

FINANCIAL MODEL										
BILLING OVERHEAD FACTOR										
NAME	GROSS HOURS	TIME OFF	NET HOURS	% BILLABLE	BILLABLE HOURS / YEAR	BILLABLE HOURS / MONTH	HOURLY PAY RATE	PRODUCTION EXPENSE	COST RATE	BILLING RATE
PRINCIPAL	2,080	240	1,840	50%	920	76.7	\$45.00	\$3450	\$125	\$150
ARCHITECT	2,080	200	1,880	80%	1,504	125.3	\$35.00	\$4387	\$97	\$117
DRAFTER	2,080	160	1,920	90%	1,728	144.0	\$19.00	\$2736	\$53	\$63
SECY	2,080	160	1,920	10%	192	16.0	\$13.50	\$216	\$38	\$45
TOTAL				57.5% Billable Ratio				\$10,789		
TOTAL EXPENSES								\$30,040		
OVRHD FACTOR								2.78		
PROFIT								20%		
B.O.F.								3.34		

PROJECTED EXPENSES					
EXPENSES		MONTHLY	QUARTERLY	YEARLY	
Non-Billable Payroll	Payroll per hour	\$112.50	\$8,711	\$26,134	\$104,536
	Yearly payroll	\$234,000			
Overhead Expenses			\$10,500	\$31,500	\$126,000
Project Expenses	4	\$10	\$40	\$120	\$480
	No. of people	Exp. per person			
TOTAL NET EXPENSES			\$30,040	\$90,120	\$360,480

TARGETS						
	NET REVENUE	PROFIT	TOTAL NET EXPENSES	BILLABLE PAYROLL	NON-BILLABLE PAYROLL	OVERHEAD EXPENSES
Monthly	\$36,048	\$6,008	\$30,040	\$10,789	\$8,711	\$10,500
Quarterly	\$108,144	\$18,024	\$90,120	\$32,366	\$26,134	\$31,500
Yearly	\$432,576	\$72,096	\$360,480	\$129,464	\$104,536	\$126,000