

## PADGETT REALITY CHECK

Sample of 34 businesses, PIC# 1513 : Plumbing Contractors

All income levels. Average Annual Income \$351,761

For the 11th Month

	<b>Your Company</b>	<b>%</b>	<b>Industry Average</b>	<b>%</b>
Income			319,130	100.0
Cost of Goods Sold			109,589	34.3
Gross Profit			209,541	65.7
Expenses				
Advertising			3,191	1.0
Depreciation			3,861	1.2
Insurance			9,925	3.1
Interest			606	0.2
Other Expenses			49,912	15.6
Outside Labor			7,723	2.4
Payroll			74,166	23.2
Rent			3,191	1.0
Repairs & Maintenance			1,436	0.5
Supplies			5,744	1.8
Taxes & Licenses			1,340	0.4
Utilities			2,745	0.9
Total Expenses			163,840	51.3
Income from Operations			45,701	14.3