

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

	A	B	C	D	E	F	G	H	I	J	K
1	Annual Profit Plan										
2	For the Fiscal Year Ending		Input								
3	December 31, 2012		Linked Cell								
4											
5											
6											
7	Acct.#	Name	Annual Plan2012	Monthly Objective	Ref Budget Prior Yr Actual	Budget Percent of Subtotal	Ref Percent Subtotal	Budget Percent Net Revenue	Ref Percent Net Revenue	Budget Percent Total Revenue	Ref Percent Total Revenue
8	Period				2011						
9											
10	<b>Revenue:</b>										
11	401.10	Billed Fee-Lump Sum	2,272,794	189,399	1,293,547.06	70.46%	70.46%	98.28%	97.67%	52.36%	53.48%
12	401.20	Billed Fee-DPE/Hourly	947,808	78,984	539,439.33	29.38%	29.38%	40.99%	40.73%	21.84%	22.30%
13	401.30	Billed Fee-Extra Service	4,331	361	2,465.00	0.13%	0.13%	0.19%	0.19%	0.10%	0.10%
14	411.00	Other	886	74	504.50	0.03%	0.03%	0.04%	0.04%	0.02%	0.02%
15											
16	<b>Total Billed Fee</b>		3,225,819	268,818	1,835,955.89	100.00%	100.00%	139.50%	138.62%	74.31%	75.91%
17											
18											
19	<b>Reimbursable expense revenue:</b>										
20	421.00	Reimb Consultant	1,022,378	85,198	587,794.90	91.70%	92.05%	44.21%	44.38%	23.55%	24.30%
21	422.00	Reimb Other	92,575	7,715	50,775.62	8.30%	7.95%	4.00%	3.83%	2.13%	2.10%
22											
23	<b>Total reimbursable expense revenue</b>		1,114,953	92,913	638,570.52	100.00%	100.00%	48.21%	48.21%	25.69%	26.40%
24											
25											
26	402.00	Unbilled Revenue-WIP	0	0	(55,927.36)			0.00%	-4.22%	0.00%	-2.31%
27											
28	<b>Total revenue</b>		4,340,772	361,731	2,418,599.05			187.71%	182.61%	100.00%	100.00%
29											
30	<b>Reimbursable expense Consultants</b>										
31											
32	511.00	Structural	33,371	2,781	16,812.50	3.26%		1.44%	1.27%	0.77%	0.70%
33	512.00	Mechanical	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
34	513.00	Electrical	199,001	16,583	100,258.75	19.46%		8.61%	7.57%	4.58%	4.15%
35	514.00	Mechanical & Electrical	696,999	58,083	351,155.79	68.17%		30.14%	26.51%	16.06%	14.52%
36	515.00	Civil	3,416	285	1,721.14	0.33%		0.15%	0.13%	0.08%	0.07%
37	515.10	Civil Geotechnical	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
38	515.50	Civil-Survey	4,555	380	2,295.00	0.45%		0.20%	0.17%	0.10%	0.09%
39	516.00	Landscape	778	65	392.14	0.08%		0.03%	0.03%	0.02%	0.02%
40	517.00	Sprinkler	81,896	6,825	41,260.00	8.01%		3.54%	3.12%	1.89%	1.71%
41	518.00	Architectural	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
42	519.00	Other	2,362	197	1,190.00	0.23%		0.10%	0.09%	0.05%	0.05%
43	519.10	Planning Consultant	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
44											
45	<b>Total consultants</b>		1,022,378	85,198	515,085.32	100.00%	91.70%	44.21%	38.89%	23.55%	21.30%
46											
47	<b>Other reimbursable Travel</b>										
48	541.00	Lodging	5,177	431	2,608.36	5.59%		0.22%	0.20%	0.12%	0.11%
49	542.00	Meals-Reimbursable	236	20	118.71	0.25%		0.01%	0.01%	0.01%	0.00%
50	543.00	Commercial Air Travel	10,482	873	5,280.70	11.32%		0.45%	0.40%	0.24%	0.22%
51	543.10	Commercial Air Travel-Airport Parking	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
52	544.00	Charter Air Travel	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
53	545.00	Car Rental	5,580	465	2,811.44	6.03%		0.24%	0.21%	0.13%	0.12%
54	545.10	Car Rental-Gasoline	129	11	65.08	0.14%		0.01%	0.00%	0.00%	0.00%
55	546.00	Personal Auto Mileage	1,393	116	701.65	1.50%		0.06%	0.05%	0.03%	0.03%
56	547.00	Other Travel Expense	326	27	164.30	0.35%		0.01%	0.01%	0.01%	0.01%
57											
58	<b>Total Reimbursable Travel</b>		23,323	1,943.56	11,750.24	25.19%	0.00%	1.01%	0.89%	0.54%	0.49%
59											

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7	Acct.#	Name	Annual	Monthly	Budget	Percent	Percent	Percent	Percent	Percent	Percent
8		Period	Plan2012	Objective	Prior Yr	of	Subtotal	Net	Net	Total	Total
9					Actual	Subtotal	Subtotal	Revenue	Revenue	Revenue	Revenue
10					2011						
60	<b>Other Reimbursable Office Expense</b>										
61	561.00	Reproductions/Printing	29,075	2,423	14,648.40	31.41%		1.26%	1.11%	0.67%	0.61%
62	561.10	Reproductions - Inhouse	1,455	121	733.00	1.57%		0.06%	0.06%	0.03%	0.03%
63	562.00	Renderings/Photos/Models	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
64	563.00	Postage/Ship/Delivery	7,983	665	4,021.91	8.62%		0.35%	0.30%	0.18%	0.17%
65	564.00	Plan Review-Fire Marshal	23,177	1,931	11,676.97	25.04%		1.00%	0.88%	0.53%	0.48%
66	565.00	Specification Repro	7,045	587	3,549.23	7.61%		0.30%	0.27%	0.16%	0.15%
67	566.10	Long Distance Telephone/Fax	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
68	567.00	Web Hosting Expense	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
69	566.00	Other Office Expense	518	43	260.74	0.56%		0.02%	0.02%	0.01%	0.01%
70											
71	<b>Total Other Reimbursable Offixe</b>		69,253	5,771.05	34,890.25	74.81%	0.00%	2.99%	2.63%	1.60%	1.44%
72											
73											
74	<b>Total other reimbursable expense</b>		92,575	7,715	46,640.49	100.00%	8.30%	4.00%	3.52%	2.13%	1.93%
75											
76	<b>Total reimbursable expense</b>		1,114,953	92,913	561,725.81		100.00%	48.21%	42.41%	25.69%	23.23%
77											
78	<b>Revenue less reimbursable expense</b>		3,225,819	268,818	1,856,873.24			139.50%	140.20%	74.31%	76.77%
79											
80											
81	<b>Other Direct Expense</b>										
82	<b>Direct Consultants:</b>										
83	611.00	Structural	56,719	4,727	32,485.00	7.76%		2.45%	2.45%	1.31%	1.34%
84	612.00	Mechanical	105,179	8,765	60,239.45	14.40%		4.55%	4.55%	2.42%	2.49%
85	613.00	Electrical	222,296	18,525	127,316.15	30.43%		9.61%	9.61%	5.12%	5.26%
86	614.00	Mechanical & Electrical	186,749	15,562	106,957.50	25.56%		8.08%	8.08%	4.30%	4.42%
87	615.00	Civil	103,491	8,624	59,272.50	14.17%		4.48%	4.48%	2.38%	2.45%
88	615.10	Civil-Geotgechnical	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
89	615.50	Civil-Survey	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
90	616.00	Landscape	31,986	2,665	18,319.20	4.38%		1.38%	1.38%	0.74%	0.76%
91	617.00	Sprinkler	19,625	1,635	11,240.00	2.69%		0.85%	0.85%	0.45%	0.46%
92	618.00	Architectural	1,135	95	650.00	0.16%		0.05%	0.05%	0.03%	0.03%
93	619.00	Other	3,366	281	1,928.00	0.46%		0.15%	0.15%	0.08%	0.08%
94	619.20	Graphics Consultant	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
95	619.10	Planning Consultant	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
96											
97	<b>Total Direct Consultants</b>		730,546	60,879	418,407.80	100.00%		31.59%	31.59%	16.83%	17.30%
98											

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8		Period	Plan2012	Objective	Budget	of	Percent	Net	Net	Total	Total
9					Prior Yr	Subtotal	Subtotal	Revenue	Revenue	Revenue	Revenue
10					Actual						
11					2011						
99	<b>Other Direct Travel</b>										
100	639.00		0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
101	641.00	Lodging	819	68	469.25	0.45%		0.04%	0.04%	0.02%	0.02%
102	642.00	Meals-Direct	1,962	164	1,123.94	1.07%		0.08%	0.08%	0.05%	0.05%
103	643.00	Commercial Air	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
104	643.10	Commercial Air-Airport Parking	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
105	644.00	Charter Air	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
106	645.00	Car Rental	3,002	250	1,719.07	1.64%		0.13%	0.13%	0.07%	0.07%
107	645.10	Car Rental-Gasoline	448	37	256.72	0.25%		0.02%	0.02%	0.01%	0.01%
108	646.00	Personal Auto Mileage	10,036	836	5,748.05	5.49%		0.43%	0.43%	0.23%	0.24%
109	647.00	Other Travel Expense	39	3	22.54	0.02%		0.00%	0.00%	0.00%	0.00%
110	658.00	Errors & omissions	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
111											
112	<b>Total Other Direct Travel</b>		16,307	1,358.92	9,339.57	8.92%	0.00%	0.71%	0.71%	0.38%	0.39%
113											
114	<b>Other Direct Office Expense</b>										
115	661.00	Reproductions	2,374	198	1,359.87	1.30%		0.10%	0.10%	0.05%	0.06%
116	661.10	Reproductions - Inhouse	33	3	19.00	0.02%		0.00%	0.00%	0.00%	0.00%
117	662.00	Renderings/Photos/Models	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
118	663.00	Postage/Shipping/Delivery	6,612	551	3,787.01	3.62%		0.29%	0.29%	0.15%	0.16%
119	664.00	Plan Review-Fire Marshall	70	6	40.00	0.04%		0.00%	0.00%	0.00%	0.00%
120	665.00	Specification Printing	2,820	235	1,615.17	1.54%		0.12%	0.12%	0.06%	0.07%
121	666.00	Other Office Expense	166	14	95.00	0.09%		0.01%	0.01%	0.00%	0.00%
122	666.10	Long Distance Telephone/Fax	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
123	669.00	Bad Debt Expense	170,711	14,226	97,771.61	93.39%		7.38%	7.38%	3.93%	4.04%
124											
125	<b>Total Other Direct Office Expense</b>		182,786	15,232	104,687.66	117.84%		7.90%	7.90%	4.21%	4.33%
126											
127											
128	<b>Total direct consultants and other</b>		913,332	76,111	532,435.03			39.50%	40.20%	21.04%	22.01%
129											
130											
131	<b>Net revenue</b>		2,312,487	192,707	1,324,438.21			100.00%	100.00%	53.27%	54.76%
132	Net Multiplier		3.814								
133	<b>Direct Labor</b>										
134	601.00	Direct Labor-Principals	27,040	2,253	86,605.84			1.17%	6.54%	0.62%	3.58%
135	602.00	Direct Labor-Employees	579,266	48,272	669,533.80			25.05%	50.55%	13.34%	27.68%
136											
137	<b>Total direct labor</b>		606,306	50,525.49	756,139.64			26.22%	57.09%	13.97%	31.26%
138											
139											
140	<b>Gross profit</b>		1,706,182	142,182	568,298.57			73.78%	42.91%	39.31%	23.50%
141											

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7	Acct.#	Name	Plan2012	Objective	Budget	Percent	Ref	Percent	Percent	Percent	Percent
8	Period				Prior Yr	of	Percent	Net	Net	Total	Total
					Actual	Subtotal	Subtotal	Revenue	Revenue	Revenue	Revenue
142	<b>Indirect Expense</b>										
143	<b>Indirect Labor</b>										
144	701.00	Indirect Labor-Principals	12,304	1,025	(1,650.40)	0.92%		0.53%	-0.12%	0.28%	-0.07%
145	701.10	Indirect Labor-Marketing	0		64,278.77	0.00%		0.00%	4.85%	0.00%	2.66%
146	702.00	Indirect Labor-Technical	137,836	11,486	343,658.43	10.34%		5.96%	25.95%	3.18%	14.21%
147	702.10	Indirect Labor-Nontech.	406,255	33,855	169,079.33	30.46%		17.57%	12.77%	9.36%	6.99%
148	703.00	Payroll Variance	0	0	(211,103.53)	0.00%		0.00%	-15.94%	0.00%	-8.73%
149	703.01	Overtime Applied to Personal PTO	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
150	704.00	Temporary Help	0	0	701.50	0.00%		0.00%	0.05%	0.00%	0.03%
151	<b>Total indirect labor</b>										
152			556,395	46,366	364,964.10	41.72%		24.06%	27.56%	12.82%	15.09%
153	<b>Paid-time-off</b>										
154	<b>Paid-time-off</b>										
155	711.00	Holiday Pay	37,440	3,120	47,897.19	2.81%		1.62%	3.62%	0.86%	1.98%
156	712.00	Vacation Pay	46,800	3,900	46,820.97	3.51%		2.02%	3.54%	1.08%	1.94%
157	713.00	Personal Time-Off	0	0	(11,841.32)	0.00%		0.00%	-0.89%	0.00%	-0.49%
158	<b>Total paid-time-off</b>										
159			84,239	7,020	82,876.84	6.32%		3.64%	6.26%	1.94%	3.43%
160	<b>Payroll related expense</b>										
161	<b>Payroll related expense</b>										
162	721.00	Employer's FICA Tax	76,981	6,415	89,737.63	5.77%		3.33%	6.78%	1.77%	3.71%
163	721.10	Employer's Medicare Tax	18,081	1,507	0.00	1.36%		0.78%	0.00%	0.42%	0.00%
164	722.00	Federal Unemployment	1,288	107	1,633.92	0.10%		0.06%	0.12%	0.03%	0.07%
165	723.00	State Unemployment	3,772	314	6,314.16	0.28%		0.16%	0.48%	0.09%	0.26%
166	724.00	Workers' Comp Insurance	8,972	748	4,465.17	0.67%		0.39%	0.34%	0.21%	0.18%
167	729.00	Misc Employee Benefits	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
168	<b>Total payroll related expense</b>										
169			109,094	9,091	102,150.88	8.18%		4.72%	7.71%	2.51%	4.22%
170	<b>Benefits</b>										
171	<b>Benefits</b>										
172	731.00	*Health Care Insurance	135,238	11,270	185,655.14	10.14%		5.85%	14.02%	3.12%	7.68%
173	731.01	Health Care Insurance Withheld	(21,242)	(1,770)	(29,041.99)	-1.59%		-0.92%	-2.19%	-0.49%	-1.20%
174	731.10	Employee Medical Expense	0	0	(14,963.10)	0.00%		0.00%	-1.13%	0.00%	-0.62%
175	732.10	Stockholders Physical	850	71	848.00	0.06%		0.04%	0.06%	0.02%	0.04%
176	733.00	*Disability Income Ins.	9,470	789	10,965.73	0.71%		0.41%	0.83%	0.22%	0.45%
177	734.00	Employment Agency Fees	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
178	735.10	Retirement Plan Fees	9,800	817	9,839.26	1.41%		0.42%	0.74%	0.23%	0.41%
179	737.00	Professional Development	1,600	133	1,593.53	0.23%		0.07%	0.12%	0.04%	0.07%
180	737.10	Grant Training Room Rent	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
181	737.20	Grant Tr Room-Security System	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
182	737.30	Grant Training-Office Equipment	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
183	738.00	Professional Registration	16,000	1,333	16,578.07	2.31%		0.69%	1.25%	0.37%	0.69%
184	739.00	Employee Relations	200	17	200.00	0.03%		0.01%	0.02%	0.00%	0.01%
185	739.10	Moving Expenses	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
186	739.20	LB-Cell Phone	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
187	<b>Total benefits</b>										
188			151,916	12,660	181,674.64	11.39%		6.57%	13.72%	3.50%	7.51%
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191	<b>Indirect Travel Expense</b>										
192	741.00	Lodging	2,500	208	2,580.78	0.36%		0.11%	0.19%	0.06%	0.11%
193	742.00	Meals-Indirect	4,500	375	4,585.95	0.65%		0.19%	0.35%	0.10%	0.19%
194	743.00	Commercial Air Travel	1,600	133	1,667.29	0.23%		0.07%	0.13%	0.04%	0.07%
195	743.10	Parking	120	10	0.00	0.02%		0.01%	0.00%	0.00%	0.00%
196	744.00	Charter Air Travel	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
197	744.10	Charter Air Travel-Discounts(CR)	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
198	745.10	Rental Car Gasoline	125	10	124.74	0.02%		0.01%	0.01%	0.00%	0.01%
199	745.00	Car Rental	1,800	150	1,741.41	0.26%		0.08%	0.13%	0.04%	0.07%
200	746.00	Personal Auto Mileage	1,200	100	1,074.38	0.17%		0.05%	0.08%	0.03%	0.04%
201	747.00	Other Travel Expense	50	4	46.98	0.01%		0.00%	0.00%	0.00%	0.00%
202	747.10	Conventions	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
203	747.20	Advertising	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
204	747.30	Business Entertainment	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
205	748.00	Auto Gas & Oil	12,000	1,000	17,955.73	1.73%		0.52%	1.36%	0.28%	0.74%
206	749.00	Other Travel Expense	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
207											
208	<b>Total Indirect Travel</b>		23,895	1,991.25	29,777.26	3.45%	0.00%	1.03%	2.25%	0.55%	1.23%
209											
210	<b>Other Indirect Expense</b>										
211	751.00	Legal	4,000	333	3,371.00	0.58%		0.17%	0.25%	0.09%	0.14%
212	752.00	Accounting/Tax	12,000	1,000	15,074.00	1.73%		0.52%	1.14%	0.28%	0.62%
213	752.10	Professional Services-LEED Consultan	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
214	753.00	Bank Service Charge	4,000	333	4,132.57	0.58%		0.17%	0.31%	0.09%	0.17%
215	754.00	Network support	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
216	755.00	Prof Liability Insurance (Sch)	45,000	3,750	45,573.29	6.49%		1.95%	3.44%	1.04%	1.88%
217	756.00	Other Insurance (Sch)	7,500	625	7,418.90	1.08%		0.32%	0.56%	0.17%	0.31%
218	756.10	Stockholders' Life Insurance	4,369	364	4,369.00	0.63%		0.19%	0.33%	0.10%	0.18%
219	756.11	Life insurance cash value	(12,000)	(1,000)	(11,990.66)	-1.73%		-0.52%	-0.91%	-0.28%	-0.50%
220	756.20	Stockholders' Disability Ins.	1,875	156	1,874.50	0.27%		0.08%	0.14%	0.04%	0.08%
221	757.00	Miscell Tax & Licenses	2,000	167	2,000.00	0.29%		0.09%	0.15%	0.05%	0.08%
222	757.10	Personal Property Taxes	5,600	467	5,545.39	0.81%		0.24%	0.42%	0.13%	0.23%
223	757.20	Corp Franchise Tax	6,000	500	3,563.04	0.87%		0.26%	0.27%	0.14%	0.15%
224	757.30	Corp Annual Registration	815	68	815.00	0.12%		0.04%	0.06%	0.02%	0.03%
225	757.40	Sales Use Tax Expense	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
226	757.50	Contributions	1,000	83	1,600.00	0.14%		0.04%	0.12%	0.02%	0.07%
227	757.60	Public Relations	2,600	217	2,679.50	0.38%		0.11%	0.20%	0.06%	0.11%
228	758.00	Errors & Omissions	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
229	759.00	Interest-Stock Redemption	6,000	500	3,919.09	0.87%		0.26%	0.30%	0.14%	0.16%
230											
231	<b>Total Other Indirect Expense</b>		90,759	7,563.25	89,944.62	13.10%	0.00%	3.92%	6.79%	2.09%	3.72%
232											

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5											
6											
7	Acct.#	Name	Annual Plan2012	Monthly Objective	Ref Budget Prior Yr Actual	Budget Percent of Subtotal	Ref Percent Subtotal	Budget Percent Net Revenue	Ref Percent Net Revenue	Budget Percent Total Revenue	Ref Percent Total Revenue
8	Period				2011						
233	<b>Indirect Office Expense</b>										
234	760.00	Miscell Exp Recovery (Cr)	(120)	(10)	(119.81)	-0.02%		-0.01%	-0.01%	0.00%	0.00%
235	760.10	Print/Repro Recovery (Cr)	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
236	761.00	Reproductions-Outside	1,200	100	1,344.70	0.17%		0.05%	0.10%	0.03%	0.06%
237	761.10	Print/Repro Supplies	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
238	762.00	Renderings/Photos/Models	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
239	763.00	Postage/Ship/Delivery	4,200	350	4,137.04	0.61%		0.18%	0.31%	0.10%	0.17%
240	763.10	Equipment Rental-Xerox	33,000	2,750	33,202.74	4.76%		1.43%	2.51%	0.76%	1.37%
241	765.00	Penalties	0	0	600.00	0.00%		0.00%	0.05%	0.00%	0.02%
242	766.00	Other Office Expense	9,300	775	9,323.00	1.34%		0.40%	0.70%	0.21%	0.39%
243	766.10	Beverage & Vending Machine	900	75	876.57	0.13%		0.04%	0.07%	0.02%	0.04%
244	766.11	Vending Machine Income (Cr)	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
245	766.20	Paper Supplies	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
246	766.30	Janitorial Expense	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
247	766.40	Bulbs	300	25	228.81	0.04%		0.01%	0.02%	0.01%	0.01%
248	766.50	Repairs & Maintenance	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
249	766.60	Maintenance Contracts	500	42	456.00	0.07%		0.02%	0.03%	0.01%	0.02%
250	766.70	R & M Office Machines	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
251	767.00	Rent-Monroe Office	71,496	5,958	112,992.00	10.32%		3.09%	8.53%	1.65%	4.67%
252	767.01	Rent-Dallas Office	40,000	3,333	39,321.17	5.77%		1.73%	2.97%	0.92%	1.63%
253	767.10	Utilities-Home Office	15,000	1,250	23,741.04	2.16%		0.65%	1.79%	0.35%	0.98%
254	767.11	Utilities-Statellite Office	8,000	667	7,017.42	1.15%		0.35%	0.53%	0.18%	0.29%
255	767.20	Rent Adjustment	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
256	768.00	Telephone-Home Office	24,000	2,000	24,268.02	3.46%		1.04%	1.83%	0.55%	1.00%
257	768.01	Telephone-Satellite Office	3,000	250	4,069.68	0.43%		0.13%	0.31%	0.07%	0.17%
258	768.10	Telephone-Cellular	5,000	417	6,211.10	0.72%		0.22%	0.47%	0.12%	0.26%
259	769.00	Office Supplies-Home Office	4,500	375	4,549.46	0.65%		0.19%	0.34%	0.10%	0.19%
260	769.01	Office Supplies-Satellite Office	3,000	250	3,078.51	0.43%		0.13%	0.23%	0.07%	0.13%
261	769.10	Drafting Supplies	420	35	423.46	0.06%		0.02%	0.03%	0.01%	0.02%
262	769.20	Dues	2,600	217	2,599.99	0.38%		0.11%	0.20%	0.06%	0.11%
263	769.30	Books & Periodicals	1,200	100	1,115.66	0.17%		0.05%	0.08%	0.03%	0.05%
264	769.40	Copier Paper & Supplies	900	75	894.79	0.13%		0.04%	0.07%	0.02%	0.04%
265	769.50	Printing & Stationery	120	10	106.69	0.02%		0.01%	0.01%	0.00%	0.00%
266											
267	<b>Total Indirect Office Expense</b>		228,516	19,043.00	280,438.04	32.97%	0.00%	9.88%	21.17%	5.26%	11.60%
268											
269	<b>Depreciation &amp; Amortization</b>										
270	771.00	Depreciation Furn & Fixtures	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
271	772.00	Depreciation Leasehold Improvements	422	35	0.00	0.06%		0.02%	0.00%	0.01%	0.00%
272	773.00	Depreciation Computer Equipment	0	0	25,033.72	0.00%		0.00%	1.89%	0.00%	1.04%
273	773.10	Depreciation Software	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
274	775.00	Depreciation-Other	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
275	773.00	Depreciation Sec. 179	0	0	0.00	0.00%		0.00%	0.00%	0.00%	0.00%
276	774.00	Abandonment	0	0	421.68	0.00%		0.00%	0.03%	0.00%	0.02%
277											
278	<b>Total Depreciation &amp; Amortization</b>		422	35.14	25,455.40	0.06%	0.00%	0.02%	1.92%	0.01%	1.05%
279											

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7	Acct.#	Name	Annual Plan2012	Monthly Objective	Ref Budget Prior Yr Actual	Budget Percent of Subtotal	Ref Percent Subtotal	Budget Percent Net Revenue	Ref Percent Net Revenue	Budget Percent Total Revenue	Ref Percent Total Revenue
8	Period				2011						
280	<b>Marketing Expense</b>										
281	781	Unused	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
282	782.00	Unused	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
283	783.00	Unused	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
284	784.00	Unused	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
285	785.00	Public Relations	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
286	786.00	Business Entertainment	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
287	784.00	Advertising	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
288	785.00	Business Promotion	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
289											
290	<b>Total Marketing Expense</b>		0	0.00	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
291	<b>Computer and Network Expense</b>										
292											
293	792.00	Computer Maintenance	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
294	792.10	Computer Repairs	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
295	793.00	Computer Online Service-Monroe	700	58	690.44	0.10%	0.03%	0.05%	0.02%	0.03%	0.03%
296	793.01	Computer Online Service-Dallas	3,600	300	3,540.80	0.52%	0.16%	0.27%	0.08%	0.15%	0.15%
297	793.20	Web Site Expense_Archplus.com	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
298	793.10	Online Service-Time Warner	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
299	795.00	Computer Supplies	3,600	300	3,542.22	0.52%	0.16%	0.27%	0.08%	0.15%	0.15%
300	795.10	Computer Software Annual Updates	60,000	5,000	58,573.37	8.66%	2.59%	4.42%	1.38%	2.42%	2.42%
301	795.20	Computer Software Support	0	0	69.95	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%
302	795.30	Computer Software Training Subscript	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
303	795.40	TBS-Vision Hosting Fee	4,500	375	4,495.50	0.65%	0.19%	0.34%	0.10%	0.19%	0.19%
304	795.41	Deltek OSP and Vision Support	3,600	300	0.00	0.52%	0.16%	0.00%	0.08%	0.00%	0.00%
305	795.42	Network Support-Net-Tech	0	0	895.37	0.00%	0.00%	0.07%	0.00%	0.04%	0.04%
306	796.00	Plotter Supplies	7,000	583	7,788.90	1.01%	0.30%	0.59%	0.16%	0.32%	0.32%
307	796.10	Plotter Maintenance	6,000	500	6,369.24	0.87%	0.26%	0.48%	0.14%	0.26%	0.26%
308	796.20	Color Plotter-Large Format	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
309	796.90	Plotter Expense Recovery (Cr)	(600)	(50)	(752.00)	-0.09%	-0.03%	-0.06%	-0.01%	-0.03%	-0.03%
310	797.00	Personnel Training	0	0	0.00	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
311											
312	<b>Total Computer &amp; Network Expense</b>		88,400	7,366.67	85,213.79	12.76%	0.00%	3.82%	6.43%	2.04%	3.52%
313											
314											
315											
316	<b>Total Other Indirect</b>		693,002	57,750.18	794,655	100.00%		29.97%	60.00%	15.96%	32.86%
317											
318											
319	<b>Total Indirect</b>		1,333,636	111,136.36	1,242,496			57.67%	93.81%	30.72%	51.37%
320											
321											
322	<b>Operating Profit</b>		372,545	31,045	(674,197)			16.11%	-50.90%	8.58%	-27.88%
323											

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3	December 31, 2012										
4			<input type="text"/>								
5			<u>Linked Cell</u>								
6					Ref	Budget		Budget	Ref	Budget	Ref
7	Acct.#	Name	Annual	Monthly	Budget	Percent	Ref	Percent	Percent	Percent	Percent
8		Period	Plan2012	Objective	Prior Yr	of	Percent	Net	Net	Total	Total
					Actual	Subtotal	Subtotal	Revenue	Revenue	Revenue	Revenue
					2011						
324	<b>Other Revenue</b>										
325	811.10	*Interest Income	165	14	0			0.01%	0.00%	0.00%	0.00%
326	811.50	Cash Value Life Insurance	0	0	0			0.00%	0.00%	0.00%	0.00%
327	811.30	*Sale of Assets-Gain/Loss	0	0	9,999			0.00%	0.75%	0.00%	0.41%
328	811.40	*Recovery of Bad Debt W/O	0	0	(60,084)			0.00%	-4.54%	0.00%	-2.48%
329											
330	<b>Total Other Revenue</b>		165	14	(50,085)			0.01%	-3.78%	0.00%	-2.07%
331											
332	<b>Other Expense</b>										
333	911.40	Bad Debt Write Off	0		(6,613)						
334	986.00	Bonus Payroll Tax Exp.	2,646	221	0			0.11%	0.00%	0.06%	0.00%
335	987.00	Cash Bonus	37,408	3,117	0			1.62%	0.00%	0.86%	0.00%
336	988.00	Retirement Plan Contrib.	38,530	3,211	0			1.67%	0.00%	0.89%	0.00%
337											
338	<b>Total Other Expense</b>		78,585	6,549	(6,613)			3.40%	-0.50%	1.81%	-0.27%
339											
340	<b>Net Profit Before Tax</b>		294,125	24,510	(617,499)			12.72%	-46.62%	6.78%	-25.53%
341											
342	999.00	Provision for Income Tax	105,845	8,820	(210,854)			4.58%	-15.92%	2.44%	-8.72%
343											
344	<b>Net profit after tax</b>		188,280	15,690	(406,645)			8.14%	-30.70%	4.34%	-16.81%
345											
346		Dividend/Principals' Bonus	0	0	0			0.00%	0.00%	0.00%	0.00%
347											
348	<b>Increase/(Decrease) in net worth</b>		188,280	15,690	(406,645)			8.14%	-30.70%	4.34%	-16.81%
349											