

Summary Income Statement Report Help

	PTD Actual	PTD Budget	PTD Variance	PTD NER %	YTD Actual	YTD Budget	YTD Variance	YTD NER %
01 Revenue	733,342.76	780,000.00	(46,657.24)	137.24%	6,075,640.98	6,251,000.00	(175,359.02)	119.81%
02 Direct Expenses	199,002.21	65,000.00	134,002.21	37.24%	1,004,395.47	520,000.00	484,395.47	19.81%
Net Earned Revenue	534,340.55	715,000.00	(180,659.45)	100.00%	5,071,245.51	5,731,000.00	(659,754.49)	100.00%
04 Direct Salaries	169,433.81	268,781.08	(99,347.27)	31.71%	1,840,122.91	1,993,145.04	(153,022.13)	36.29%
Gross Profit	364,906.74	446,218.92	(81,312.18)	68.29%	3,231,122.60	3,737,854.96	(506,732.36)	63.71%
06 Indirect Salaries	63,721.22	75,176.39	(11,455.17)	11.93%	867,758.15	780,230.08	87,528.07	17.11%
07 Fringe Benefits	33,435.11	42,123.01	(8,687.90)	6.26%	529,248.78	371,241.04	158,007.74	10.44%
08 Consultant Fees	0.00	230.00	(230.00)	0.00%	4,961.70	1,847.00	3,114.70	0.10%
09 Travel - Entertainment	1,469.59	4,956.00	(3,486.41)	0.28%	67,248.55	44,601.00	22,647.55	1.33%
10 Facility - Equipment Costs	74,039.34	56,152.00	17,887.34	13.86%	669,706.66	505,364.00	164,342.66	13.21%
11 Vehicle Costs	812.30	0.00	812.30	0.15%	7,338.02	0.00	7,338.02	0.14%
12 Telephone - Communication Costs	1,350.70	2,034.00	(683.30)	0.25%	21,407.80	18,309.00	3,098.80	0.42%
13 Seminar, Training, Meetings	79.70	917.00	(837.30)	0.01%	5,244.38	8,253.00	(3,008.62)	0.10%
14 Technical Supplies - Expenses	2,994.70	4,967.00	(1,972.30)	0.56%	37,769.20	44,703.00	(6,933.80)	0.74%
15 Business Development	(70.50)	874.00	(944.50)	(0.01%)	8,446.77	7,866.00	580.77	0.17%
16 Other General Overhead Expenses	1,691.58	5,200.00	(3,508.42)	0.32%	21,786.01	46,800.00	(25,013.99)	0.43%
Total Overhead and GA Expenses	179,523.74	192,629.40	(13,105.66)	33.60%	2,240,916.02	1,829,214.12	411,701.90	44.19%
Operating Income before Allocations	185,383.00	253,589.52	(68,206.52)	34.69%	990,206.58	1,908,640.84	(918,434.26)	19.53%
Key Metrics								
Total Labor	233,155.03	343,957.47	(110,802.44)	43.63%	2,707,881.06	2,773,375.12	(65,494.06)	53.40%
Total Overhead G&A (Excluding Indirect Labor)	115,802.52	117,453.01	(1,650.49)	21.67%	1,373,157.87	1,048,984.04	324,173.83	27.08%
Effective Multiplier	3.15	2.66	0.49		2.76	2.88	(0.12)	
Breakeven Multiplier	2.06	1.72	0.34		2.22	1.92	0.30	
NER/Revenue %	72.86 %	91.66 %	(18.80 %)		83.46 %	91.68 %	(8.22 %)	
Utilization Ratio	72.67 %	78.14 %	(5.47 %)		67.95 %	71.86 %	(3.91 %)	
Labor Efficiency (Z Factor)	2.29	2.07	0.22		1.87	2.06	(0.19)	
OG&A(Excluding IDL) % of NER	21.67 %	16.42 %	5.25 %		27.07 %	18.30 %	8.77 %	
Operating Income % of NER	34.69 %	35.46 %	(0.77 %)		19.52 %	33.30 %	(13.78 %)	

Summary Income Statement Report Help

Report Key:

Click blue text and underlined numbers to drill down or link to a related report.
Positive numbers are black; negative numbers are red in parenthesis. Example:

	PTD Actual	PTD Budget	PTD Variance	YTD Actual	YTD Budget	YTD Variance
01 Revenue ← Link to Detailed Income Statement	362,994.01	309,284.97	53,709.04	1,140,559.46	1,153,994.79	Negative Number (13,435.33)

Linked Detail Reports

Click on any blue account group name to see individual account amounts on the Detailed Income Statement. Click any blue metric name to see individual group amounts for that metric.

Report Columns

Column Head	Business Rule	Implementation
PTD Actual	Period to date actual amounts	(PTD GL Balance Debit –PTD GL Balance Credit) * -1
PTD Budget	Period to date budget amounts	(PTD GL Budget Debit –PTD GL Budget Credit) * -1
PTD Variance	Difference between Actual amounts and Budgeted amounts for the reporting period	PTD Actual – PTD Budget
PTD NER%	Ratio of Actual to Net Earned Revenue for the reporting month	PTD Actual/Net Earned Revenue * 100
YTD Actual	Year to date actual Amounts	(YTD GL Balance Debit –YTD GL Balance Credit) * -1
YTD Budget	Year to date budget amounts	(YTD GL Budget Debit –YTD GL Budget Credit) * -1
YTD Variance	Difference between Actual amounts and Budgeted amounts for year containing the reporting period	YTD Actual – YTD Budget
YTD NER %	Ratio of Actual to Net Earned Revenue for year containing the reporting period	YTD Actual/Net Earned Revenue * 100

Rows – Key Metrics

Key Metric Name	Business Rule	Implementation
Total Labor	Direct Labor plus Indirect Labor. Cost of all labor assigned to projects and to overhead.	direct labor + indirect labor
Total Overhead G&A (Excluding Indirect Labor)	General & administrative overhead less indirect labor	total overhead – indirect labor
Effective Multiplier	(Earned Revenue less all reimbursable expenses) divided by total direct labor.	Net Earned Revenue / direct labor
Break Even Multiplier	(Total Budgeted OH plus Total Budgeted Direct Labor) divided by Total Budgeted Direct Labor. Also expressed as overhead rate plus 1.00 for direct labor.	(total overhead + direct labor) / direct labor
NER/Revenue %	Net Earned Revenue divided by Revenue expressed as a percentage	(Revenue – Direct Expenses)/Total Revenue * 100
Utilization Ratio	Ratio of direct labor to total labor	direct salaries / (Indirect salaries+ direct salaries)

Summary Income Statement Report Help

Key Metric Name	Business Rule	Implementation
Labor Efficiency (Z Factor)	Net Earned Revenue divided by labor cost	$(\text{Revenue} - \text{Direct Expenses}) / (\text{total labor})$
OG&A(Excluding IDL) % of NER	Ratio of (overhead other than labor) to NER	total overhead – indirect labor / NER
Operating Income % of NER	Ratio of operating income to NER	operating income (before allocations) / NER
Direct Labor Hours	Hours charged to a billable project where Expense Type = Regular Time or OT Premium and Expense Category = Labor	Imported from Time Sheets during RevGen
Indirect Labor	Sum(Amounts) posted to Accounting Group '06 Indirect Salaries'	Includes charges to GOH Technical, PTO, Sick, Holiday and Other
Labor Multiplier	Labor Revenue divided by Labor Expense	total revenue labor / total Expenses Labor
Revenue Per Hour	Direct Labor Revenue divided by Direct Labor Hours	Account 4000 Revenue – Labor Actual / Direct Labor Hours
Headcount	Number of employees assigned to the project as of the report period	Project assignment start date is before or within the fiscal year and project assignment end date is after the start of the fiscal year or report period
Project Backlog	The amount of budgeted revenue not yet earned	Revenue Budget – Revenue Actual
Ner Per Employee	Net Earned Revenue divided Headcount	$(\text{Revenue} - \text{Direct Expenses}) / \text{Headcount}$