

** COMPARATIVE PROFIT & LOSS STATEMENT **

November 2021

Y-T-D includes 5 months ending November 2021

	CURRENT MONTH				YEAR-TO-DATE			
	THIS YEAR	LAST YEAR	DIFFERENCE	% DIF	THIS YEAR	LAST YEAR	DIFFERENCE	% DIF
SALES								
Revenue-Jobs	1621,535.43	1084,002.92	537,532.51	49.6	7684,967.33	6304,563.07	1380,404.26	21.9
TOTAL SALES	1621,535.43	1084,002.92	537,532.51	49.6	7684,967.33	6304,563.07	1380,404.26	21.9
COST OF SALES								
Cost of Contracts- Lab	296,345.94	230,718.05	65,627.89	28.4	1285,915.49	1203,908.86	82,006.63	6.8
Cost of Contracts- Mat	317,540.68	193,782.50	123,758.18	63.9	2308,561.65	1098,975.78	1209,585.87	110.1
Cost of Contracts- Sub	7,465.00	800.00	6,665.00	833.1	71,351.19	13,850.66	57,500.53	415.1
Cost of Contracts- Equ	2,429.35	0.00	2,429.35	0.0	8,654.72	2,410.20	6,244.52	259.1
Cost of Contracts- Oth	0.00	2,850.00	-2,850.00	-100.0	24,097.17	11,401.56	12,695.61	111.3
Cost of Contracts-Perm	9,281.09	1,826.54	7,454.55	408.1	29,263.55	28,938.65	324.90	1.1
MATERIAL REBATE	0.00	0.00	0.00	0.0	0.00	-653.20	653.20	100.0
Service Cost- Material	3,160.50	302,110.08	-298,949.58	-99.0	839,752.72	1519,605.11	-679,852.39	-44.7
Srv Cost-Labor No WO	22,149.25	23,747.26	-1,598.01	-6.7	93,065.27	98,594.55	-5,529.28	-5.6
Discounts Taken - A/P	-7,352.03	-2,781.37	-4,570.66	-164.3	-30,784.21	-15,879.87	-14,904.34	-93.9
BACKCHARGES	33,022.06	9,271.37	23,750.69	256.2	111,024.43	33,370.48	77,653.95	232.7
LENNAR DISCOUNT	0.00	0.00	0.00	0.0	0.00	200.00	-200.00	-100.0
TOTAL COST OF SALES	684,041.84	762,324.43	-78,282.59	-10.3	4740,901.98	3994,722.78	746,179.20	18.7
GROSS PROFIT FROM OPERATI	937,493.59	321,678.49	615,815.10	191.4	2944,065.35	2309,840.29	634,225.06	27.5
INDIRECT EXPENSES								
Other Wages-Vac-Holida	7,955.81	17,143.37	-9,187.56	-53.6	41,542.92	47,871.53	-6,328.61	-13.2
Other Wages,Salary,Bon	0.00	0.00	0.00	0.0	13,160.00	21,965.00	-8,805.00	-40.1
Payroll Tax Expense	26,988.04	20,143.12	6,844.92	34.0	115,082.82	104,745.08	10,337.74	9.9
Insurance- Workers' Co	10,202.29	7,988.29	2,214.00	27.7	45,052.96	37,972.71	7,080.25	18.6
Ins Health Dental	5,000.00	5,000.00	0.00	0.0	26,099.72	26,783.66	-683.94	-2.6
Insurance- General Lia	0.00	0.00	0.00	0.0	240.00	240.00	0.00	0.0
WRAP INSURANCE	240.53	0.00	240.53	0.0	1,584.97	0.00	1,584.97	0.0
WAML	551.46	449.85	101.61	22.6	5,438.55	5,558.91	-120.36	-2.2
Shop Supplies	3,803.39	2,915.70	887.69	30.4	8,527.70	8,008.64	519.06	6.5
Fabrication/Shop Labor	12,618.14	17,921.20	-5,303.06	-29.6	66,698.92	80,725.55	-14,026.63	-17.4
Equip/Vehicle Cost-Rep	2,833.99	-502.82	3,336.81	663.6	14,613.52	6,654.54	7,958.98	119.6
Equip/Vehicle Cost-Par	2,446.12	9,056.08	-6,609.96	-73.0	19,853.51	21,262.64	-1,409.13	-6.6
Equip/Vehicle Cost-Lea	137.84	135.53	2.31	1.7	275.68	271.06	4.62	1.7
Gas/Oil/Propane	15,729.61	15,390.24	339.37	2.2	75,617.77	64,933.80	10,683.97	16.5
Rep & Main- Building	281.23	0.00	281.23	0.0	1,928.11	1,664.20	263.91	15.9
Indir Labor Cost Appli	-28,906.45	-22,141.16	-6,765.29	-30.6	-130,885.55	-117,430.83	-13,454.72	-11.5
TOTAL INDIRECT EXPENSES	59,882.00	73,499.40	-13,617.40	-18.5	304,831.60	311,226.49	-6,394.89	-2.1
GENERAL & ADMIN EXPENSES								
Salaries Wages Admin	31,921.52	32,116.09	-194.57	-0.6	141,940.33	133,180.32	8,760.01	6.6
Salaries Officers	30,875.00	30,875.00	0.00	0.0	135,850.00	135,850.00	0.00	0.0
Commission-Salesperson	70,127.00	38,856.21	31,270.79	80.5	296,153.05	237,230.52	58,922.53	24.8
Payroll Tax Expense	8,236.34	5,185.99	3,050.35	58.8	28,824.10	29,290.33	-466.23	-1.6

** COMPARATIVE PROFIT & LOSS STATEMENT **

November 2021

Y-T-D includes 5 months ending November 2021

	CURRENT MONTH				YEAR-TO-DATE			
	THIS YEAR	LAST YEAR	DIFFERENCE	% DIF	THIS YEAR	LAST YEAR	DIFFERENCE	% DIF
Insurance- Workers' Co	205.04	181.56	23.48	12.9	904.32	776.47	127.85	16.5
Vacation/Holiday-Offic	0.00	0.00	0.00	0.0	712.00	932.00	-220.00	-23.6
Cafe Plan Ins Health	20,128.91	20,164.55	-35.64	-0.2	99,384.21	94,621.29	4,762.92	5.0
Insurance- General	15,125.17	11,359.46	3,765.71	33.2	82,020.56	72,373.18	9,647.38	13.3
Advertising	2,144.92	45.00	2,099.92	4666.5	3,814.45	3,275.00	539.45	16.5
Dues and Subscriptions	2,761.99	1,701.36	1,060.63	62.3	13,944.20	16,130.37	-2,186.17	-13.6
Office Suppl and Expen	5,749.50	2,646.91	3,102.59	117.2	24,242.17	17,270.85	6,971.32	40.4
Postage	16.09	0.00	16.09	0.0	16.09	199.56	-183.47	-91.9
Uniforms	0.00	0.00	0.00	0.0	442.20	0.00	442.20	0.0
Telephone	3,417.51	2,516.79	900.72	35.8	14,412.00	11,798.19	2,613.81	22.2
Utilities	1,577.65	2,822.66	-1,245.01	-44.1	7,708.33	8,884.09	-1,175.76	-13.2
Legal and Professional	12,345.00	11,700.00	645.00	5.5	31,445.00	68,234.96	-36,789.96	-53.9
Travel	257.75	0.00	257.75	0.0	1,941.90	1,344.85	597.05	44.4
Business Promotion	0.00	0.00	0.00	0.0	45.56	364.10	-318.54	-87.5
Customer Relations	100.74	0.00	100.74	0.0	100.74	0.00	100.74	0.0
Employee Relations	0.00	0.00	0.00	0.0	0.00	65.90	-65.90	-100.0
Rent-Office	12,436.61	36,977.00	-24,540.39	-66.4	109,784.65	105,687.92	4,096.73	3.9
Security	0.00	2,457.08	-2,457.08	-100.0	0.00	20,295.33	-20,295.33	-100.0
Property Taxes	0.00	0.00	0.00	0.0	2,406.46	14,023.49	-11,617.03	-82.8
Taxes and Licenses	680.34	106.00	574.34	541.8	2,359.18	1,177.85	1,181.33	100.3
B&O Taxes	8,449.64	5,423.98	3,025.66	55.8	36,351.30	30,579.55	5,771.75	18.9
Bad Debts	0.41	0.00	0.41	0.0	2,261.33	13,498.01	-11,236.68	-83.2
Bank Charges	1.09	4,899.01	-4,897.92	-100.0	4,031.96	23,114.81	-19,082.85	-82.6
Interest Expense	0.00	0.00	0.00	0.0	0.00	-5,682.85	5,682.85	100.0
TOTAL GENERAL & ADMIN EXP	226,558.22	210,034.65	16,523.57	7.9	1041,096.09	1034,516.09	6,580.00	0.6
NET INCOME FROM OPERATION	651,053.37	38,144.44	612,908.93	1606.8	1598,137.66	964,097.71	634,039.95	65.8
OTHER INCOME								
Late Fees	0.00	0.00	0.00	0.0	-35.00	0.00	-35.00	0.0
Penaltys (Taxes,Traffi	0.00	0.00	0.00	0.0	0.00	-484.39	484.39	100.0
Interest & Finance Cha	0.00	0.00	0.00	0.0	0.00	-18,950.01	18,950.01	100.0
Gain/Loss-Sale Fix Ass	0.00	0.00	0.00	0.0	0.00	1156,677.18	-1156,677.18	-100.0
BUILDING SALE COSTS	0.00	0.00	0.00	0.0	0.00	-277,550.39	277,550.39	100.0
TOTAL OTHER INCOME	0.00	0.00	0.00	0.0	-35.00	859,692.39	-859,727.39	-100.0
NET INCOME BEFORE TAXES	651,053.37	38,144.44	612,908.93	1606.8	1598,102.66	1823,790.10	-225,687.44	-12.4
INCOME TAXES								
Federal Income Taxes	0.00	0.00	0.00	0.0	-3,749.94	50,000.00	-53,749.94	-107.5
TOTAL INCOME TAXES	0.00	0.00	0.00	0.0	-3,749.94	50,000.00	-53,749.94	-107.5
NET PROFIT	651,053.37	38,144.44	612,908.93	1606.8	1601,852.60	1773,790.10	-171,937.50	-9.7