

Departmental Income Statement

For Period 1 Year 2004

	Service											Installation												
	Demand Service Commercial	%	Demand Service Residential	%	PM Commercial	%	PM Residential	%	Changeout Residential	%	Over The Counter	%	Service Total	%	Installation Commercial	%	Installation Residential	%	Changeout Commercial	%	Installation Total	%	Company Total	%
Sales	17,700	100	12,322	100	12,838	100	7,882	100	10,526	100	6,526	100	67,795	100	88,067	100	83,707	100	10,994	100	182,768	100	250,563	100
Cost of Sales																								
Labor	1,236	6.99	5,386	43.71	3,304	25.74	2,910	36.92	1,409	13.39	0	0.00	14,245	21.01	14,676	16.67	17,353	20.73	729	0.87	32,759	17.92	47,004	18.76
Material	1,550	8.75	2,017	16.37	1,249	9.73	153	1.94	623	5.92	0	0.00	5,592	8.25	9,559	10.85	8,810	10.53	(399)	-0.48	17,969	9.83	23,561	9.40
Subcontract	0	0.00	0	0.00	545	4.25	0	0.00	571	5.43	0	0.00	1,116	1.65	14,183	16.11	31	0.04	407	0.49	14,621	8.00	15,737	6.28
Other	0	0.00	0	0.00	0.00	0.00	0	0.00	70	0.67	0	0.00	70	0.10	136	0.15	474	0.57	(176)	-0.21	434	0.24	504	0.20
Equipment	0	0.00	0	0.00	0.00	0.00	0	0.00	1,989	18.89	3,185	48.80	5,174	7.63	20,779	23.59	21,064	25.16	4,865	5.81	46,707	25.56	51,881	20.71
Warranty	0	0.00	0	0.00	0.00	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Payroll Tax	137	0.77	595	4.83	365	2.85	329	4.17	167	1.59	0	0.00	1,593	2.35	1,699	1.93	1,915	2.29	81	0.10	3,694	2.02	5,288	2.11
W/C Insurance	190	1.07	334	2.71	619	4.82	352	4.47	205	1.95	0	0.00	1,700	2.51	1,773	2.01	2,470	2.95	66	0.08	4,309	2.36	6,010	2.40
Health Insurance	0	0.00	0	0.00	0.00	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Commission	0	0.00	0	0.00	0.00	0.00	65	0.82	105	1.00	0	0.00	170	0.25	1,000	1.14	0	0.00	0	0.00	1,000	0.55	1,170	0.47
Total Cost of Sales	3,112	17.58	8,332	67.62	6,083	47.38	3,809	48.32	5,140	48.83	3,185	48.80	29,661	43.75	63,805	72.45	52,117	62.26	5,572	6.66	121,494	66.47	151,155	60.33
Gross Profit	14,588	82.42	3,990	32.38	6,755	52.62	4,073	51.68	5,386	51.17	3,341	51.20	38,133	56.25	24,262	27.55	31,590	37.74	5,422	6.48	61,274	33.53	99,407	39.67
Bank Charges													0	0.00							0	0.00	0	0.00
Collections													0	0.00							0	0.00	0	0.00
Bad Debt Expenses													15	0.02							0	0.00	15	0.01
Credit Card Fees													39	0.06							69	0.04	108	0.04
Advertising Employment													639	0.94							0	0.00	639	0.26
Advertising Misc													70	0.10							0	0.00	70	0.03
Advertising Yellow Pages													862	1.27							0	0.00	862	0.34
Advertising Direct Mail													0	0.00							0	0.00	0	0.00
Promotion													1,364	2.01							0	0.00	1,364	0.54
Contributions													100	0.15							0	0.00	100	0.04
Depreciation													0	0.00							0	0.00	0	0.00
Lease Expense													227	0.33							0	0.00	227	0.09
Interest Expense													0	0.00							0	0.00	0	0.00
Auto/Truck Repair													3,807	5.62							705	0.39	4,512	1.80
Gasoline Expense													37	0.05							0	0.00	37	0.01
Vehicle Monitoring													4,637	6.84							0	0.00	4,637	1.85
Auto Allowance													645	0.95							250	0.14	895	0.36
Building Maintenance													40	0.06							0	0.00	40	0.02
Equip Repairs and Maint													749	1.10							0	0.00	749	0.30
Janitorial													244	0.36							0	0.00	244	0.10
Security Service													0	0.00							0	0.00	0	0.00
Computer Upgrades													1,122	1.65							0	0.00	1,122	0.45
Computer Software													188	0.28							0	0.00	188	0.07
Office Supplies													2,302	3.40							0	0.00	2,302	0.92
Misc Expense													(85)	-0.13							32	0.02	(54)	-0.02
Printing Charges													0	0.00							44	0.02	44	0.02

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Delivery and Messenger							613	0.90					0	0.00	613	0.24
Postage							0	0.00					0	0.00	0	0.00
Dues and Subscriptions							304	0.45					0	0.00	304	0.12
Travel							1,192	1.76					0	0.00	1,192	0.48
Telephone							802	1.18					0	0.00	802	0.32
Rent							4,754	7.01					0	0.00	4,754	1.90
Utilities							1,916	2.83					0	0.00	1,916	0.76
Professional Fees							1,001	1.48					0	0.00	1,001	0.40
Engineering							0	0.00					0	0.00	0	0.00
Pension Administration							0	0.00					0	0.00	0	0.00
Insurance General							5,271	7.77					657	0.36	5,928	2.37
Insurance Health							7,863	11.60					45	0.02	7,908	3.16
Insurance W/C							(235)	-0.35					(123)	-0.07	(358)	-0.14
Taxes and License							2,026	2.99					440	0.24	2,466	0.98
Penalties							0	0.00					0	0.00	0	0.00
Officer's Salary							2,000	2.95					0	0.00	2,000	0.80
Office Salaries							22,490	33.17					7,821	4.28	30,311	12.10
Unapplied Time							4,539	6.70					1,734	0.95	6,273	2.50
Payroll Service							396	0.58					0	0.00	396	0.16
Payroll Taxes							4,990	7.36					0	0.00	4,990	1.99
Employee Entertainment							0	0.00					0	0.00	0	0.00
Uniforms							483	0.71					0	0.00	483	0.19
Shop Tools and Supplies							(201)	-0.30					0	0.00	(201)	-0.08
Safety							0	0.00					0	0.00	0	0.00
Employee Training							2,336	3.45					197	0.11	2,533	1.01
Radio Communication							1,329	1.96					0	0.00	1,329	0.53
Total G & A Expense							80,869	119.28					11,870	6.49	92,739	37.01
Net Profit																
							(45,796)	(67.55)					49,404	27.03	3,608	5.32