

QRS Construction Company

	Jan - Dec 2016		Jan - Dec 2017	
Income				
Construction Income	164,681		447,537	
Reimbursement Income	835		2,120	
Total Income	165,516	100%	449,657	100%
Cost of Goods Sold				
Cost of Goods Sold	5,621	3%	15,328	3%
Job Expenses	64,097	39%	165,299	37%
Total COGS	69,718	42%	180,627	40%
Gross Profit	95,799	58%	269,030	60%
Expense				0%
Automobile	6,741	4%	6,845	2%
Bank Service Charges	138	0%	125	0%
Insurance	8,844	5%	20,125	4%
Interest Expense	4,484	3%	1,996	0%
Payroll Expense	0	0%	120,347	27%
Postage	0	0%	104	0%
Professional Fees	250	0%	250	0%
Repairs	2,064	1%	1,525	0%
Tools and Machinery	1,458	1%	2,821	1%
Utilities	2,772	2%	2,269	1%
Total Expense	26,751	16%	156,407	35%
Net Ordinary Income	69,048	42%	112,623	25%
Other Income	208.64	0%	376	0%
NET INCOME	69,256.32	42%	112,999	25%

Change in Sales	= (YR2 - YR1) / YR1		172%
Change in Gross Profit	= (YR2 - YR1) / YR1		181%
Change in Net Profit	= (YR2 - YR1) / YR1		63%
COGS as % of sales:			Falling (!)
Profits			Profits increasing
Growth			Managing well
Ability to repay debt			
Owner's Draw	45,000		45,000
Taxes	15,000		25,000
Net Cash for DS: Net Profit -Taxes- Draw	9,256		42,999
New Annual Debt Service	18,000		18,000
Debt Service Coverage	0.51		2.39