

CAPP * Computer Aided Profit Plan
For Design Firm Financial Control
Profit Plan

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	Labor Budget															
2	Fiscal Year Ending															
3	December 31, 2012															
4																
5																
6	Employee				Net		Plan	2012	2011	2010	Net	Hourly		Semi-		
7	Number	Name	Sort	Labor Category	Revenue	Current	Target	Actual	Actual	Actual	Multiplier	Pay	Annual	Monthly	Hours	Hours
8					Capacity	Billing Rate	Utilization	Utilization	Utilization	Utilization	DPE Billing Rate	Rate	Salary	Pay Rate	per Day	per Week
9	1		1	Principal	326,048	241.16	65.00%	77.00%	75.00%	77.00%	76.28	20.00	41,600	1,733	8.00	40.00
10					-											
11	2		6	Project Archite	168,442	144.61	70.00%	75.00%	90.00%	0.00%	152.20	39.91	66,402	2,767	6.40	32.00
12	3		6	Project Archite	167,519	134.23	75.00%	92.00%	47.00%	25.00%	145.83	38.24	63,623	2,651	6.40	32.00
13	4		6	Project Archite	151,657	121.52	75.00%	93.00%	85.00%	87.00%	132.05	34.62	57,611	2,400	6.40	32.00
14	5		7	CA-Architectur	145,604	116.67	75.00%	97.00%	93.00%	84.00%	126.77	33.24	55,306	2,304	6.40	32.00
15	6		10	Senior Technic	131,976	105.75	75.00%	77.00%	94.00%	93.00%	119.67	31.38	52,210	2,175	6.40	32.00
16	7		10	Senior Technic	130,341	104.44	75.00%	98.00%	88.00%	75.00%	118.18	30.99	51,562	2,148	6.40	32.00
17	8		10	Senior Technic	130,341	104.44	75.00%	28.00%	83.00%	84.00%	118.18	30.99	51,562	2,148	6.40	32.00
18	9		10	Senior Technic	128,906	103.29	75.00%	79.00%	91.00%	93.00%	116.92	30.65	51,010	2,125	6.40	32.00
19	10		10	Senior Technic	117,761	94.36	75.00%	34.00%	56.00%	51.00%	106.79	28.00	46,592	1,941	6.40	32.00
20	11		10	Senior Technic	117,761	94.36	75.00%	80.00%	76.00%	72.00%	106.79	28.00	46,592	1,941	6.40	32.00
21	12		10	Senior Technic	113,556	90.99	75.00%	85.00%	60.00%	66.00%	102.98	27.00	44,928	1,872	6.40	32.00
22	13		10	Senior Technic	111,197	89.10	75.00%	77.00%	101.00%	0.00%	100.85	26.44	44,000	1,833	6.40	32.00
23	14		10	Senior Technic	107,253	85.94	75.00%	100.00%	91.00%	90.00%	97.26	25.50	42,432	1,768	6.40	32.00
24	15		10	Senior Technic	93,026	74.54	75.00%	41.00%	91.00%	80.00%	84.35	22.12	36,800	1,533	6.40	32.00
25	16		11	Technical Staff	92,527	74.14	75.00%	75.00%	0.00%	0.00%	83.91	22.00	36,608	1,525	6.40	32.00
26	17		12	Technical Staff	79,909	64.03	75.00%	49.00%	83.00%	0.00%	72.47	19.00	31,616	1,317	6.40	32.00
27	18		11	Technical Staff	79,909	64.03	75.00%	74.00%	83.00%	0.00%	72.47	19.00	31,616	1,317	6.40	32.00
28	19		11	Technical Staff	71,498	57.29	75.00%	87.00%	68.00%	77.00%	64.84	17.00	28,288	1,179	6.40	32.00
29	20		12	Administrative	-		0.00%	0.00%			125.45	32.89	54,730	2,280	6.40	32.00
30	21		12	Administrative	-		0.00%	0.00%			95.35	25.00	41,600	1,733	6.40	32.00
31	22		12	Administrative	-		0.00%	0.00%			76.09	19.95	41,496	1,729	8.00	40.00
32	23		12	Administrative	-		0.00%	0.00%			87.72	23.00	38,272	1,595	6.40	32.00
33	24		12	Administrative	-		0.00%	0.00%			87.72	23.00	23,920	997	4.00	20.00
34																
35	Principal				326,048	241.16	65%				76.28	20.00	41,600	1,733	8	40
36	Employee				1,970,742	1579.12	75%				2242.65	588.00	972,373	40,516	140	700
37	101.77															
38	Total			Net Revenue Capac	2,296,790	1820.28	75%	60%			2318.93	608.00	1,013,973	42,249	148	740
39	102.47															
40				Net Revenue Requir	2,312,487											
41				Net Revenue Plan V	(15,697)	(153)	Direct Labor Hours									
42	(0.70)															
43																

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	A	B	Q	R	S	T	U	V	W	X	Y	Z	AA
1	Labor Budget												
2	Fiscal Year Ending												
3	December 31, 2012												
4													
5			0=NonTech	Annual						Emp.	Long	Employee	
6	Employee		1=Tech	Standard	PTO	PTO	PTO	Rate	Monthly	Ins.	Term	Cell	401K
7	Number Name	Type	Type	Hours	Holiday	Vacation	Personal	WComp	Health_Ins	Withheld	Disability	Phone	Plan
8													
9	1		1	2,080	64	80	-	1.50%	1,084	0.00	65.49	0	0
10													
11	2		1	1,664	64	80	-	1.50%		0.00	48.69	0	0
12	3		1	1,664	64	80	-	1.50%	1,064	298.76	46.65	0	0
13	4		1	1,664	64	80	-	1.50%	536	149.38	42.25	0	0
14	5		1	1,664	64	80	-	1.50%	387	0.00	40.55	0	0
15	6		1	1,664	64	80	-	0.50%	536	149.38	38.28	0	0
16	7		1	1,664	64	80	-	1.50%	387	0.00	37.81	0	0
17	8		1	1,664	64	80	-	0.50%	536	149.38	37.81	0	0
18	9		1	1,664	64	80	-	0.50%	536	149.38	37.40	0	0
19	10		1	1,664	64	80	-	0.50%	1,508	425.72	34.17	0	0
20	11		1	1,664	64	80	-	0.50%	387	0.00	34.17	0	0
21	12		1	1,664	64	80	-	0.50%	536	149.38	32.94	0	0
22	13		1	1,664	64	80	-	0.50%	387	0.00	32.27	0	0
23	14		1	1,664	64	80	-	0.50%	-	0.00	31.12	0	0
24	15		1	1,664	64	80	-	0.50%	387	0.00	26.99	0	0
25	16		1	1,664	64	80	-	0.50%	376	0.00	26.84	0	0
26	17		1	1,664	64	80	-	0.50%	536	149.38	23.19	0	0
27	18		1	1,664	64	80	-	0.50%	387	0.00	23.26	0	0
28	19		1	1,664	64	80	-	0.50%	387	0.00	20.74	0	0
29	20		0	1,664	64	80	-	0.50%	-	0.00	40.14	0	0
30	21		0	1,664	64	80	-	0.50%	387	0.00	30.51	0	0
31	22		0	2,080	64	80	-	0.50%	387	0.00	30.43	0	0
32	23		0	1,664	64	80	-	0.50%	536	149.38	28.07	0	0
33	24		0	1,040	-	-	-	0.50%	-	0.00	28.07	0	0
34													
35	Principal			2,080	64	80	-		1,084	0	65	0	0
36	Employee			36,400	1,344	1,680	-		10,186	1770	724	0	0
37													
38	Total			38,480	1,408	1,760	-		11,270	1770	789	0	0
39													
40													
41													
42													
43													

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	A	B	AB	AC	AD	AE	AF	AG	AH	AI	AJ	AK
1	Labor Budget											
2	Fiscal Year Ending											
3	December 31, 2012											
4												
5												
6	Employee		Direct	Tech	Indirect	Total	NonTech	Indirect	Total	Total	Total	Available
7	Number Name		Labor Hrs	Indirect	PTO	Tech	Indirect	PTO	NonTech	Available	PTO	less
8												PTO
9	1		1,352	584	144	2,080	-	-	-	2,080	144	1,936
10			-			-	-					-
11	2		1,165	355	144	1,664	-	-	-	1,664	144	1,520
12	3		1,248	272	144	1,664	-	-	-	1,664	144	1,520
13	4		1,248	272	144	1,664	-	-	-	1,664	144	1,520
14	5		1,248	272	144	1,664	-	-	-	1,664	144	1,520
15	6		1,248	272	144	1,664	-	-	-	1,664	144	1,520
16	7		1,248	272	144	1,664	-	-	-	1,664	144	1,520
17	8		1,248	272	144	1,664	-	-	-	1,664	144	1,520
18	9		1,248	272	144	1,664	-	-	-	1,664	144	1,520
19	10		1,248	272	144	1,664	-	-	-	1,664	144	1,520
20	11		1,248	272	144	1,664	-	-	-	1,664	144	1,520
21	12		1,248	272	144	1,664	-	-	-	1,664	144	1,520
22	13		1,248	272	144	1,664	-	-	-	1,664	144	1,520
23	14		1,248	272	144	1,664	-	-	-	1,664	144	1,520
24	15		1,248	272	144	1,664	-	-	-	1,664	144	1,520
25	16		1,248	272	144	1,664	-	-	-	1,664	144	1,520
26	17		1,248	272	144	1,664	-	-	-	1,664	144	1,520
27	18		1,248	272	144	1,664	-	-	-	1,664	144	1,520
28	19		1,248	272	144	1,664	-	-	-	1,664	144	1,520
29	20		-	-	-	1,664	1,664	144	1,808	3,472	144	3,328
30	21		-	-	-	1,664	1,664	144	1,808	3,472	144	3,328
31	22		-	-	-	2,080	2,080	144	2,224	4,304	144	4,160
32	23		-	-	-	1,664	1,664	144	1,808	3,472	144	3,328
33	24		-	-	-	1,040	1,040	-	1,040	2,080	-	2,080
34												
35	Principal		1,352	584	144	2,080	-	-	-	2,080	144	1,936
36	Employee		21,216	4,624	2,448	36,400	8,112	576	8,688	45,088	3,024	42,064
37												
38	Total		22,568	5,208	2,592	38,480	8,112	576	8,688	47,168	3,168	44,000
39												
40												
41												
42												
43												

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	A	B	AL	AM	AN	AO	AP	AQ	AR	AS	AT	AU	AV	AW	AX	AY	AZ
1	Labor Budget																
2	Fiscal Year Ending																
3	December 31, 2012																
4																	
5																	
6	Employee		Annual		Total	Technical	Technical	Total	NonTech	NonTech	Non-Tech				Total	Total	Total
7	Number Name		Base	Raises	Wages	Direct	Indirect	Tech	Indir	PTO	Total	PTO	PTO	PTO	Wages	PTO	Wages
8			Wage			Labor	Labor	PTO	Labor	Labor	Labor	Holiday	Vacation	Personal			Less PTO
9	1		41600	624	42224	27040	12304	2880	0	0	0	1280	1600	0	42224	2880	39344
10						0	0										
11	2		66402	996	67398	46481	15170	5746	0	0	0	2554	3192	0	67398	5746	61652
12	3		63623	954	64578	47717	11354	5506	0	0	0	2447	3059	0	64578	5506	59072
13	4		57611	864	58475	43208	10281	4986	0	0	0	2216	2770	0	58475	4986	53489
14	5		55306	830	56136	41480	9870	4786	0	0	0	2127	2659	0	56136	4786	51350
15	6		52210	783	52993	39157	9317	4518	0	0	0	2008	2510	0	52993	4518	48475
16	7		51562	773	52335	38671	9202	4462	0	0	0	1983	2479	0	52335	4462	47873
17	8		51562	773	52335	38671	9202	4462	0	0	0	1983	2479	0	52335	4462	47873
18	9		51010	765	51775	38257	9103	4414	0	0	0	1962	2452	0	51775	4414	47360
19	10		46592	699	47291	34944	8315	4032	0	0	0	1792	2240	0	47291	4032	43259
20	11		46592	699	47291	34944	8315	4032	0	0	0	1792	2240	0	47291	4032	43259
21	12		44928	674	45602	33696	8018	3888	0	0	0	1728	2160	0	45602	3888	41714
22	13		44000	660	44660	33000	7852	3808	0	0	0	1692	2115	0	44660	3808	40852
23	14		42432	636	43068	31824	7572	3672	0	0	0	1632	2040	0	43068	3672	39396
24	15		36800	552	37352	27600	6567	3185	0	0	0	1415	1769	0	37352	3185	34167
25	16		36608	549	37157	27456	6533	3168	0	0	0	1408	1760	0	37157	3168	33989
26	17		31616	474	32090	23712	5642	2736	0	0	0	1216	1520	0	32090	2736	29354
27	18		31616	474	32090	23712	5642	2736	0	0	0	1216	1520	0	32090	2736	29354
28	19		28288	424	28712	21216	5048	2448	0	0	0	1088	1360	0	28712	2448	26264
29	20		114197	1713	115910	0			111174	4736	115910	2105	2631	0	115910	4736	111174
30	21		86800	1302	88102	0			84502	3600	88102	1600	2000	0	88102	3600	84502
31	22		85865	1288	87153	0			84280	2873	87153	1277	1596	0	87153	2873	84280
32	23		79856	1198	81054	0			77742	3312	81054	1472	1840	0	81054	3312	77742
33	24		47840	718	48558	0			48558	0	48558	0	0	0	48558	0	48558
34																	
35	Principal		41600	624	42224	27040	12304	2880	0	0	0	1280	1600	0	42224	2880	39344
36	Employee		1186912	17804	1204716	579266	137836	66838	406255	14521	420776	36160	45200	0	1204716	81359	1123357
37																	
38	Total		1228512	18428	1246940	606306	150140	69718	406255	14521	420776	37440	46800	0	1246940	84239	1162701
39																	
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42																	
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	A	B	BA	BB	BC	BD	BE	BF	BG	BH	BI	BJ	BK
1	Labor Budget												
2	Fiscal Year Ending												
3	December 31, 2012												
4													
5													
6	Employee				Bonus FICA	Fed Unemp	State Unemp	Workers Comp	Annual Health Ins	Employee Health Ins Withholding	Long Term Disability	Retirement Plan Contrib	Cash Bonus
7	Number Name		FICA	Medicare	&MC	Unemp	Unemp	Comp	Ins	Withholding	Disability	Contrib	Bonus
8													
9	1		2,618	612	97	56	164	633	13,011	-	786	1,305	1,267
10													
11	2		4,179	977	155	56	164	1,011	-	-	584	2,083	2,022
12	3		4,004	936	148	56	164	969	12,765	(3,585)	560	1,995	1,937
13	4		3,625	848	134	56	164	877	6,437	(1,793)	507	1,807	1,754
14	5		3,480	814	129	56	164	842	4,645	-	487	1,735	1,684
15	6		3,286	768	122	56	164	265	6,437	(1,793)	459	1,637	1,590
16	7		3,245	759	120	56	164	785	4,645	-	454	1,617	1,570
17	8		3,245	759	120	56	164	262	6,437	(1,793)	454	1,617	1,570
18	9		3,210	751	119	56	164	259	6,437	(1,793)	449	1,600	1,553
19	10		2,932	686	109	56	164	236	18,093	(5,109)	410	1,461	1,419
20	11		2,932	686	109	56	164	236	4,645	-	410	1,461	1,419
21	12		2,827	661	105	56	164	228	6,437	(1,793)	395	1,409	1,368
22	13		2,769	648	102	56	164	223	4,645	-	387	1,380	1,340
23	14		2,670	624	99	56	164	215	-	-	373	1,331	1,292
24	15		2,316	542	86	56	164	187	4,645	-	324	1,154	1,121
25	16		2,304	539	85	56	164	186	4,508	-	322	1,148	1,115
26	17		1,990	465	74	56	164	160	6,437	(1,793)	278	992	963
27	18		1,990	465	74	56	164	160	4,645	-	279	992	963
28	19		1,780	416	66	56	164	144	4,645	-	249	887	861
29	20		6,857	1,681	50	56	164	580	-	-	482	3,582	3,477
30	21		5,462	1,277	202	56	164	441	4,645	-	366	2,722	2,643
31	22		5,403	1,264	200	56	164	436	4,645	-	365	2,693	2,615
32	23		5,025	1,175	186	56	164	405	6,437	(1,793)	337	2,505	2,432
33	24		3,011	704	111	56	164	243	-	-	337	1,500	1,457
34													
35	Principal		2,618	612	97	56	164	633	13,011	-	786	1,305	1,267
36	Employee		74,363	17,468	2,549	1,232	3,608	8,339	122,227	(21,242)	8,684	37,226	36,141
37													
38	Total		76,981	18,081	2,646	1,288	3,772	8,972	135,238	(21,242)	9,470	38,530	37,408
39													
40													
41													
42													
43													