

Contract Maintenance (Mini Budget)															
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Revenue	YTD	Last Year
<b>2020 GOAL</b>	\$ 242,231	\$ 245,231	\$ 248,231	\$ 221,731	\$ 229,656	\$ 234,656	\$ 239,656	\$ 244,656	\$ 249,656	\$ 254,656	\$ 259,656	\$ 264,656	\$ 2,934,672	\$ 957,424	\$ 2,852,785
<b>ACTUAL</b>	\$ 242,231	\$ 241,438	\$ 227,231	\$ 226,854	\$ 232,156	\$ 243,981	\$ 247,681	\$ 250,181	\$ 252,681	\$ 255,181	\$ 257,681	\$ 260,181	\$ 2,937,477	\$ 937,754	
<b>Direct Labor (w/ burden)</b>													<b>Total Labor</b>	<b>YTD Labor</b>	<b>Total Labor</b>
<b>2020 GOAL</b>	\$ 102,948	\$ 104,223	\$ 116,669	\$ 133,039	\$ 142,387	\$ 145,487	\$ 148,587	\$ 151,687	\$ 154,787	\$ 157,887	\$ 150,600	\$ 125,712	\$ 1,634,011	\$ 456,879	\$1,733,890
<b>%</b>	42.5%	42.5%	47.0%	60.0%	62.0%	62.0%	62.0%	62.0%	62.0%	62.0%	58.0%	47.5%	55.7%	47.7%	60.8%
<b>ACTUAL</b>	\$ 128,051	\$ 117,984	\$ 114,554	\$ 119,482	\$ 157,866	\$ 165,907	\$ 153,562	\$ 155,112	\$ 156,662	\$ 158,212	\$ 159,762	\$ 149,604	\$ 1,736,759	\$ 480,071	
<b>%</b>	52.9%	48.9%	50.4%	52.7%	68.0%	68.0%	62.0%	62.0%	62.0%	62.0%	62.0%	57.5%	59.1%	51.2%	
<b>Direct Materials + Equip + Sub</b>													<b>Total Materials</b>	<b>YTD Materials</b>	<b>Total Materials</b>
<b>2020 GOAL</b>	\$ 2,422	\$ 7,357	\$ 3,723	\$ 2,217	\$ 6,890	\$ 7,040	\$ 7,190	\$ 7,340	\$ 2,497	\$ 6,366	\$ 2,597	\$ 2,647	\$ 58,285	\$ 15,720	\$ 70,547
<b>%</b>	1.0%	3.0%	1.5%	1.0%	3.0%	3.0%	3.0%	3.0%	1.0%	2.5%	1.0%	1.0%	2.0%	1.6%	2.5%
<b>ACTUAL</b>	\$ 9,140	\$ 7,463	\$ 5,201	\$ 7,651	\$ 6,890	\$ 7,040	\$ 7,190	\$ 7,340	\$ 2,497	\$ 6,366	\$ 2,597	\$ 2,647	\$ 72,020	\$ 29,455	
<b>%</b>	3.8%	3.1%	2.3%	3.4%	3.0%	2.9%	2.9%	2.9%	1.0%	2.5%	1.0%	1.0%	2.5%	3.1%	
<b>Gross Margin</b>													<b>Total Gross Margin</b>	<b>YTD Gross Margin</b>	<b>Total Gross Margin</b>
<b>2020 GOAL</b>	\$ 136,861	\$ 133,651	\$ 127,839	\$ 86,475	\$ 80,380	\$ 82,130	\$ 83,880	\$ 85,630	\$ 92,373	\$ 90,403	\$ 106,459	\$ 136,298	\$ 1,242,376	\$ 484,825	\$ 1,048,348
<b>%</b>	56.5%	54.5%	51.5%	39.0%	35.0%	35.0%	35.0%	35.0%	37.0%	35.5%	41.0%	51.5%	42.3%	50.6%	36.7%
<b>ACTUAL</b>	\$ 105,040	\$ 115,991	\$ 107,476	\$ 99,721	\$ 67,400	\$ 71,034	\$ 86,929	\$ 87,729	\$ 93,522	\$ 90,602	\$ 95,322	\$ 107,930	\$ 1,128,698	\$ 428,228	
<b>%</b>	43.4%	48.0%	47.3%	44.0%	29.0%	29.1%	35.1%	35.1%	37.0%	35.5%	37.0%	41.5%	38.4%	45.7%	

\*\*\*Expecting to have some deferred maintenance due to SIP

Enhancement (Mini Budget)															
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Revenue	YTD	Last Year
<b>2020 GOAL</b>	\$ 31,343	\$ 53,267	\$ 63,625	\$ 35,250	\$ 75,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 65,000	\$ 65,000	\$ 888,485	\$ 183,485	\$ 1,195,860
<b>ACTUAL</b>	\$ 31,343	\$ 53,267	\$ 63,625	\$ 35,243	\$ 75,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 65,000	\$ 65,000	\$ 888,478	\$ 183,478	
<b>Direct Labor (w/ burden)</b>													<b>Total Labor</b>	<b>YTD Labor</b>	<b>Total Labor</b>
<b>2020 GOAL</b>	\$ 9,716	\$ 16,513	\$ 19,724	\$ 10,928	\$ 23,250	\$ 31,000	\$ 31,000	\$ 31,000	\$ 31,000	\$ 31,000	\$ 20,150	\$ 20,150	\$ 275,430	\$ 56,880	\$ 362,482
<b>%</b>	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	30.3%
<b>ACTUAL</b>	\$ 15,224	\$ 12,962	\$ 15,954	\$ 12,352	\$ 23,250	\$ 31,000	\$ 31,000	\$ 31,000	\$ 31,000	\$ 31,000	\$ 20,150	\$ 20,150	\$ 275,042	\$ 56,492	
<b>%</b>	48.6%	24.3%	25.1%	35.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	30.8%	
<b>Direct Materials + Equip + Sub</b>													<b>Total Materials</b>	<b>YTD Materials</b>	<b>Total Materials</b>
<b>2020 GOAL</b>	\$ 5,015	\$ 8,523	\$ 10,180	\$ 5,640	\$ 12,000	\$ 16,000	\$ 16,000	\$ 16,000	\$ 16,000	\$ 16,000	\$ 10,400	\$ 10,400	\$ 142,158	\$ 29,358	\$ 186,834
<b>%</b>	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	15.6%
<b>ACTUAL</b>	\$ 6,948	\$ 7,894	\$ 8,745	\$ 4,552	\$ 12,000	\$ 16,000	\$ 16,000	\$ 16,000	\$ 16,000	\$ 16,000	\$ 10,400	\$ 10,400	\$ 140,939	\$ 28,139	
<b>%</b>	22.2%	14.8%	13.7%	12.9%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	15.9%	15.3%	
<b>Gross Margin</b>													<b>Total Gross Margin</b>	<b>YTD Gross Margin</b>	<b>Total Gross Margin</b>
<b>2020 GOAL</b>	\$ 16,612	\$ 28,232	\$ 33,721	\$ 18,683	\$ 39,750	\$ 53,000	\$ 53,000	\$ 53,000	\$ 53,000	\$ 53,000	\$ 34,450	\$ 34,450	\$ 470,897	\$ 97,247	\$ 646,544
<b>%</b>	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	54.1%
<b>ACTUAL</b>	\$ 9,171	\$ 32,411	\$ 38,926	\$ 18,339	\$ 39,750	\$ 53,000	\$ 53,000	\$ 53,000	\$ 53,000	\$ 53,000	\$ 34,450	\$ 34,450	\$ 472,497	\$ 98,847	
<b>%</b>	29.3%	60.8%	61.2%	52.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.2%	53.9%	

Irrigation (Mini Budget)															
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Revenue	YTD	Last Year
<b>2020 GOAL</b>	\$ 35,000	\$ 52,000	\$ 75,000	\$ 75,000	\$ 105,000	\$ 105,000	\$ 105,000	\$ 105,000	\$ 85,000	\$ 80,000	\$ 50,000	\$ 45,000	\$ 917,000	\$ 237,000	\$ 797,573
<b>ACTUAL</b>	\$ 18,460	\$ 23,831	\$ 74,577	\$ 68,895	\$ 80,000	\$ 80,000	\$ 80,000	\$ 80,000	\$ 80,000	\$ 80,000	\$ 50,000	\$ 45,000	\$ 760,763	\$ 185,763	
<b>Direct Labor (w/ burden)</b>													<b>Total Labor</b>	<b>YTD Labor</b>	<b>Total Labor</b>
<b>2020 GOAL</b>	\$ 10,850	\$ 16,120	\$ 23,250	\$ 23,250	\$ 32,550	\$ 32,550	\$ 32,550	\$ 32,550	\$ 26,350	\$ 24,800	\$ 15,500	\$ 13,950	\$ 284,270	\$ 73,470	\$ 245,255
<b>%</b>	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	30.8%
<b>ACTUAL</b>	\$ 6,657	\$ 20,894	\$ 24,514	\$ 16,729	\$ 32,550	\$ 32,550	\$ 32,550	\$ 32,550	\$ 26,350	\$ 24,800	\$ 15,500	\$ 13,950	\$ 279,594	\$ 68,794	
<b>%</b>	36.1%	87.7%	32.9%	24.3%	40.7%	40.7%	40.7%	40.7%	32.9%	31.0%	31.0%	31.0%	36.8%	37.0%	
<b>Direct Materials + Equip + Sub</b>													<b>Total Materials</b>	<b>YTD Materials</b>	<b>Total Materials</b>
<b>2020 GOAL</b>	\$ 3,150	\$ 4,680	\$ 6,750	\$ 6,750	\$ 9,450	\$ 9,450	\$ 9,450	\$ 9,450	\$ 7,650	\$ 7,200	\$ 4,500	\$ 4,050	\$ 82,530	\$ 21,330	\$ 73,129
<b>%</b>	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.2%
<b>ACTUAL</b>	\$ 1,203	\$ 1,471	\$ 9,156	\$ 4,315	\$ 9,450	\$ 9,450	\$ 9,450	\$ 9,450	\$ 7,650	\$ 7,200	\$ 4,500	\$ 4,050	\$ 77,345	\$ 16,145	
<b>%</b>	6.5%	6.2%	12.3%	6.3%	11.8%	11.8%	11.8%	11.8%	9.6%	9.0%	9.0%	9.0%	10.2%	8.7%	
<b>Gross Margin</b>													<b>Total Gross Margin</b>	<b>YTD Gross Margin</b>	<b>Total Gross Margin</b>
<b>2020 GOAL</b>	\$ 21,000	\$ 31,200	\$ 45,000	\$ 45,000	\$ 63,000	\$ 63,000	\$ 63,000	\$ 63,000	\$ 51,000	\$ 48,000	\$ 30,000	\$ 27,000	\$ 550,200	\$ 142,200	\$ 479,189
<b>%</b>	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.1%
<b>ACTUAL</b>	\$ 10,600	\$ 1,466	\$ 40,907	\$ 47,851	\$ 38,000	\$ 38,000	\$ 38,000	\$ 38,000	\$ 46,000	\$ 48,000	\$ 30,000	\$ 27,000	\$ 403,824	\$ 100,824	
<b>%</b>	57.4%	6.2%	54.9%	69.5%	47.5%	47.5%	47.5%	47.5%	57.5%	60.0%	60.0%	60.0%	53.1%	54.3%	

Subcontract (Mini Budget)															
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Revenue	YTD	Last Year
<b>2020 GOAL</b>	\$ 25,000	\$ 25,000	\$ 20,000	\$ 20,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 40,000	\$ 45,000	\$ 40,000	\$ 290,000	\$ 90,000	\$ 253,118
<b>ACTUAL</b>	\$ 50,931	\$ 36,663	\$ 45,319	\$ 3,615	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 40,000	\$ 45,000	\$ 40,000	\$ 336,528	\$ 136,528	
<b>Direct Materials + Equip + Sub</b>													<b>Total Materials</b>	<b>YTD Materials</b>	<b>Total Materials</b>
<b>2020 GOAL</b>	\$ 20,000	\$ 20,000	\$ 16,000	\$ 16,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 32,000	\$ 36,000	\$ 32,000	\$ 232,000	\$ 72,000	\$ 200,793
<b>%</b>	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	79.3%
<b>ACTUAL</b>	\$ 42,395	\$ 30,010	\$ 38,165	\$ 2,960	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 32,000	\$ 36,000	\$ 32,000	\$ 273,530	\$ 113,530	
<b>%</b>	83.2%	81.9%	84.2%	81.9%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%	81.3%	83.2%	
<b>Gross Margin</b>													<b>Total Gross Margin</b>	<b>YTD Gross Margin</b>	<b>Total Gross Margin</b>
<b>2020 GOAL</b>	\$ 5,000	\$ 5,000	\$ 4,000	\$ 4,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 8,000	\$ 9,000	\$ 8,000	\$ 58,000	\$ 18,000	\$ 52,325
<b>%</b>	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.7%
<b>ACTUAL</b>	\$ 8,536	\$ 6,653	\$ 7,154	\$ 653	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 8,000	\$ 9,000	\$ 8,000	\$ 62,998	\$ 22,998	
<b>%</b>	16.8%	18.1%	15.8%	18.1%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	18.7%	16.8%	

Construction (Mini Budget)															
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Revenue	YTD	Last Year
<b>2020 GOAL</b>	\$ 250,000	\$ 250,000	\$ 350,000	\$ 350,000	\$ 350,000	\$ 350,000	\$ 400,000	\$ 400,000	\$ 350,000	\$ 350,000	\$ 350,000	\$ 250,000	\$ 4,000,000	\$ 1,200,000	\$ 3,752,239
<b>ACTUAL</b>	\$ 396,435	\$ 295,100	\$ 435,438	\$ 392,735	\$ 350,000	\$ 350,000	\$ 400,000	\$ 400,000	\$ 350,000	\$ 350,000	\$ 350,000	\$ 250,000	\$ 4,319,708	\$ 1,519,708	
<b>Direct Labor (w/ burden)</b>													<b>Total Labor</b>	<b>YTD Labor</b>	<b>Total Labor</b>
<b>2020 GOAL</b>	\$ 72,500	\$ 72,500	\$ 101,500	\$ 101,500	\$ 101,500	\$ 101,500	\$ 116,000	\$ 116,000	\$ 101,500	\$ 101,500	\$ 101,500	\$ 72,500	\$ 1,160,000	\$ 348,000	\$ 1,102,657
<b>%</b>	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.4%
<b>ACTUAL</b>	\$ 94,333	\$ 102,432	\$ 97,324	\$ 118,331	\$ 101,500	\$ 101,500	\$ 116,000	\$ 116,000	\$ 101,500	\$ 101,500	\$ 101,500	\$ 72,500	\$ 1,224,420	\$ 412,420	
<b>%</b>	23.8%	34.7%	22.4%	30.1%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	28.3%	27.1%	
<b>Direct Materials + Equip + Sub</b>													<b>Total Materials</b>	<b>YTD Materials</b>	<b>Total Materials</b>
<b>2020 GOAL</b>	\$ 72,500	\$ 72,500	\$ 101,500	\$ 101,500	\$ 101,500	\$ 101,500	\$ 116,000	\$ 116,000	\$ 101,500	\$ 101,500	\$ 101,500	\$ 72,500	\$ 1,160,000	\$ 348,000	\$ 1,061,852
<b>%</b>	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	28.3%
<b>ACTUAL</b>	\$ 138,737	\$ 109,264	\$ 94,668	\$ 123,619	\$ 101,500	\$ 101,500	\$ 116,000	\$ 116,000	\$ 101,500	\$ 101,500	\$ 101,500	\$ 72,500	\$ 1,278,288	\$ 466,288	
<b>%</b>	35.0%	37.0%	21.7%	31.5%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%	29.6%	30.7%	
<b>Gross Margin</b>													<b>Total Gross Margin</b>	<b>YTD Gross Margin</b>	<b>Total Gross Margin</b>
<b>2020 GOAL</b>	\$ 105,000	\$ 105,000	\$ 147,000	\$ 147,000	\$ 147,000	\$ 147,000	\$ 168,000	\$ 168,000	\$ 147,000	\$ 147,000	\$ 147,000	\$ 105,000	\$ 1,680,000	\$ 504,000	\$ 1,587,730
<b>%</b>	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.3%
<b>ACTUAL</b>	\$ 163,365	\$ 83,404	\$ 243,446	\$ 150,785	\$ 147,000	\$ 147,000	\$ 168,000	\$ 168,000	\$ 147,000	\$ 147,000	\$ 147,000	\$ 105,000	\$ 1,817,000	\$ 641,000	
<b>%</b>	41.2%	28.3%	55.9%	38.4%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.1%	42.2%	

TOTAL (Mini Budget)															
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Revenue	YTD	Last Year
<b>2020 GOAL</b>	\$ 583,574	\$ 625,498	\$ 756,856	\$ 701,981	\$ 774,656	\$ 804,656	\$ 859,656	\$ 864,656	\$ 799,656	\$ 824,656	\$ 769,656	\$ 664,656	\$ 9,030,157	\$ 2,667,909	\$ 8,849,112
<b>ACTUAL</b>	\$ 739,400	\$ 650,299	\$ 846,190	\$ 727,342	\$ 752,156	\$ 788,981	\$ 842,681	\$ 845,181	\$ 797,681	\$ 825,181	\$ 767,681	\$ 660,181	\$ 9,242,954	\$ 2,963,231	
<b>Direct Labor (w/ burden)</b>													<b>Total Labor</b>	<b>YTD Labor</b>	<b>Total Labor</b>
<b>2020 GOAL</b>	\$ 196,015	\$ 209,356	\$ 261,142	\$ 268,716	\$ 299,687	\$ 310,537	\$ 328,137	\$ 331,237	\$ 313,637	\$ 315,187	\$ 287,750	\$ 232,312	\$ 3,353,711	\$ 935,229	\$ 3,444,284
<b>%</b>	33.6%	33.5%	34.5%	38.3%	38.7%	38.6%	38.2%	38.3%	39.2%	38.2%	37.4%	35.0%	37.1%	35.1%	38.9%
<b>ACTUAL</b>	\$ 244,265	\$ 254,272	\$ 252,346	\$ 266,894	\$ 315,166	\$ 330,957	\$ 333,112	\$ 334,662	\$ 315,512	\$ 315,512	\$ 296,912	\$ 256,204	\$ 3,515,815	\$ 1,017,777	
<b>%</b>	33.0%	39.1%	29.8%	36.7%	41.9%	41.9%	39.5%	39.6%	39.6%	38.2%	38.7%	38.8%	38.0%	34.3%	
<b>Direct Materials + Equip + Sub</b>													<b>Total Materials</b>	<b>YTD Materials</b>	<b>Total Materials</b>
<b>2020 GOAL</b>	\$ 103,087	\$ 113,060	\$ 138,153	\$ 132,107	\$ 141,840	\$ 145,990	\$ 160,640	\$ 160,790	\$ 139,647	\$ 163,066	\$ 154,997	\$ 121,597	\$ 1,674,972	\$ 486,408	\$ 1,593,154
<b>%</b>	17.7%	18.1%	18.3%	18.8%	18.3%	18.1%	18.7%	18.6%	17.5%	19.8%	20.1%	18.3%	18.5%	18.2%	18.0%
<b>ACTUAL</b>	\$ 198,423	\$ 156,102	\$ 155,935	\$ 143,097	\$ 141,840	\$ 145,990	\$ 160,640	\$ 160,790	\$ 139,647	\$ 163,066	\$ 154,997	\$ 121,597	\$ 1,842,122	\$ 653,557	
<b>%</b>	26.8%	24.0%	18.4%	19.7%	18.9%	18.5%	19.1%	19.0%	17.5%	19.8%	20.2%	18.4%	19.9%	22.1%	
<b>Gross Margin</b>													<b>Total Gross Margin</b>	<b>YTD Gross Margin</b>	<b>Total Gross Margin</b>
<b>2020 GOAL</b>	\$ 284,472	\$ 303,082	\$ 357,560	\$ 301,158	\$ 333,130	\$ 348,130	\$ 370,880	\$ 372,630	\$ 346,373	\$ 346,403	\$ 326,909	\$ 310,748	\$ 4,001,473	\$ 1,246,273	\$ 3,811,674
<b>%</b>	48.7%	48.5%	47.2%	42.9%	43.0%	43.3%	43.1%	43.1%	43.3%	42.0%	42.5%	46.8%	44.3%	46.7%	43.1%
<b>ACTUAL</b>	\$ 296,712	\$ 239,925	\$ 437,909	\$ 317,351	\$ 295,150	\$ 312,034	\$ 348,929	\$ 349,729	\$ 342,522	\$ 346,602	\$ 315,772	\$ 282,380	\$ 3,885,017	\$ 1,291,897	
<b>%</b>	40.1%	36.9%	51.8%	43.6%	39.2%	39.5%	41.4%	41.4%	42.9%	42.0%	41.1%	42.8%	42.0%	43.6%	
<b>OH Expenses</b>													<b>Total</b>	<b>YTD</b>	<b>Last Year</b>
<b>2020 GOAL</b>	\$ 301,221	\$ 301,221	\$ 301,221	\$ 301,221	\$ 301,221	\$ 301,221	\$ 301,221	\$ 301,221	\$ 301,221	\$ 301,221	\$ 301,221	\$ 301,221	\$ 3,614,652	\$ 1,204,884	\$ 3,614,651
<b>%</b>	51.6%	48.2%	39.8%	42.9%	38.9%	37.4%	35.0%	34.8%	37.7%	36.5%	39.1%	45.3%	40.0%	45.2%	40.8%
Subtract Labor Burden included in OH in QB Reporting	\$ 40,183	\$ 42,918	\$ 53,534	\$ 55,087	\$ 61,436	\$ 63,660	\$ 67,268	\$ 67,904	\$ 64,296	\$ 64,613	\$ 58,989	\$ 47,624	\$ 687,511	\$ 191,722	
Total OH from QB	\$ 366,922	\$ 315,998	\$ 327,477	\$ 325,000	\$ 325,000	\$ 325,000	\$ 325,000	\$ 325,000	\$ 325,000	\$ 325,000	\$ 325,000	\$ 325,000	\$ 3,935,397	\$ 1,335,397	
<b>ACTUAL</b>	\$ 326,739	\$ 273,080	\$ 273,943	\$ 269,913	\$ 263,564	\$ 261,340	\$ 257,732	\$ 257,096	\$ 260,704	\$ 260,387	\$ 266,011	\$ 277,376	\$ 3,247,886	\$ 1,143,675	
<b>%</b>	44.2%	42.0%	32.4%	37.1%	35.0%	33.1%	30.6%	30.4%	32.7%	31.6%	34.7%	42.0%	35.1%	38.6%	
<b>NET INCOME</b>													<b>Total</b>	<b>YTD</b>	<b>Last Year</b>
<b>2020 GOAL</b>	\$ (16,749)	\$ 1,861	\$ 56,339	\$ (63)	\$ 31,909	\$ 46,909	\$ 69,659	\$ 71,409	\$ 45,152	\$ 45,182	\$ 25,688	\$ 9,527	\$ 386,821	\$ 41,389	\$ 197,023
<b>%</b>	-2.9%	0.3%	7.4%	0.0%	4.1%	5.8%	8.1%	8.3%	5.6%	5.5%	3.3%	1.4%	4.3%	1.6%	2.2%
<b>ACTUAL</b>	\$ (30,027)	\$ (33,155)	\$ 163,966	\$ 47,438	\$ 31,586	\$ 50,694	\$ 91,197	\$ 92,633	\$ 81,818	\$ 86,216	\$ 49,761	\$ 5,004	\$ 637,131	\$ 148,222	
<b>%</b>	-4.1%	-5.1%	19.4%	6.5%	4.2%	6.4%	10.8%	11.0%	10.3%	10.4%	6.5%	0.8%	6.9%	5.0%	