



Maintenance Contract Budgets  
Webinar  
September 2010



Overview ..... 1  
Objectives ..... 1  
Assumptions ..... 1  
Budgets..... 2  
Operations ..... 4  
    Service Order ..... 4  
        Maint Field..... 4  
        Service Order History – Maint Field ..... 5  
Jobsite Performance Reports ..... 7  
    Runtime Options ..... 8  
        Selected Business Categories ..... 9  
Rows ..... 10  
    Contract ..... 10  
    Extra..... 10  
Columns ..... 11  
    Sales ..... 11  
    Hours ..... 11  
    Labor ..... 11  
    Material ..... 11  
    Vehicle ..... 11  
    Extra Cost Column ..... 11  
    Use ..... 11  
    Burden ..... 11  
    Extra..... 11  
    Budget..... 12  
    Prof % ..... 12  
PM and Emergency ..... 12  
    PM and Emergency Determination ..... 12  
Jobsite Performance Report..... 13  
Jobsite Performance with Totals Report..... 14  
Gross Profit Report ..... 15  
Jobsite Performance Project Report..... 16

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### Overview

This webinar will review how to enter cost budgets for your maintenance contracts and how to use the Jobsite Performance Reports to analyze the profitability of your jobsites and their maintenance contracts by comparing the cost budgets against the actual costs.

Maintenance contract budgets are typically used by commercial HVAC contractors, but can be used by anyone that processes maintenance contracts in the Ascente – Service Dispatch module.

Profitability analysis by a Jobsite has a few different factors to consider. There is the profitability of maintenance contract itself. There is also the profitability of the business that you get for service not included in the maintenance contract. The sales and costs not covered by the service agreement are sometimes referred to as *Spot* (Service) and *Project* (Job Cost). It is very possible that you could have a jobsite with a maintenance contract that is not profitable, but the spot service or project business done for the jobsite was very profitable.

When ever profitability is being determined, the calculations are of course based on the accuracy of the costs and sales that are processed in the system. The typical problems that we see are with the costs being applied correctly. Occasionally we will see companies that will not process a service order with a zero invoice amount, even if there are costs associated. This is of course would cause the profitability to look better for the jobsite than it actually was.

### Objectives

- Setup:
  - Budgets
- Reporting:
  - Jobsite Performance
    - Jobsite Performance
    - Jobsite Performance with Totals
    - Gross Profit Report
    - Project Report

### Assumptions

- You are licensed to use the Ascente – Service Dispatch, Maintenance modules.
- The jobsite and maintenance contract records have already been created and you know how to maintain them and add new records when necessary.
- You are invoicing all sales for service contracts on a service order created by the Create Maintenance Service Orders program.
- You are applying all costs for service contracts on a service order created by the Create Maintenance Service Orders program.
- Timecard posting cycle will be done in Ascente if fringe and/or burden costs are needed. See the *Fringe and Burden* details below for more information.
- The Jobsite Performance Reports only select service orders that have been invoiced through the Prebill Register processing cycle.

## Budgets

These are your anticipated annual labor hours and costs for a maintenance contract. These need to be entered in order for the Jobsite Performance Report to compare budgeted costs actual costs.

[Ascente / Service Dispatch / Maintenance / Jobsite \[Maintenance\] tab / \[Budget\] tab](#)

They budgets are entered for the following:

- Labor Hours – PM
- Labor Hours – Emergency
- Labor – PM
- Labor – Emergency
- Fringe – PM
- Fringe – Emergency
- Material – PM
- Material – Emergency
- Burden
- Use
- Vehicle
- Extra
  - This is also referenced as Subcontractor

	Budget
Labor Hours - PM	12.000
LaborHours - Emergency	8.000
Labor - PM	120.00
Labor - Emergency	80.00
Fringe - PM	60.00
Fringe - Emergency	40.00
Material - PM	288
Material - Emergency	80.00
Burden	200
Use	20
Vehicle	45.00
Extra	40.00

Created: 10/15/2009 1:26:27 PM Changed: sa 8/25/2010 12:45:20 PM 9/7/2010 12:00 PM

**Figure 1: Jobsite Maintenance Contract - Budget Entry Screen**

- **PM** costs are costs associated to a maintenance contract.
- **Emergency** costs that do not reference a maintenance contract.

## Ascente Maintenance Contracts Budgets Webinar

Branch: Georgia

Category: Limited Coverage

Jobsite: 123 Maple

Jones, Fred

Salesman:

Contract: HVAC

Starts: 1/1/2009

Ends: 12/31/2020

Bdgt # of Months: 6

	Sales	PM Hrs	Emer Hrs	Lab PM	Lab Emer	Mat PM	Mat Emer	Vehicle	Sub	Burden	Use Tax	Total Cost	% Bdgt	Prof %
<b>BDGT</b>	1,200	12.00	8.00	180	120	145	80	45	40	60	90	760		38.67
<i>Contract</i> A TD	0	.00	.00	0	0	0	0	0	0	0	0	0	.00	.00
YTD	0	.00	.00	0	0	0	0	0	0	0	0	0	.00	.00
MTD	0	.00	.00	0	0	0	0	0	0	0	0	0	.00	.00
<i>Extra</i> XATD	0	.00	.00	0	0	0	0	0	0	0	0	0		.00
XYTD	0	.00	.00	0	0	0	0	0	0	0	0	0		.00
XMTD	0	.00	.00	0	0	0	0	0	0	0	0	0		.00

← Labor Hours →
← Costs →

**Figure 2: Jobsite Performance Report - note how the budgets are displayed on the report.**

Operations

Your operators will need to be aware of the following and how they will affect the Jobsite Performance Report. Please note that once a service order has been invoiced and it has been determined that something was coded incorrectly, the only way to correct this is to create a credit memo to back-out the original service order that was coded incorrectly and then create a new service order and code it correctly. It is much easier to correct errors before billing than to fix them after the service order has been invoiced. The Prebill Register will indicate how each service order will be categorized on the Jobsite Performance Report.

Service Order

Maint Field

- Call Taking [General] tab
- All service orders should have the 'Maint Field' set correctly in order to determine the following:
  - Will the labor or material be billable or at no charge on the work order
  - For not maintenance service orders, will the sales and costs be categorized as Extra or Contract. See figure 2 below.

Bill Type – Sales Categories					
Maint Codes	Labor	Material	Vehicle	Subcontract	Other
Billable	Billable	Billable	Billable	Billable	Billable
Maint – Full Coverage	No Charge	No Charge	No Charge	No Charge	No Charge
Maint – Labor Free	No Charge	Billable	Billable	Billable	Billable
Maint – Material Free	Billable	No Charge	No Charge	No Charge	No Charge
Maint – Billable	Billable	Billable	Billable	Billable	Billable

**Figure 3: The 'Maint' field on the Call Taking Screen will determine based on each Work Order line items Sales Category, if line item is billable or not.**

Jobsite Performance Report Criteria		Service Order – Maint Code	
		Billable	Maint - *
Service Order - Maint Contract Does maintenance contract # exist on the service order?	No	Extra / Emergency	Contract / Emergency
	Yes	Contract / PM	Contract / PM

**Figure 4: The 'Maint' field value on the Service Order and the 'Maint Contract' field values, the service order is categorized as either PM, Emergency or Extra.**

**IMPORTANT CONSIDERATION:** Currently any costs referencing a Bill Type with a Sales Category 'Other', will not be included on the Jobsite Performance Reports. You can change the Sales Category in the Bill Type record and rerun the report.

Service Order History – Maint Field

- Call Taking [Billing] tab

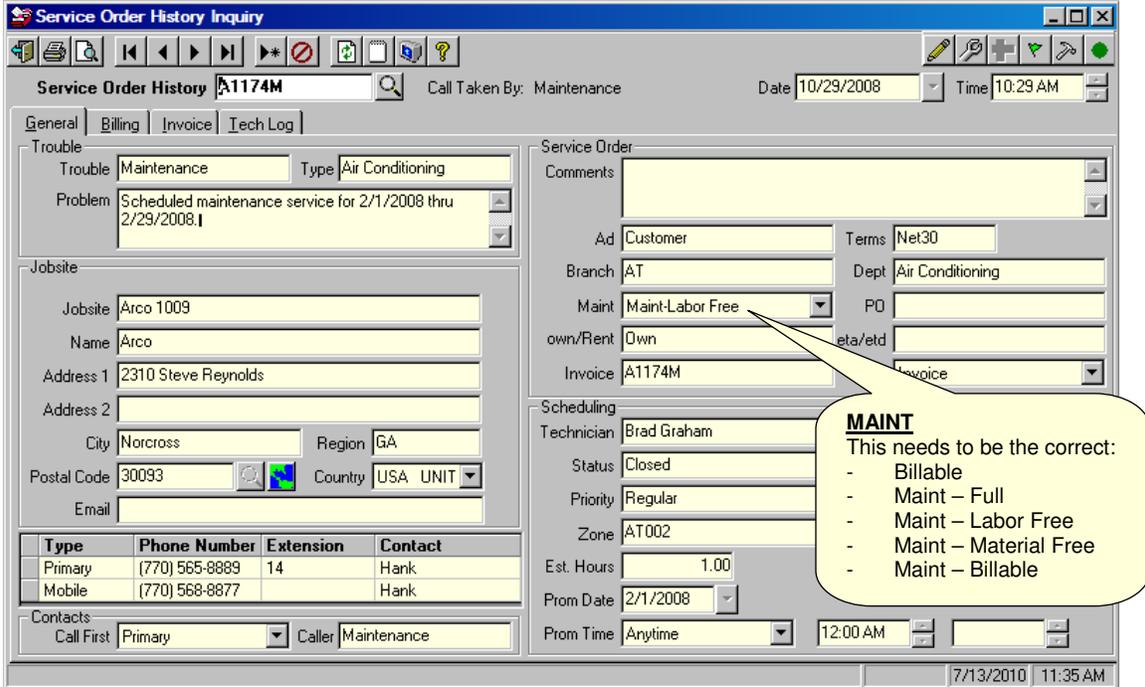


Figure 5: The 'Maint' field value on the service order and the 'Maint Contract' field values, the service order is categorized as either PM, Emergency or Extra. Note the 'Maint' field above.

Maint Field Selections	Labor Free	Material Free	Reference Maint Contract	JPR Category
Billable			No	Extra . Emergency
Maint - Full	X	X	Yes	Contract / PM
Maint - Labor Free	X		Yes	Contract / PM
Maint - Material Free		X	Yes	Contract / PM
Maint - Billable			No	Contract / Emergency

- Maint Contract Field

- Call Taking [Billing] tab

The screenshot shows the 'Service Order History Inquiry' window for service order A1174M. The 'Billing' tab is active. The interface is divided into several sections: Credit Card Information, Customer Information, Invoice, Maintenance, and Job Cost. A callout box points to the 'Maint. Contract' field in the Maintenance section, which contains the value 'AC'. The callout text reads: **MAINT CONTRACT** If there is a contract code entered here, then costs will be considered as a **PM**, otherwise it will be considered either **Extra** or **Emergency**. This will only exist for service orders created by the Create Maintenance Service Orders program.

Section	Field	Value
Credit Card Information	Credit Card	
	Expiration Date	
	Name on Card	
	Amt. Approved	
	Authorization	
Customer Information	Customer	Atm053
	Name	ATM Switches Inc.
	Address 1	6023 Howard Street
	Address 2	Suite 701
	City	Gettysburg
	Postal Code	57442
	Phone	(605) 489-5023
Invoice	AR Batch	1029
	Date	2/1/2008
	Summarize	No Summary
	Invoice Print	Standard
	Invoice Method	Time & Material
	Price	0.00
	Salesperson	JSK
Maintenance	Maint. Contract	AC
	Maint. Date	2/1/2008
	Labor Grade	Journeyman
	Job Cost	
Job Cost	Job	
	Phase	

Figure 6: The 'Maint' field value on the service order and the 'Maint Contract' field values, the service order is categorized as either PM, Emergency or Extra.

### Jobsite Performance Reports

The Jobsite Performance Reports are management reports provided to determine profitability of your maintenance contracts and how your budgeted costs compare to your actual costs. The report will also include sales and costs for extra services. These are services that are not covered by the service contract. Based on the results, you may determine that you need to:

- Continue to do work for this jobsite because it is profitable
- Increase the contract price because it is not profitable
- Determine that the maintenance contract is not profitable, but the extra services are very profitable
- Determine why costs are so high
- Correct your budget costs

There are four different versions of the Jobsite Performance Report. They are:

- Jobsite Performance
  - Contract and Extra Summary Sales, Costs, Budget % and Gross Profit %
- Jobsite Performance with Totals
  - Contract and Extra Summary Sales, Costs, Total Costs, Budget % and Gross Profit %
- Gross Profit Report
  - Run the Gross Profit Report to determine the totals by business type for each branch. The report will list the sales, budgeted costs, actual costs & profit with last year, YTD and MTD Total comparisons.
- Project Report
  - Run the Gross Profit Report to determine the totals by business type for each branch. The report will list the sales, budgeted costs, actual costs & profit with last year and backlog. This backlog row is the only difference between this report and the Jobsite Performance Report. The backlog is calculated by subtracting the ATD totals from the BDGT amount.

All of these reports are sorted and grouped by branch and then by business category.

Runtime Options

The Jobsite Performance Report has many runtime options that will determine how the totals on the report are calculated. Note that there the 'Report Name' selection determines which of these four different versions will be generated:

- Jobsite Performance
- Jobsite Performance with Totals
- Gross Profit Report
- Project Report

**Range Selections:** You can use each these different record selection criteria to determine the jobsites to be selected. There is a starting and ending value for each field. You can leave both of these fields <blank> to select all.

**Full Coverage:** If checked, maintenance contracts that are setup with a Business Category of 'Full Coverage' will be selected for this report.

**Limited Coverage:** If checked, maintenance contracts that are setup with a Business Category of 'Limited Coverage' will be selected for this report.

**Spot:** If checked, service orders from the *Service Dispatch* module will be included that **DO NOT** reference a maintenance contract on this report.

**Project:** If checked, jobs from the *Job Cost* module will be included on this report.

**Spot:** If checked, service orders that are not the result of a maintenance contract will be selected for this report from service order history records.

**Report Name:** There are many different versions of this report available. We recommend that you start with the 'Jobsite Performance' version.

**Prorate Budget By Month:** Check this box if the '% Bdg' calculation should be prorated.

**Calendar Month:** Enter the calendar month for the report. This determines the *Month to Date* column. The anniversary to date (ATD) date range will be from the month the contract starts to through the month entered here.  
*Contract Start Month through Calendar Month.*

**Year:** Enter the year for this report. The report uses the calendar month and year to determine the *Month to Date* column, as well as the basis for year to date and anniversary to date figures.

**Renewal Month:** Enter renewal month, or leave blank. When a month is entered, only contracts that expire in that month will be selected. This feature allows management to analyze all maintenance contracts coming up for renewal to see if the amount needs to be increased.

**Start Month For YTD:** Enter the starting month for year to date. It is usually set to January (calendar year) or to the starting month of the fiscal year. The year to date (YTD) totals will use the date range determined by this field, the Calendar Month and the Year field.  
*Start Month for YTD through Calendar Month.*  
Jan 2008 through Jan 2008

**Jobsite User Defined Fields:** These are your user defined jobsite fields.

**Jobsite:** Select the starting and ending jobsite. If all jobsites are to be selected, leave both cells blank.

The screenshot shows the 'Jobsite Performance Report' window. It includes a 'Range Selection' table with columns for 'Beginning' and 'Ending' values for various fields like Branch, Department, Technician, Down/Rent, Age, and Jobsite. Below this is a 'Report Name' dropdown set to 'Jobsite Performance', and several date-related dropdowns: 'Renewal Month' (All), 'Calendar Month' (June), 'Year' (2010), and 'Start Month For YTD' (January). On the right, there are checkboxes for 'Full Coverage', 'Limited Coverage', 'Spot', and 'Project', with 'Full Coverage' and 'Limited Coverage' checked. Below these are 'Options' including 'Print Options Cover Page' (unchecked) and 'Prorate Budget By Month' (checked). The bottom right corner shows the date '9/9/2010'.

### Selected Business Categories

The maintenance contracts are assigned a business category. Typically this is either 'Limited Coverage' or 'Full Coverage'. The selected Business Categories will determine the records that will be included on the report.

- Full Coverage
  - These are typically maintenance contracts where all repairs are included under the maintenance contract.
- Limited Coverage
  - These are typically maintenance contracts that only cover specific services. Some service calls can be beyond the terms of the contract and will be billable.
- Spot
  - This will only select service order history records that do not reference a maintenance contract. Typically you would not want to select spot along with full coverage and limited coverage.
- Projects
  - Projects will select records from the Job Cost module.

**Rows**

The Jobsite Performance Report will group all costs and sales as either Contract or Extra. This allows you to determine your profitability of the service contract and then all other service business extra to the maintenance contract.

**Contract**

- All sales and costs that reference a maintenance contract are included in the following Contract rows:
  - Contract – ATD
    - Anniversary to Date: Figures displayed on this line compare dollars, beginning with the *renewal month* to the *calendar month* entered.
    - This row allows management to analyze all maintenance contracts coming up for renewal to see if the amount needs to be increased
  - Contract – YTD
    - Year to Date: Figures on this line compares dollars, beginning with the *contract start month* to the *calendar month* entered. The comparison may be based on fiscal or calendar year, depending on date entered in the *Start Month for YTD* field.
  - Contract – MTD
    - Month to Date: The figures on this line display dollars for the *calendar month*.

**Extra**

- All sales and costs that do not reference a maintenance contract by the following Extra rows:
  - Extra – XATD
    - Extra Anniversary to Date: Figures displayed on this line reflect dollars from service orders that were not covered under a maintenance agreement.
  - Extra – XYTD
    - Extra Year to Date: Figures on this line compare non-maintenance dollars for a jobsite, beginning with the *contract start month* to the *calendar month* entered. The comparison may be based on fiscal or calendar year, depending on date entered in the *Start Month for YTD* field.
  - Extra – XMTD
    - Extra Month to Date: The figures on this line display non-maintenance dollars for the *calendar month*.

Branch: Georgia

Category: Limited Coverage

Jobsite: 458 Main St

Smith, Clyde

Salesman:

Contract: AC

Starts: 11/1/2009

Ends: 10/31/2010

Bdgt # of Months: 8

	Sales	PM Hrs	Emer Hrs	Lab PM	Lab Emer	Mat PM	Mat Emer	Vehicle	Sub	Burden	Use Tax	% Bdgt	Prof %
<b>BDGT</b>	1,200	12	8	180	120	142	80	45	40	200	20		31.08
<b>Contract</b>													
ATD	1,548	9	4	128	53	96	244	0	0	60	6	.71	62.15
YTD	1,348	7	4	98	53	72	244	0	0	50	4	.63	61.39
MTD	100	1	0	19	0	12	0	0	0	6	1	.05	62.28
<b>Extra</b>													
XATD	1,000	0	6	0	90	0	213	0	0	30	13		65.40
XYTD	1,000	0	6	0	90	0	213	0	0	30	13		65.40
XMTD	0	0	0	0	0	0	0	0	0	0	0		.00
	← Labor Hours →			← Costs →									

Figure 7: Jobsite Performance Report run through June of 2010

Columns

Run the Jobsite Performance Report to determine the contract and extra summary sales, costs, budget % and gross profit %. If you would like a column for the total costs, then select the Jobsite Performance with Totals Report. The reports are the same with the only exception being that the Jobsite Performance with Totals Report includes a column for the total costs.

Branch: Georgia  
Category: Limited Coverage  
Jobsite: 456 Main St Smith, Clyde Salesman:  
Contract: AC Starts: 11/1/2009 Ends: 10/31/2010 Bdg # of Months: 8

	Sales	PM Hrs	Emer Hrs	Lab PM	Lab Emer	Mat PM	Mat Emer	Vehicle	Sub	Burden	Use Tax	% Bdgt	Prof %
<b>BDGT</b>	1,200	12	8	180	120	142	80	45	40	200	20		31.08
<b>ATD</b>	1,548	9	4	128	53	96	244	0	0	60	6	.71	62.15
<b>YTD</b>	1,348	7	4	98	53	72	244	0	0	50	4	.83	61.39
<b>MTD</b>	100	1	0	19	0	12	0	0	0	6	1	.05	62.28
<b>XATD</b>	1,000	0	6	0	90	0	213	0	0	30	13		65.40
<b>XYTD</b>	1,000	0	6	0	90	0	213	0	0	30	13		65.40
<b>XMTD</b>	0	0	0	0	0	0	0	0	0	0	0		.00

<-----Labor Hours-----> <-----Costs----->

Figure 8: Jobsite Performance Report

Sales

These are the budgeted, contract actual and extra actual sales.

Hours

These are budget and actual hours. These are broken out by PM and Emergency.

Labor

These are the budgeted and actual labor costs plus fringe or the actual labor costs plus fringe. This is determined by the Bill Type – Sales Category ‘Labor’. These are broken out by PM and Emergency.

Material

These are the budgeted material costs or the actual material costs. This is determined by the Bill Type – Sales Category ‘Material’. These are broken out by PM and Emergency.

Vehicle

These are the budgeted vehicle costs or the actual vehicle costs. This is determined by the Bill Type – Sales Category ‘Vehicle’.

Extra Cost Column

These are the budgeted extra costs or the actual extra costs. This is determined by the Bill Type – Sales Category ‘Subcontractor’.

Use

This refers to any ‘Use Tax Costs’

Burden

These are the burden cost component of to labor costs that resulted from Timecard Processing.

Extra

The Jobsite Performance breaks out the sales and costs by either Contract or Extra. Extra refers to all sales and costs not associated to a maintenance contract. For example it service was required that is above and beyond what is covered by the maintenance contract. This is sometimes referred to as spot service.

**Budget**

The Jobsite Performance will have a row labeled BDGT. This refers to the budget amounts that you have entered for this maintenance contract.

[Service Dispatch / Maintenance / Jobsite \[Maintenance\] tab / \[Budget\] tab](#)

**Prof %**

These are the calculated profit percentage.

- $(\text{Sales} - \text{Cost}) / \text{Sales}$

**PM and Emergency**

- The Jobsite Performance Report will group labor hours, labor + fringe costs and material costs as either PM or Emergency.
  - PM costs are costs associated to a maintenance contract.
    - Costs that are associated to service orders created by the 'Create Maintenance Service Orders' program.
  - Emergency costs that do not reference a maintenance contract.
    - These are costs associated to a service order that was added through the call taking process. This service order was NOT created by the 'Create Maintenance Service Orders' program.
    - The Service Order – Maint Code must be either:
      - Maint – Full
      - Maint – Labor Free
      - Maint – Material Free
      - Maint – Billable

**PM and Emergency Determination**

- All labor hours, labor + fringe costs and material costs will be categorized as either PM or Emergency
  - Every service order that references a maintenance contract will be categorized as PM.
  - Every service order that does not reference a maintenance contract will be categorized as Emergency.
  - Based on both the 'Maint Code' and the 'Maint. Contract' fields on the service order record, the Jobsite Performance report will determine the following:
    - Is the service order considered to be included in the service *contract* or *extra* to the agreement?

Jobsite Performance Report Criteria		Service Order – <b>Maint Code</b>	
		Billable	Maint - *
<u>Service Order - <b>Maint. Contract</b></u> Does maintenance contract # exist on the service order?	No	Extra / Emergency	Contract / Emergency
	Yes	Contract / PM	Contract / PM

Jobsite Performance Report

Run the Jobsite Performance to determine the contract and extra summary sales, costs, budget % and gross profit %. This report is the same as the Jobsite Performance Report with the only exception being that this report includes a column for the total costs.

Branch: Georgia  
 Category: Limited Coverage  
 Jobsite: 456 Main St      Smith, Clyde      Salesman:  
 Contract: AC      Starts: 11/1/2009      Ends: 10/31/2010      Bdgt # of Months: 8

	Sales	PM Hrs	Emer Hrs	Lab PM	Lab Emer	Mat PM	Mat Emer	Vehicle	Sub	Burden	Use Tax	% Bdgt	Prof %
<b>BDGT</b>	1,200	12	8	180	120	142	80	45	40	200	20		31.08
<b>ATD</b>	1,548	9	4	128	53	96	244	0	0	60	6	.71	62.15
<b>YTD</b>	1,348	7	4	98	53	72	244	0	0	50	4	.83	61.39
<b>MTD</b>	100	1	0	19	0	12	0	0	0	6	1	.05	62.28
<b>XATD</b>	1,000	0	6	0	90	0	213	0	0	30	13		65.40
<b>XYTD</b>	1,000	0	6	0	90	0	213	0	0	30	13		65.40
<b>XMTD</b>	0	0	0	0	0	0	0	0	0	0	0		.00

<----- Labor Hours ----->      <----- Costs ----->

Figure 9: Jobsite Performance Report run through June of 2010

Jobsite Performance with Totals Report

Run the Jobsite Performance with Totals Report to determine the contract and extra summary sales, costs, total costs, budget % and gross profit %. This report is the same as the Jobsite Performance Report with the only exception being that this report includes a column for the total costs.

Branch: Georgia  
 Category: Limited Coverage  
 Jobsite: 456 Main St      Smith, Clyde      Salesman:  
 Contract: AC      Starts: 11/1/2009      Ends: 10/31/2010      Bdgt # of Months: 8

	Sales	PM Hrs	Emer Hrs	Lab PM	Lab Emer	Mat PM	Mat Emer	Vehicle	Sub	Burden	Use Tax	Total Cost	% Bdgt	Prof %
<b>BDGT</b>	1,200	12.00	8.00	180	120	142	80	45	40	200	20	827		31.08
<b>Contract</b>														
ATD	1,548	8.50	3.50	128	53	98	244	0	0	60	6	588	.71	62.15
YTD	1,348	6.50	3.50	98	53	72	244	0	0	50	4	520	.63	61.39
MTD	100	1.25	.00	19	0	12	0	0	0	6	1	38	.05	62.28
<b>Extra</b>														
XATD	1,000	.00	6.00	0	90	0	213	0	0	30	13	346		65.40
XYTD	1,000	.00	6.00	0	90	0	213	0	0	30	13	346		65.40
XMTD	0	.00	.00	0	0	0	0	0	0	0	0	0		.00

← Labor Hours →
← Costs →

Figure 10: Jobsite Performance with Totals Report run through June of 2010

Gross Profit Report

Run the Gross Profit Report to determine the totals by business type for each branch. The report will list the sales, budgeted costs, actual costs & profit with last year, YTD and MTD Total comparisons.

Branch: Georgia

Category: Limited Coverage

Total for Category: Limited Coverage

	Last Year To Date	***** Year To Date *****		***** Month To Date *****	
	Actual	Plan	Actual	Plan	Actual
Revenue	.00	700.00	2,247.50		847.50
Equipment	.00	129.50	517.23		256.00
Labor	.00	175.00	221.25		67.50
Vehicle	.00	26.25	.00		.00
Sub	.00	23.33	.00		.00
Burden	.00	116.67	30.00		22.50
Use Tax	.00	11.67	16.39		.72
-----					
-----					
<b>Total Cost</b>	.00	482.42	784.87		346.72
<b>Gross Profit</b>	.00	217.58	1,462.63		500.78

**Figure 11: Gross Profit Report**

Jobsite Performance Project Report

Run the Gross Profit Report to determine the totals by business type for each branch. The report will list the sales, budgeted costs, actual costs & profit with last year and backlog. This backlog row is the only difference between this report and the Jobsite Performance Report. The backlog is calculated by subtracting the ATD totals from the BDGT amount.

Branch: Georgia

Category: Limited Coverage

		Jobsite: 456 Main St Contract: AC			Smith, Clyde Starts: 11/1/2009      Ends: 10/31/2010				Salesman: Bdgt # of Months:7					
		Sales	PM Hrs	Emer Hrs	Lab PM	Lab Emer	Mat PM	Mat Emer	Vehicle	Sub	Burden	Use Tax	% Bdgt	Prof %
Contract	BDGT	1,200	12.00	8.00	180	120	142	80	45	40	200	20		31.08
	ATD	1,448	7.25	3.50	109	53	84	244	0	0	54	5	.86	62.14
	YTD	1,248	5.25	3.50	79	53	60	244	0	0	44	4	.58	61.31
	MTD	848	1.00	3.50	15	53	12	244	0	0	23	1	.42	59.09
Extra	XATD	1,000	.00	6.00	0	90	0	213	0	0	30	13		65.40
	XYTD	1,000	.00	6.00	0	90	0	213	0	0	30	13		65.40
	XMTD	0	.00	.00	0	0	0	0	0	0	0	0		.00
	Backlog	-248	4.75	4.50	71	68	58	-164	45	40	146	15		

← Labor Hours →
← Costs →

Totals for Category: Limited Coverage

**Figure 12: Jobsite Performance Project Report**