

## PADGETT REALITY CHECK

Sample of 17 businesses, PIC# 7543 : Car Washing & Polishing

All income levels. Average Annual Income \$181,221

For the 9th Month

|                        | <b>Your<br/>Company</b> | <b>%</b> | <b>Industry<br/>Average</b> | <b>%</b> |
|------------------------|-------------------------|----------|-----------------------------|----------|
| Income                 |                         |          | 132,601                     | 100.0    |
| Cost of Goods Sold     |                         |          | 22,078                      | 16.7     |
| Gross Profit           |                         |          | 110,523                     | 83.4     |
| Expenses               |                         |          |                             |          |
| Advertising            |                         |          | 2,175                       | 1.6      |
| Depreciation           |                         |          | 4,071                       | 3.1      |
| Insurance              |                         |          | 1,671                       | 1.3      |
| Interest               |                         |          | 5,331                       | 4.0      |
| Other Expenses         |                         |          | 17,093                      | 12.9     |
| Outside Labor          |                         |          | 7,200                       | 5.4      |
| Payroll                |                         |          | 32,633                      | 24.6     |
| Rent                   |                         |          | 4,628                       | 3.5      |
| Repairs & Maintenance  |                         |          | 3,289                       | 2.5      |
| Supplies               |                         |          | 3,554                       | 2.7      |
| Taxes & Licenses       |                         |          | 636                         | 0.5      |
| Utilities              |                         |          | 6,723                       | 5.1      |
| Total Expenses         |                         |          | 89,004                      | 67.1     |
| Income from Operations |                         |          | 21,519                      | 16.2     |