

## PADGETT REALITY CHECK

Sample of 13 businesses, PIC# 1571 : Concrete Contractors

All income levels. Average Annual Income \$546,046

For the 11th Month

	<b>Your Company</b>	<b>%</b>	<b>Industry Average</b>	<b>%</b>
Income			495,081	100.0
Cost of Goods Sold	<hr/>		<hr/> 202,884	41.0
Gross Profit			292,197	59.0
Expenses				
Advertising			1,089	0.2
Depreciation			10,595	2.1
Insurance			14,902	3.0
Interest			2,426	0.5
Other Expenses			55,795	11.3
Outside Labor			11,882	2.4
Payroll			81,293	16.4
Rent			3,367	0.7
Repairs & Maintenance			4,852	1.0
Supplies			10,743	2.2
Taxes & Licenses			4,060	0.8
Utilities			3,070	0.6
Total Expenses	<hr/>		<hr/> 204,074	41.2
Income from Operations	<hr/> <hr/>		<hr/> <hr/> 88,123	17.8