So I do have another approach here. We can look at each row of the PNL and fetch data based on what we know about that. So for example.  
External revenue we would go to revenue daily detail or or revenue data mart daily and try and fetch that on a day per day basis.

 **Sowells, Amy** 22:26  
Correct.  
That's right.

 **Jonathan Aulson** 22:34  
Internal Revenue. OK, so the the OK.

 **Sowells, Amy** 22:37  
That's right. So if the day, if the way it works today is, you know, the revenue spreadsheet should be filled out in a perfect world every day for the month, for the day prior that revenue data, because it's basically actual since it's been entered on the revenue spreadsheet that yeah, that gets loaded into Datamart.  
And that revenue will then push to our Excel forecast file. So each month you're looking at.  
External Revenue is the combination of what's been recorded on the revenue spreadsheet for those days and then the forecast for the days in the future.

 **Jonathan Aulson** 23:17  
OK.  
And it it does. Is that is that true for every row of the P&L?

 **Sowells, Amy** 23:19  
So that makes sense.  
No. Um  
It's not. That's why we probably wanna talk about each one individually.

 **Jonathan Aulson** 23:39  
OK, so how does Internal Revenue work?

 **Sowells, Amy** 23:43  
So Internal Revenue, really the calculation of it shouldn't change because.  
Let's see.  
Because Internal Revenue are really just calculations based on the other pieces of the PNL, right. So like if it's a, if it's a revenue share, it's going to be taking external revenue and calculating that at our share that's in power bill, it's external revenue that's going to change.

 **Jonathan Aulson** 24:10  
Yep.

 **Sowells, Amy** 24:13  
In the month because it's pulling from both revenue, daily detail and the forecast combined.

 **Jonathan Aulson** 24:21  
Yeah, that makes sense.

 **Sowells, Amy** 24:22  
So yeah, um.  
And then for a management agreement, it's calculating.  
The other pieces based on the data that's in power bill, but it's the other pieces that may be made-up of multiple things in the month.

 **Jonathan Aulson** 24:39  
Yeah, OK.

 **Sowells, Amy** 24:40  
So I don't, yeah, I don't think your Internal Revenue.  
The calculations still stay stay the same.

 **Jonathan Aulson** 24:50  
Yeah, for us it's gonna need to have a. It's separate only because this is on a per day basis as opposed to monthly. So we'll we'll need to replicate the calculations on a daily basis.  
But you know, we have, we have the logic, but it's I think the math that will have to change, but it makes sense. I think we'll we'll just be calculating, you know, day per day and then payroll, I assume this is.

 **Sowells, Amy** 25:14  
OK.

 **Jonathan Aulson** 25:23  
We can, we can rely on payroll summary in Legion, which is where we're getting our actual payroll info. So we'll just do that same same thing with this row day for day as we find data there, we'll just kind of.  
Overlay the actual on on a day for day switch with with a forecast. Does that sound right?

 **Sowells, Amy** 25:46  
That does sound right. Yeah, this payroll is the piece I'm not as familiar with. So we may just want to confirm that with Adam when he's back. But that, yeah, that does make sense to me.

 **Jonathan Aulson** 25:58  
OK, um and.  
Let's see claims. I think here I I the claims are interesting because we don't, we don't forecast claims. So that's gonna be a zero until we see an actual amount. So this is this one's pretty easy for us I think.  
It will just sum the claims in account summary every day and when whatever we whatever we find we we show. OK, so that's easy parking rents.

 **Sowells, Amy** 26:21  
Yeah.  
Exactly.  
Exactly. Yep.

 **Jonathan Aulson** 26:35  
So I I'm looking at this one the same way as claims. Is that the the way to think of it?

 **Sowells, Amy** 26:36  
So Yep.  
A little bit different. So the way we do parking rents and other expenses today is because if you think about it conceptually, before the month starts, typically an account manager is not going to change budget.  
To a different number for parking rents and other extent. They're just going to leave it at budget. So parking rents say the budget is $50,000, but AP posts an invoice on the 1st for $1000. We wouldn't want to replace budget of the budget of $50,000 with actuals of $1000.  
Dollars, because then it's going to be completely skewed. And also we're going to know that, OK, we've only paid $100,000 today, but over the course of the month, we're probably going to get close to the 50 that's budgeted. So what we do today, and I'm I'm 99% sure this is the case, the forecast will look at both.

 **Jonathan Aulson** 27:19  
Yes.

 **Sowells, Amy** 27:37  
Um.  
What's what's in the budget slash forecast and what's in account summary. If account summary is higher, it will take account summary.  
If account summary is lower, it will keep that amount at budget or forecast at the AM has replaced budget with a new number.

 **Jonathan Aulson** 28:01  
And when you say, go ahead.

 **Sowells, Amy** 28:01  
And that way.  
Oh no, I was just gonna say that way you don't run into situations where like early in the month when not a lot of expenses. I said that it's replacing budget with a much smaller amount which completely skewed would skew the forecast because you know most expenses takes all takes all month for this to post and come to fruition.  
close to budget.

 **Jonathan Aulson** 28:26  
OK.

 **Sowells, Amy** 28:28  
But let me just I'm looking at the formula now.  
like you know what the  
The sheep.  
Password is for the budgets. I might have just figured it out. Hold on. OK, yeah, I think I got it.

 **Foy, Michael** 28:48  
Is it?  
Can you send me that 'cause I have it somewhere but not handy.

 **Sowells, Amy** 28:53  
It's like Yang ones or something.

 **Foy, Michael** 28:57  
OK, OK.

 **Sowells, Amy** 28:58  
It's really weird. OK, so this says in the forecast if.  
Hold on.  
Yeah, so it'll it'll pull the reader of forecast or account summary.

 **Jonathan Aulson** 29:49  
And when you say forecast, is parking rents something from one of our because this, I don't think we have this on one of the tabs right now, right?  
Am I just forgetting?

 **Sowells, Amy** 30:06  
Parking runs.

 **Jonathan Aulson** 30:08  
Yeah.  
Oh, parking rents. Here we go. OK, yeah, great. OK, so this is between.

 **Sowells, Amy** 30:13  
It's there, yeah.

 **Jonathan Aulson** 30:21  
Clean.

 **Sowells, Amy** 30:21  
So yeah, if if account summary has $1000 posted and the budget or the forecast is 500, it's gonna it should pull account summary because that's the greater of the two.

 **Jonathan Aulson** 30:36  
OK.  
And is it?  
The greater of the the greatest of the three between forecasted, budgeted and actual.

 **Sowells, Amy** 31:07  
No. So that's that's the second part of it. So say there's a budget of $1000.  
But the AM goes into the forecast and overrides it with 500500 will take the place of the $1000, right? Cause that's the forecast, but then if a count summary.

 **Jonathan Aulson** 31:28  
OK.

 **Sowells, Amy** 31:32  
Is 750, it's gonna pull. It should pull the 750 cause that's the greater of the two if there's no forecast and they just leave it at budget.  
It should pull the greater of budget or account summary.

 **Jonathan Aulson** 31:51  
Got it.

 **Sowells, Amy** 31:53  
I know that's confusing, so let me know if you want me to say it again.

 **Jonathan Aulson** 31:57  
I think, I think I got it. Basically we're pulling the greater of account summary or forecast and forecasts is defined as as you know, it starts as the budget number, but then it's whatever the account manager changes. Yeah, OK.

 **Sowells, Amy** 32:12  
Right.  
Exactly, exactly. And I mean, yes, as holistically our other expense budget because of these rules is always overstated, but that's that's really the best we can do.

 **Jonathan Aulson** 32:26  
OK, OK. I think that makes sense. So then other expense, I I take it because parking rents is broken out, our other expenses Rd. needs to.  
Exclude parking rents. Is there any other kind of special handling here?

 **Sowells, Amy** 32:49  
Um, no, no.

 **Jonathan Aulson** 32:54  
OK.

 **Sowells, Amy** 32:55  
But all the all the individual.  
Well, yeah, I guess you wouldn't really need to think about this on an individual basis. But yeah, other expenses or roll up should follow the same logic as parking rents.

 **Jonathan Aulson** 33:11  
OK.

 **Sowells, Amy** 33:14  
So I guess in some way you would have to look at each main account individually.  
Right, 'cause she'd have to say like.  
This main account uniforms account summary is higher, but tickets forecast is higher. So yeah.

 **Jonathan Aulson** 33:26  
Yeah.

 **Sowells, Amy** 33:34  
Today in the forecast, we kind of break out each main account separately. Um.  
and calculate the trend based on. Yeah, the greater of actual budget or forecast.

 **Jonathan Aulson** 33:46  
OK. So the only account in the 7000 range that's excluded from other expense is parking rents?

 **Sowells, Amy** 33:56  
And claims, right, 'cause there's a separate line for claims.

 **Jonathan Aulson** 33:57  
Uh, right, right. OK.

 **Sowells, Amy** 34:01  
And let me think about it. I think insurance is, well, wait, yeah, insurance is a separate line on the P&L, right?

 **Jonathan Aulson** 34:10  
Yeah, OK, that makes sense.

 **Sowells, Amy** 34:13  
We just confirm that.  
Yeah, insurance too. So yeah, other expenses, all the seven thousands except parking rents, the four claims accounts and then the insurance accounts.

 **Jonathan Aulson** 34:20  
Yeah, it's, yeah.

 **Sowells, Amy** 34:34  
Let me know if you need that. Do you need those main account numbers?

 **Jonathan Aulson** 34:38  
No, I haven't.

 **Sowells, Amy** 34:39  
OK.

 **Jonathan Aulson** 34:42  
I want to say there's is there also for insurance or is it only three?

 **Sowells, Amy** 34:46  
Let me check. Yeah, I I think it's three, but let me confirm.

 **Jonathan Aulson** 34:50  
I think it's three. OK, nobody. I'll look it up. I I do have that stuff off to the side. OK, PTEB. Oh.

 **Sowells, Amy** 34:53  
OK.  
It's um, sorry, it is the it's three accounts, yeah.

 **Jonathan Aulson** 35:05  
It's three. OK, cool. OK. And then PTEB for. Oh, wait, let me make sure I noted this. Same one of parking rents.  
Yeah, OK. Um.  
Just want to make this note about claims.  
OK.  
Uh, PTEB. So I think here.  
In terms of the forecast, we're showing, well, we're showing forecasted PDEB, but for actuals, is there, is there any special handling here, but is it or is it?

 **Sowells, Amy** 36:03  
No, it should really always be a calculation based off based on payroll, the payroll line item.

 **Jonathan Aulson** 36:04  
Yeah.  
And we're using the excuse me to excuse me to find the forecasted PTEB rate. We're taking the budgeted PTEB divided by budgeted payroll. I'm sorry, by forecasted payroll.  
And then we're multiplying that by forecasted payroll to get the PTB is there for actuals, is it or I'm sorry for in the month actuals?  
Do we? Is this one coming in from account summary? I think you said this PTV. We we don't want to look at that, right? OK.

 **Sowells, Amy** 36:58  
No, we don't wanna look at that. Yeah. So you just keep that same calculation.

 **Jonathan Aulson** 37:06  
And so essentially.  
In the current month only, we're not actually doing anything with PTB differently. We're showing it as though it were forecast still until we get the actualized number at at the end. Yeah, OK.

 **Sowells, Amy** 37:21  
Yes, correct, correct.

 **Jonathan Aulson** 37:25  
Yeah.  
OK.  
Great.  
OK, insurance. How should we show insurance within the month?

 **Sowells, Amy** 37:58  
So insurance should also be similar to PTV. We basically insurance is actually not even posted until the 1st of the next month. So the July insurance won't be posted until August 1st. So there's really not going to be anything on account summary to leverage. So yeah, it's basically the same as PTV.  
TV. It's just a calculation based off of payroll.

 **Jonathan Aulson** 38:20  
OK.  
OK and.  
OK. And then frontline contribution, of course, we're just going to calculate in the page, basically whatever's in these other categories, we do the math. OK, I think I got all of that. Great.

 **Sowells, Amy** 38:38  
Yeah.  
That's right.

 **Jonathan Aulson** 38:49  
Just make sure I didn't have any other things called out here.  
OK.  
Awesome. OK, then I think we're good there. The let's see, how are we doing on time? Still got some talk. OK, I wanted to walk through some stories. We've got a new Sprint starting tomorrow.  
And I've got a batch of stories for us to look at here. Oops.  
So.  
These kind of five at the top are ones I think are high priority and and are should be ready to go here. So copying the Legion schedule.  
From, yeah, from scheduled to forecast is one and that one basically reads that. In fact, I think this one we have a mock up of.  
Can find the right screen.  
There we go.  
Ah, here it is. OK.  
Yeah.  
So for payroll.  
We should get here we go. We're gonna have a copy schedule to forecast button. I'm trying to keep this just as as efficient as possible for the account manager. So single click, you know there's a there's a confirmation.

 **Sowells, Amy** 40:47  
Yeah.

 **Jonathan Aulson** 40:53  
But once they click yes, that's going to for all dates that are scheduled, it's going to overwrite the forecast for all those dates. Does that make sense to you guys?

 **Sowells, Amy** 41:02  
Got it.  
It does.

 **Jonathan Aulson** 41:09  
OK. And then they'll they'll need to click save to kind of set it in stone, but that's the that's the approach there, OK.

 **Sowells, Amy** 41:17  
Very cool.

 **Jonathan Aulson** 41:19  
Yeah, I know. I think that one would be a good. That's a winner.

 **Sowells, Amy** 41:23  
Yeah, they're gonna love that.

 **Jonathan Aulson** 41:26  
We just make sure kind of have the operation undo.  
Yeah. OK. And next one is on the stats. Oh, adjustments. So this is something to talk through, I think.  
Today, as as or so far I should say, external revenue on the stats tab doesn't take adjustments into account, and that's because adjustments come in not at the stat level, but at the site level.  
And so the PNL, if you look at the external revenue on the PNL compared to the sum of the same time period on stats, they're different because the PNL does take adjustments in. So what and Adam had proposed.

 **Sowells, Amy** 42:19  
Mhm.

 **Jonathan Aulson** 42:24  
That we look at budget and find the budgeted.  
Uh.

 **Sowells, Amy** 42:35  
Adjustments.

 **Jonathan Aulson** 42:37  
Actually, let me yes, budgeted adjustments, so.

 **Sowells, Amy** 42:40  
Or like the percentage. Did he say the percentage of adjustments to external revenue? Maybe? Yeah.

 **Jonathan Aulson** 42:45  
Exactly. Yeah. So look at the balance for each of the statistic revenue accounts and do the division to say, OK, for, you know, for daily, self daily, it's 3.42% and we'll just apply that in bulk for the month. Does that sound right?

 **Sowells, Amy** 42:59  
Yep.  
It does.  
Who does?

 **Jonathan Aulson** 43:07  
OK. That's what we'll do for forecasted external revenue on the stats. And then for actuals, of course, we're just going to apply the actual adjustment. So that's those two stories.

 **Sowells, Amy** 43:17  
Correct.

 **Jonathan Aulson** 43:22  
Another pay payroll one. So this guy is in.  
Payroll. There's two pieces I'm looking for on this one. One is currently we're showing this kind of view to per labor hour.  
Sites and I think this might not be the best experience. In other words, job group I think doesn't do much for per labour hour. My thought is instead of like kind of.  
Cluttering up the UI with job groups, which they don't use really because they have to go down to the code level that we might just just show job codes here, but I wanted some feedback on that idea.

 **Sowells, Amy** 44:16  
Yeah, I think that could be more, yeah, intuitive.

 **Jonathan Aulson** 44:21  
OK, you know, let's maybe look at. Also let me show the real site because of the UI is slightly different. This is what made me kind of think of it if I expand these.

 **Sowells, Amy** 44:21  
Codes, yeah.

 **Jonathan Aulson** 44:38  
There's a lot of job groups for sites don't have many codes in them, so you end up with this kind of this zigzaggy kind of UI, which is a little hard to read for me.

 **Sowells, Amy** 44:49  
Oh, yeah, OK.

 **Jonathan Aulson** 44:51  
Yeah, so I think it'll it'll be a cleaner look if we if we just have either job group or job code visible and that's it.

 **Sowells, Amy** 44:59  
Yeah. OK. No, that makes sense.

 **Foy, Michael** 45:01  
Mm-hmm. Yep.

 **Jonathan Aulson** 45:02  
OK, cool. OK, so that's part of it. And then the other part of this is.  
Here within the the forecasting dialogue, being able to navigate without leaving this dialogue, being able to switch dates or jobs so that they can just kind of get into the groove of editing.

 **Sowells, Amy** 45:29  
Yeah, I like that. Yep, I like that a lot.

 **Jonathan Aulson** 45:30  
Um, I think we've talked about this one before, yeah.  
OK.  
Let me just make a note because I see.  
OK.  
And then a little bit of clean up on the other revenue tab. This is this was one of the first tabs we built out as you remember and we haven't revisited it lately and the the UI is we've we've evolved quite a bit. So cleaning up kind of the the look and feel of this.  
Screen is this one making these the coloring consistent, getting rid of these dollar signs and the I think we have a mouse over somewhere in here anyway.  
All those kind of steps, is that making sense?

 **Sowells, Amy** 46:40  
It does. It does. I'm trying to think. Wasn't there one more thing?

 **Jonathan Aulson** 46:47  
Yes, I do have. Let me show you on this guy.

 **Sowells, Amy** 46:49  
I think, yeah, I think we had talked about changing credits to like miscellaneous, right? And.

 **Jonathan Aulson** 46:59  
So I think we want to add ad hoc client expenses. We want to change.

 **Sowells, Amy** 47:01  
Um, yes.

 **Jonathan Aulson** 47:07  
Well, I know we needed. Oh yeah, Miscellaneous. Yeah. Is that what you said? I think it was.

 **Sowells, Amy** 47:11  
Yes, because if you if, yeah, if you look back on it right now, it has a column for credits, which I think later we realize is a little bit confusing for OPS. So yeah, miscellaneous will replace credits and then we'll add, I would say instead of ad hoc client expenses, I would just say client.  
Paid expenses.

 **Jonathan Aulson** 47:32  
Uh, OK.

 **Sowells, Amy** 47:35  
And then in the instructions we can go and and I owe you that Jonathan, I'm pretty sure on the for this tab I have that on my calendar this week is to put.  
Like a disclaimer on each of these so we can include that in the instructions. Or just like a description of what each of these should represent, yeah.

 **Jonathan Aulson** 47:50  
OK.  
Sure, makes sense. And then so for miscellaneous it can be either positive or negative. For client pay, GPO and signing, it's we're enforcing negative numbers, right?

 **Sowells, Amy** 48:07  
Always negative. Yep, Yep, looks good.

 **Jonathan Aulson** 48:09  
OK. And then we're enforcing positive on the billable expenses and validations, OK.

 **Sowells, Amy** 48:14  
Mhm, mhm. Yeah, this looks good.

 **Jonathan Aulson** 48:18  
OK.  
Uh, good deal.  
Well, that's the stories I have kind of prepped. There's other stories I have ready here. These are all UI kind of nitpicky stuff that as we as we finish the the bulkier stories in the Sprint, we might be able to pull.  
One or one or more of these in. I'm not sure, but that's what these are. So for example the PNL view.  
We wanted to have it show variance by default that came out of that steering committee meeting. All of these are kind of those like getting the consistent look and feel across the tabs. Yeah, which we've talked about before. So that's it. That's it, guys.

 **Sowells, Amy** 49:03  
Yep.  
Great.

 **Jonathan Aulson** 49:11  
Any any questions on what we covered or anything from y'all's end?

 **Sowells, Amy** 49:16  
Yes, Jonathan, I'm curious, what do you think was worse, this or billing?

 **Jonathan Aulson** 49:23  
I'll tell you what, Internal Revenue calculations in this system are are are pretty intense. Yeah, yeah.

 **Sowells, Amy** 49:32  
Yes, yeah.  
I was thinking that too. I almost think this is worse.

 **Jonathan Aulson** 49:38  
You know, I'm, I know we haven't talked about it lately, but I am super glad that we have our little AI friend with your data product in here. Uh, I come in here a lot to say, you know, how do I?

 **Sowells, Amy** 49:52  
Wow.

 **Jonathan Aulson** 49:54  
Calculate internal revenue on management agreement.

 **Sowells, Amy** 50:05  
That's amazing.

 **Jonathan Aulson** 50:05  
And.  
Yeah, you know, we should revisit this, Amy, 'cause I really think account managers would benefit from having something like this in the site, you know?  
Yeah.  
Yeah.  
Mhm.

 **Sowells, Amy** 50:37  
Successful or if it's better to like roll out a system and then introduce AI, you know, a couple months in once people get comfortable with it. So yeah, no, I'm not against it. I think we should take full advantage of these tools. It's just, yeah.

 **Jonathan Aulson** 50:51  
Yeah.  
That's an interesting question on the on the timing. I don't, I don't know that off the top of my head, but I can ask if we have an opinion on it. I know we've we implement chat bots frequently. One difference I think is well or.  
A differentiator is kind of how much depth you go to in the in the data behind the chatbot. And because this has been useful for us in developing the system, we've put a lot of data in here.  
So in fact, we would probably need to think about what to restrict, right? Cuz it it, it's almost like it's it knows too much, you know? So yeah, but but we'll have to think through that, yeah.

 **Sowells, Amy** 51:36  
Right.  
Right, right. This is awesome though.  
Yeah, no, I love it.

 **Jonathan Aulson** 51:46  
Anyway.  
All right, well, any other, any other stuff?

 **Sowells, Amy** 51:54  
No, I don't think so.

 **Jonathan Aulson** 51:55  
Awesome. Um, good.

 **Foy, Michael** 51:56  
No.

 **Sowells, Amy** 51:57  
Mike, you did. Okay, great.

 **Foy, Michael** 51:58  
All good. Yep.

 **Jonathan Aulson** 52:01  
Excellent. Well, thanks folks.

 **Sowells, Amy** 52:01  
Alright, thanks guys. Have a good one.

 **Jonathan Aulson** 52:04  
Bye.

 **Foy, Michael** 52:05  
Thank you. Yeah.

 **Jonathan Aulson** stopped transcription