

Twice Right Construction BUDGET TO ACTUAL

	Year Ended Dec 31, 2011									
	Oct 31, 2010 Actual	Oct 31, 2011 Actual	% Month Variance	Oct 31, 2010 Actual	Oct 31, 2011 Actual	% Year Variance	Oct 31, 2011 Actual	Oct 31, 2011 Budget	Budget Variance	% of Budget
Revenue										
Construction Income	\$ 158,000.00	\$	0.00 %	\$ 517,150.00	\$ 640,002.02	(19.20)%	\$ 640,002.02	\$ 517,150.00	\$ 122,852.02	123.76 %
Vendor Refunds			0.00 %	500.00	23.38	2,038.58 %	23.38	500.00	(476.62)	4.68 %
Total Revenue	158,000.00		0.00 %	517,650.00	640,025.40	(19.12)%	640,025.40	517,650.00	122,375.40	123.64 %
Cost of Goods Sold										
Job Related Costs	36,000.00	670.00	5,273.13 %	142,299.00	166,727.87	(14.65)%	166,727.87	142,299.00	24,428.87	117.17 %
Job Labor Costs	11,983.66	12,920.34	(7.25) %	131,897.67	116,197.40	13.51 %	116,197.40	131,897.67	(15,700.27)	88.10 %
Total Cost of Goods Sold	47,983.66	13,590.34	253.07 %	274,196.67	282,925.27	(3.09)%	282,925.27	274,196.67	8,728.60	103.18 %
Gross Profit	110,016.34	(13,590.34)	(909.52)%	243,453.33	357,100.13	(31.82)%	357,100.13	243,453.33	113,646.80	146.68 %
Operating Expenses										
Advertising	1,550.00	50.00	3,000.00 %	3,310.00	5,800.00	(42.93)%	5,800.00	3,310.00	2,490.00	175.23 %
Bank Service Charges	10.00	12.00	(16.67)%	114.50	236.00	(51.48)%	236.00	114.50	121.50	206.11 %
Business License & Fees			0.00 %	55.00	55.00	0.00 %	55.00	55.00		100.00 %
Car/Truck Expense	89.70	58.49	53.36 %	6,240.64	4,947.09	26.15 %	4,947.09	6,240.64	(1,293.55)	79.27 %
Cleaning/Janitorial			0.00 %		204.94	(100.00)%	204.94		204.94	
Computer Supplies/Equipment			0.00 %	700.21	1,450.00	(51.71)%	1,450.00	700.21	749.79	207.08 %
Contributions			0.00 %	15.00	850.00	(98.24)%	850.00	15.00	835.00	5,666.67 %
Dues and Subscriptions			0.00 %	1,032.00	2,332.00	(55.75)%	2,332.00	1,032.00	1,300.00	225.97 %
Insurance	132.68	218.44	(39.26)%	1,080.80	1,618.10	(33.21)%	1,618.10	1,080.80	537.30	149.71 %
Interest Expense	185.00	176.00	5.11 %	1,480.00	3,256.00	(54.55)%	3,256.00	1,480.00	1,776.00	220.00 %
Office Supplies	862.00	1,268.00	(32.02)%	10,312.05	9,463.00	8.97 %	9,463.00	10,312.05	(849.05)	91.77 %
Payroll Expenses (office)	846.00	1,093.50	(22.63)%	12,510.00	11,341.00	10.31 %	11,341.00	12,510.00	(1,169.00)	90.66 %
Professional Fees			0.00 %	2,350.00	6,227.00	(62.26)%	6,227.00	2,350.00	3,877.00	264.98 %
Postage and Delivery	50.00		0.00 %	500.00	390.00	28.21 %	390.00	500.00	(110.00)	78.00 %
Rent	200.00	1,200.00	(83.33)%	1,840.00	12,000.00	(84.67)%	12,000.00	1,840.00	10,160.00	652.17 %
Telephone	353.00	512.00	(31.05)%	4,269.37	5,444.90	(21.59)%	5,444.90	4,269.37	1,175.53	127.53 %
Taxes			0.00 %	27.00	1,236.00	(97.82)%	1,236.00	27.00	1,209.00	4,577.78 %
Training and Conferences			0.00 %	880.00	7,200.00	(87.78)%	7,200.00	880.00	6,320.00	818.18 %
Travel & Ent			0.00 %	375.12	733.75	(48.88)%	733.75	375.12	358.63	195.60 %
Tools & Machinery (under \$500)	100.00	431.00	(76.80)%	2,577.63	2,052.23	25.60 %	2,052.23	2,577.63	(525.40)	79.62 %
Utilities	12.00	82.00	(85.37)%	196.00	1,060.50	(81.52)%	1,060.50	196.00	864.50	541.07 %
Total Operating Expenses	4,390.38	5,101.43	(13.94)%	49,865.32	77,897.51	(35.99)%	77,897.51	49,865.32	28,032.19	156.22 %
Net Income (Loss)	105,625.96	(18,691.77)	(665.09)%	193,588.01	279,202.62	(30.66)%	279,202.62	193,588.01	85,614.61	144.23 %