

Engineering/Architecture Firm Item Profitability All Transactions

	Act. Cost	Act. Revenue	(\$) Diff.
Service			
Civil Engineering			
Coordination	6,571.75	10,145.00	3,573.25
Drafting	10,211.52	19,370.00	9,158.48
Engineering	10,329.16	22,245.00	11,915.84
Field Visits	1,658.55	5,155.00	3,496.45
Lay out	4,815.32	9,215.00	4,399.68
Meetings	2,962.53	4,175.00	1,212.47
Research	2,666.07	7,570.00	4,903.93
Travel	450.00	855.00	405.00
Civil Engineering - Other	0.00	1,500.00	1,500.00
Total Civil Engineering	39,664.90	80,230.00	40,565.10
Design			
Coordination	6,860.96	12,750.00	5,889.04
Drafting	6,659.18	12,850.00	6,190.82
Field Visit	4,529.12	7,640.00	3,110.88
Lay out	6,201.50	12,235.00	6,033.50
Meetings	5,528.51	8,285.00	2,756.49
Research	3,934.46	8,060.00	4,125.54
Travel	100.00	320.00	220.00
Design - Other	0.00	17,500.00	17,500.00
Total Design	33,813.73	79,640.00	45,826.27
Reimbursable Expenses			
Blue Printing	5,420.50	4,065.50	-1,355.00
Mileage	162.72	0.00	-162.72
Overnight Mail	878.00	708.00	-170.00
Printing	0.00	0.00	0.00
Total Reimbursable Expenses	6,461.22	4,773.50	-1,687.72
Structural Engineering			
Coordination	7,953.25	14,590.00	6,636.75
Drafting	9,386.99	22,010.00	12,623.01
Engineering	12,092.23	22,425.00	10,332.77
Field Visits	3,369.34	6,490.00	3,120.66
Lay out	7,780.74	11,550.00	3,769.26
Meetings	5,583.49	8,610.00	3,026.51
Research	6,794.54	13,645.00	6,850.46
Travel	50.00	80.00	30.00
Structural Engineering - Other	0.00	1,500.00	1,500.00
Total Structural Engineering	53,010.58	100,900.00	47,889.42
Structural Observation			
Coordination	17,431.77	26,145.00	8,713.23
Field Visits	19,583.32	33,840.00	14,256.68
Total Structural Observation	37,015.09	59,985.00	22,969.91
Surveying			
Coordination	7,988.38	16,040.00	8,051.62
Drafting	11,061.21	19,475.00	8,413.79
Field Visits	2,209.03	4,620.00	2,410.97
Lay out	6,830.45	12,110.00	5,279.55
Meetings	4,748.68	5,260.00	511.32
Research	4,701.39	8,180.00	3,478.61
Travel	30.41	0.00	-30.41
Surveying - Other	0.00	340.00	340.00
Total Surveying	37,569.55	66,025.00	28,455.45

**Engineering/Architecture Firm
Item Profitability
All Transactions**

	<u>Act. Cost</u>	<u>Act. Revenue</u>	<u>(\$)</u> Diff.
Unbillable Time			
Accounting	23,600.00	0.00	-23,600.00
Brochure Dev	4,650.00	0.00	-4,650.00
Client Contract	11,800.00	0.00	-11,800.00
Marketing	13,150.00	0.00	-13,150.00
Meetings	34,293.18	0.00	-34,293.18
Proposal Dev	8,000.00	0.00	-8,000.00
Training	11,700.00	0.00	-11,700.00
Total Unbillable Time	107,193.18	0.00	-107,193.18
Upfront Deposit	0.00	0.00	0.00
Total Service	314,728.25	391,553.50	76,825.25
Other Charges			
Markup	0.00	477.35	477.35
Total Other Charges	0.00	477.35	477.35
TOTAL	314,728.25	392,030.85	77,302.60