

## PADGETT REALITY CHECK

Sample of 39 businesses, PIC# 1515 : Heating & A/C Contractors

All income levels. Average Annual Income \$602,931

For the 11th Month

	<b>Your Company</b>	<b>%</b>	<b>Industry Average</b>	<b>%</b>
Income			553,108	100.0
Cost of Goods Sold			248,290	44.9
Gross Profit			304,818	55.1
Expenses				
Advertising			4,480	0.8
Depreciation			5,476	1.0
Insurance			13,828	2.5
Interest			2,212	0.4
Other Expenses			57,357	10.4
Outside Labor			5,531	1.0
Payroll			110,123	19.9
Rent			7,688	1.4
Repairs & Maintenance			2,102	0.4
Supplies			14,160	2.6
Taxes & Licenses			3,651	0.7
Utilities			8,241	1.5
Total Expenses			234,849	42.5
Income from Operations			69,969	12.7