

## Financial Dashboard



### Break Even

	<u>Current</u>	<u>Prior</u>
Days to B/E (mo.)	16	21
Days to B/E (yr.)	27	28
Daily Sales to B/E (mo.)	\$ 5,806	\$ 7,179
Sales Per Day (mo.)	\$ 11,613	\$ 8,871
Fixed Cash Burn (mo.)	\$ 66,000	

### Profitability Comparison

	<u>CY Month</u>	<u>PY Month</u>	<u>YTD</u>	<u>PYTD</u>	<u>Forecast</u>	<u>PY</u>
Revenue	360,000	275,000	2,097,000	1,922,000	2,909,000	2,820,000
COGS	250,000	176,000	1,396,000	1,312,000	\$ 1,935,000	\$ 1,929,000
Gross Profit	110,000	99,000	701,000	610,000	974,000	891,000
Expenses	55,000	68,000	617,000	554,000	884,000	838,000
Net Income	55,000	31,000	84,000	56,000	90,000	53,000

### Ratio Analysis

	<u>Client</u>	<u>Industry</u>
YTD Gross Profit (%)	33.4%	24.7%
Month Gross Profit (%)	30.6%	24.7%
YTD Net Income (%)	4.0%	2.5%
Return On Equity (%)	46%	15%
Return on Assets (%)	19%	5%
Day Sales O/S (days)	32	35.9
Cash Reserves (mos)	4.3	
Cash Bal (% Assets)	15%	9.9%
A/R Bal (% Assets)	78%	21.3%

### Liquidity

Balance	\$ 71,000
A/R	368,800
A/P	(188,000)
Credit Cards	(13,200)
Work. Cap.	\$ 238,600

### Cash Projection

1 mo	\$ 21,605
YE Proj.	\$ 147,757

### Lease / Debt Summary

<u>Payee</u>	<u>Equipment (mos)</u>	<u>Payment</u>	<u>Matures</u>
1st Citizens	Paving Machine	\$ 400	*date*
1st Citizens	Concrete Machine	500	*date*
Jefferson	2011 F 350 (60)	600	*date*
Wilmar	2007 Ford F150 (24)	1,100	*date*
Wilmar	1996 Volvo Dump (50)	1,200	*date*
Suntrust	2007 Freightliner (60)	700	*date*
Suntrust	2008 F350 (48)	800	*date*
Suntrust	2010 F 350 (60)	900	*date*
Wilmar	2011 F 150 (48)	1,000	*date*
Total		\$ 7,200	

### Past Due A/R (1-90 days)

Heybruck Job	\$ 58,681	8%
Phelan Job	\$ 48,378	7%
Greer Job	\$ 37,520	5%
Miller Job	\$ 34,230	5%
Blanton Job	\$ 31,808	4%
Jacobus Job	\$ 18,837	3%
Brigham Job	\$ 15,000	2%
McAdams Job	\$ 14,010	2%
Rogers Job	\$ 10,428	1%
Cox Job	\$ 10,361	1%
Total	\$ 279,252	38%

### Notes

Review sales manger draw account detail.  
 Industry metrics are in- will conditional format and calculate cash reserves for next month.  
 Fixed cash burn includes 13K vehicle expense which s/b COGS since min. cost if no jobs.  
 Client needs to start marking "new business" vs. existing to track comm. rate differential.