

Sample Co.

Where We've Been

Where We're Going

Item	<u>2018</u>	<u>2019</u>	"This Year" Projected <u>2020</u>	"Next Year" Projected <u>2021</u>	Projected <u>2022</u>	Projected <u>2023</u>
Revenue						
Products	\$ 126,862	\$ 142,029	\$ 157,810	\$ 186,900	\$ 214,935	\$ 236,429
Labor Hourly	\$ 77,862	\$ 87,624	\$ 96,249	\$ 114,500	\$ 131,675	\$ 144,843
Labor - Project	\$ 240,057	\$ 265,619	\$ 292,910	\$ 373,000	\$ 428,950	\$ 471,845
Misc	\$ 1,769	\$ 1,965	\$ 2,072	\$ 2,250	\$ 2,588	\$ 2,846
Total Revenue	\$ 446,550	\$ 497,237	\$ 549,041	\$ 676,650	\$ 778,148	\$ 855,962
Year / Year Increase		11.35%	10.42%	23.24%	15.00%	10.00%
Expenses						
COG Products	\$ 82,608	\$ 90,675	\$ 100,750	\$ 149,520	\$ 171,948	\$ 189,143
COG Mngd Svc	\$ 22,627	\$ 24,030	\$ 26,700	\$ 32,100	\$ 36,915	\$ 40,607
Payroll - Total	\$ 189,564	\$ 209,516	\$ 232,796	\$ 271,200	\$ 311,880	\$ 343,068
Sales - Marketing	\$ 8,206	\$ 9,229	\$ 10,254	\$ 12,000	\$ 13,800	\$ 15,180
Computer Colo	\$ 7,970	\$ 8,856	\$ 9,840	\$ 10,170	\$ 11,696	\$ 12,865
Employee Expenses	\$ 7,810	\$ 8,789	\$ 9,765	\$ 11,700	\$ 13,455	\$ 14,801
Office Supplies	\$ 6,921	\$ 7,690	\$ 8,544	\$ 10,550	\$ 12,133	\$ 13,346
Rent	\$ 22,800	\$ 24,000	\$ 27,000	\$ 30,000	\$ 34,500	\$ 37,950
Telephone	\$ 2,400	\$ 2,700	\$ 3,000	\$ 3,850	\$ 4,428	\$ 4,870
Other	\$ 22,616	\$ 26,240	\$ 29,155	\$ 34,100	\$ 39,215	\$ 43,137
Total Expenses	\$ 373,522	\$ 411,725	\$ 457,804	\$ 565,190	\$ 649,969	\$ 714,965
Year / Year Increase		10.23%	11.19%	23.46%	15.00%	10.00%
Profit	\$ 73,028	\$ 85,512	\$ 91,237	\$ 111,460	\$ 128,179	\$ 140,997
Year / Year Increase		14.60%	6.27%	18.14%	13.04%	9.09%
Percent of Revenue	16.35%	17.20%	16.62%	16.47%	16.47%	16.47%