

OB Projects + Profitability_2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/Notes	Time & Materials
Erosion Log...	Dudycha, David		\$14,892.00						sold by Amber	
		Rental: 5yd Dum	1.00	\$140.00	\$140.00					
		Roll Cardboard	6.00	\$86.00	\$516.00					
		Erosion Log / LF	220.00	\$1.70	\$374.00				\$1.70 per LF (from Ramy)	
		Mulch, Dk Hrdwd	20.00	\$44.00	\$880.00					
		Compost, bulk / C	5.00	\$47	\$235.00					
	11/16	PL: Jake	8.00	\$31.00	\$248.00					
	11/16	crew: Jess	8.00	\$25.00	\$200.00					
	11/16	crew: Alex	8.00	\$25.00	\$200.00					
	11/17	PL: Jake	9.00	\$31.00	\$279.00					
	11/17	crew: Jess	8.00	\$25.00	\$200.00					
	11/17	crew: Alex	9.00	\$25.00	\$225.00					
	11/20	PL: Jake	7.00	\$31.00	\$217.00					
	11/20	crew: Alex	7.00	\$25.00	\$175.00					
	11/20	crew: Gio	7.00	\$31.00	\$217.00					
					TOTAL EXP	\$3,889.00	\$11,003.00	73.89%		
I	Morimoto		\$700.00						sold by Stephen	
		Flagstone			\$186.73					
	10/24	Jake	2.50	\$31.00	\$77.50					
	10/24	crew: Gio	2.00	\$25.00	\$50.00					
					TOTAL EXP	\$314.23	\$385.77	55.11%		

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	Kalla, Kevin		\$1,500.00						sold by Bob	
		Rental: 5yd Dum	1.00	\$150.00	\$150.00					
		Window Wells			\$80.00				home depot	
		Mulch, Dk Hrdwd	1.00	\$44.00	\$44.00					
		Topsoil / CY	2.00	\$18.00	\$36.00					
	10/24	Jake	8.00	\$31.00	\$248.00					
	10/24	crew: Gio	4.50	\$25.00	\$112.50					
REMEDIAL	11/15	Topsoil / CY	0.50	\$18.00	\$9.00					
	11/15	Mulch, Dk Hrdwd	2.50	\$44.00	\$110.00					
	11/15	Jake	5.50	\$31.00	\$170.50					
					TOTAL EXP	\$960.00	\$540.00	36.00%		
	BATCH								Square Footage	
	Belbas (remedial)		\$0.00	2.50	\$25.00	\$62.50			2500	SF - EcoBlend /
	Edelman	CoreAer+SltSd	\$422.50	2.50	\$25.00	\$62.50			2500	SF - EcoBlend
	Petersen		\$491.00	1.00	\$25.00	\$25.00			1000	SF - BeeLawn
	Provost	CSweep, Blanke	\$382.00	3.00	\$25.00	\$75.00			3,000	SF - BLANKET
	Provost	CoreAer+SltSd	\$500.00	3.00	\$25.00	\$75.00			3000	SF - Customer's
	Thomas (remedial)		\$0.00	1.00	\$25.00	\$25.00			1000	SF - BeeLawn / \$
	Valme		\$449.00	1.00	\$25.00	\$25.00			1000	SF - Fescue
									14000	TOTAL SF
		Pellet Mulch	14.00	\$25.00	\$350.00					
		Rental, Slit-Seed	1.00	\$140.00	\$140.00				A-Z / day	
		Rental, Aerator (v	1.00	\$140.00	\$140.00				A-Z / day	
	10/23	PL: Jake	8.00	\$31.00	\$248.00					
	10/23	Crew: Gio	5.00	\$25.00	\$125.00					
	TOTAL REV		2,244.50							
					TOTAL EXP	\$1,353.00	\$891.50	39.72%		

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Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
	Stork, Paul		\$15,884.00						sold by Melissa B.	
		Rental: 5yd Dum	1.00	\$555.00	\$555.00					
		Rental: Baretto T	1.00	\$393.00	\$393.00					
		Rental: Skidsteer	1.00	\$600.00	\$600.00					
		Edging, Blk Dmd	7.00	\$14.99	\$104.93				140 LF	
		Mulch, Dk Hrd 12 CY			\$167.59				13 CY - \$390.32	
		Compost, bulk	10.00	\$47	\$470.00					
		Dump Fee - "yard	4.00	\$10.00	\$40.00				The Mulch Store	
		Plants: Dry Sun Shrubs			\$103.00					
		Plants: Dry Sun Poll			\$242.31				\$60 - MNL / \$182.31 - Glacial Ridg	
	10/17	Bob	2.00	\$31.00	\$62.00					
	10/17	PL: Jake	8.50	\$31.00	\$263.50					
	10/17	crew: Gio	8.00	\$25.00	\$200.00					
	10/18	PL: Jake	9.00	\$31.00	\$279.00					
	10/18	crew: Alex	9.00	\$25.00	\$225.00					
	10/18	crew: Gio	8.00	\$25.00	\$200.00					
	10/19	PL: Jake	8.50	\$31.00	\$263.50					
	10/19	crew: Alex	8.00	\$25.00	\$200.00					
	10/19	crew: Gio	7.50	\$25.00	\$187.50					
	10/20	PL: Jake	9.50	\$31.00	\$294.50					
	10/20	crew: Alex	7.50	\$25.00	\$187.50					
					TOTAL EXP	\$5,038.33	\$10,845.67	68.28%		
	Jensen, Karsten		\$3,095.00						sold by Ryan	
		Edging, Alum (mi 76 LF			\$267.50					
		Mulch, DH / cy	1.50	\$44.00	\$66.00					
		Compost, cy	0.50	\$47.00	\$23.50					
		Plants: Dry Sun Poll			\$199.14					

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Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
	TOTAL REV	\$742.00								
	10/02	PL: Jake	3.50	\$31.00	\$108.50					
	10/02	Crew: Gio	3.00	\$25.00	\$75.00					
					TOTAL EXP	\$202.40	\$539.60	72.72%		
	BATCH								Square Footage	
		RENTAL: Slit-Se	1.00	\$545.00	\$545.00				A-Z, weekly	
9/26	Taggart	\$0.00	3.00	\$25.00	\$75.00				3000	SF - EcoBlend - F
	Woodberry	\$1,167.00	4.00	\$25.00	\$100.00				4000	SF - Clover
9/27	Copher	\$415.00	0.27	\$25.00	\$6.75				270	SF - EcoBlend
	Hansen	\$895.00	2.50	\$25.00	\$62.50				2500	SF - 100% Fescu
	Stellick	\$0.00	1.00	\$25.00	\$25.00				1000	SF - 100% Fescu
9/28	Hoben	\$571.00	2.00	\$25.00	\$50.00				2000	SF - Clover
	Jandro	\$805.00	2.50	\$25.00	\$62.50				2500	SF - EcoBlend
	Surber	\$415.00	1.00	\$25.00	\$25.00				1000	SF - EcoBlend
	Ickler	\$1,285.00	4.50	\$25.00	\$112.50				4500	SF - EcoBlend
	TOTAL REV	\$5,553.00							20770	TOTAL SF
		Pellet Mulch	20.77	\$25.00	\$519.25					
	9/26	PL: Jake	5.75	\$31.00	\$178.25					
	9/26	Crew: Alex	5.50	\$25.00	\$137.50					
	9/27	PL: Jake	6.00	\$31.00	\$186.00					
	9/27	Crew: Sam	3.50	\$25.00	\$87.50					
	9/28	PL: Jake	9.50	\$31.00	\$294.50					
	9/28	Crew: Alex	7.50	\$25.00	\$187.50					
	9/28	Crew: Cacie	5.50	\$25.00	\$137.50					
					TOTAL EXP	\$2,792.25	\$2,760.75	49.72%		

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Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
emoval, Plants..	Morimoto, Jaimie		\$23,480.00						sold by Stephen Krueger	
		Rental: Dumpster (A-1):			\$615.00				2 weeks	
		Rental: Dump Tr	2.00	\$475.00	\$950.00				1 week	
		Rental: Mud Bug	1.00	\$500.00	\$500.00				2 weeks (9/19-9/22 + 10/03-10/06)	
		Mulch, DH / cy	4.00	\$44.00	\$176.00					
		Compost, cy	4.00	\$47.00	\$188.00					
		Plants			\$844.21				Glacial Ridge \$580.21 + Gertens \$	
		TopSoil, per cy	5.00	\$38.00	\$190.00					
		Erosion Blanket (	2.00	\$142.00	\$284.00					
		Dump Fee (Brush	1.50	\$45.00	\$67.50					
		Dump Fee (Sod)	3.00	\$35.00	\$105.00					
		Boulders			\$421.50					
		Flagstone (Oklahome Bluestone			\$228.38					
		9/19 PL: Jake	9.50	\$31.00	\$294.50					
		9/19 crew: Alex F	8.50	\$25.00	\$212.50					
		9/20 PL: Jake	8.50	\$31.00	\$263.50					
		9/20 crew: Alex F	8.00	\$25.00	\$200.00					
		9/20 crew: Nate	6.50	\$25.00	\$162.50					
		9/21 PL: Jake	8.50	\$31.00	\$263.50					
		9/21 crew: Alex F	9.00	\$25.00	\$225.00					
		9/22 PL: Jake	9.00	\$31.00	\$279.00					
		9/22 crew: Alex F	8.00	\$25.00	\$200.00					
		10/3 PL: Jake	7.00	\$31.00	\$217.00					
		10/3 BOB	2.00	\$31.00	\$62.00					
		10/4 PL: Jake	12.00	\$31.00	\$372.00					
		10/5 PL: Jake	9.00	\$31.00	\$279.00					
		10/5 crew: Alex F	9.00	\$25.00	\$225.00					
		10/6 PL: Jake	3.50	\$31.00	\$108.50					
		10/6 crew: Alex F	2.50	\$25.00	\$62.50					
		10/6 BOB	2.00	\$31.00	\$62.00					
		10/10 PL: Jake	8.00	\$31.00	\$248.00					
		10/10 crew: Alex F	8.00	\$25.00	\$200.00					

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	10/10	: Gio	5.00	\$31.00	\$155.00					
	10/10	BOB	2.00	\$31.00	\$62.00					
	10/16	PL: Jake	6.00	\$31.00	\$186.00					
	10/16	crew: Alex F	6.00	\$25.00	\$150.00					
	10/16	Gio	3.00	\$25.00	\$75.00					
					TOTAL EXP	\$9,134.09	\$14,345.91	61.10%		
		BATCH								
		Carpio	\$226.00	1.60	\$2.70	\$4.32			Spot 1600 sf	
		Jandro	\$215.00	2.50	\$2.70	\$6.75			Spot 2500 sf	
		TOTAL REV	\$441.00							
	09/18	PL: Jake	4.00	\$31.00	\$124.00					
	09/18	Crew: Alex	4.00	\$25.00	\$100.00					
					TOTAL EXP	\$235.07	\$205.93	46.70%		
		Eisinger, Joel	\$700.00						sold by Sheryl	
		Flagstone (Oklahome Bluestone)			\$195.25				Landscape and Concrete Center	
	9/13	PL: Jake	1.50	\$31.00	\$46.50					
	9/13	Crew: Alex F	1.00	\$25.00	\$25.00					
	10/03	PL: Jake	3.00	\$31.00	\$93.00					
	10/10	PL: Jake	4.50	\$31.00	\$139.50					
					TOTAL EXP	\$499.25	\$200.75	28.68%		
		BATCH								
									Square Footage:	
9/15	Facile	\$955.00	3.00	\$25.00	\$75.00				3000	EcoBlend

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9/15	Gleason	\$985.00	4.00	\$25.00	\$100.00				4000	EcoBlend
9/15	Maaske	\$415.00	1.00	\$25.00	\$25.00				1000	EcoBlend
9/14	Allard	\$325.00	1.00	\$25.00	\$25.00				1000	EcoBlend
9/14	Ehnes	\$856.00	4.00	\$25.00	\$100.00				4,000	EcoBlend
9/14	Hughes	\$559.00	2.00	\$25.00	\$50.00				2,000	EcoBlend
9/14	Klingberg	\$655.00	2.00	\$25.00	\$50.00				2000	EcoBlend
	TOTAL REV	\$4,750.00							TOTAL SF: 17,000	
		Pellet Mulch (per	17.00	\$25.00	\$425.00					
		RENTAL: Slit-See	2.00	\$140.00	\$280.00					
	9/14	PL: Jake	8.50	\$31.00	\$263.50					
	9/14	Crew: Alex F	8.50	\$25.00	\$212.50					
	9/15	PL: Jake	6.50	\$31.00	\$201.50					
					TOTAL EXP	\$1,807.50	\$2,942.50	61.95%		
	Eisinger								sold by Sheryl	
	Slit-Seed	\$532.00	1.50	\$25.00	\$37.50				1500	SF Clover
		RENTAL: Slit-See	0.50	\$140.00	\$70.00					
		Pellet Mulch (per	1.00	\$25.00	\$25.00					
	9/13	PL: Jake	2.00	\$31.00	\$62.00					
	9/13	Crew: Alex F	1.50	\$25.00	\$37.50					
					TOTAL EXP	\$232.00	\$300.00	56.39%		
	Steinhagen								sold by Amber	
	Slit-Seed	\$190.00	1.00	\$25.00	\$25.00				1000	SF Fescue

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	Blanket (Netless)		\$252.00	0.75	\$142.00	\$106.50			per 1000 sf	
	Compost (off menu, lawn)		\$216.00	8.00	\$7.00	\$56.00			per bag	
	TOTAL REV		\$1,190.00							
		RENTAL: Slit-See	0.50	\$140.00	\$70.00					
		Pellet Mulch (per	1.00	\$25.00	\$25.00					
	9/13	PL: Jake	7.00	\$31.00	\$217.00					
	9/13	Crew: Alex F	6.50	\$25.00	\$162.50					
					TOTAL EXP	\$662.00	\$528.00	44.37%		
		BATCH								
	Bestel		\$805.00	4.00	\$25.00	\$100.00			4000 EcoBlend	
	Hair		\$423.00	1.00	\$25.00	\$25.00			1,000 Clover	
	Maizan		\$955.00	3.00	\$25.00	\$75.00			3,000 EcoBlend	
	Ortiz		\$370.00	0.50	\$25.00	\$12.50			500 EcoBlend	
	Ripplinger		\$715.00	2.00	\$25.00	\$50.00			2,000 Clover	
	Whisnant		\$532.00	1.00	\$25.00	\$25.00			1000 BeeLawn	
		TOTAL REV	\$3,800.00						11,500 TOTAL SF	
		RENTAL: Slit-See	1.00	\$140.00	\$140.00				A-Z Daily rate	
		Pellet Mulch (per	11.50	\$25.00	\$287.50					
		9/12 PL: Jake	9.00	\$31.00	\$279.00					
		9/12 Crew: Alex F	9.00	\$25.00	\$225.00					
					TOTAL EXP	\$1,219.00	\$2,581.00	67.92%		
		BATCH								\$25/1000 SF (slit
	Hime (Remedial) ClnSwp SPOT		\$0.00	1.50	\$2.70	\$4.05			1500 SF - ClnSwp SPC	

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Provost	ClnSwp BLNKT	\$382.00	3.00	\$5.30	\$15.90				3000	SF - ClnSwp BLN
Surber	ClnSwp BLNKT	\$144.00	1.00	\$5.30	\$5.30				1000	SF - ClnSwp BLN
Valme	ClnSwp BLNKT	\$164.00	1.00	\$5.30	\$5.30				1000	SF - ClnSwp BLN
	TOTAL REV	\$690.00								1500 SF TOTAL SPOT + 5000 SF
9/11	PL: Jake		7.00	\$31.00	\$217.00					
					TOTAL EXP	\$247.55	\$442.45	64.12%		
	BATCH									
Copher	CSweep, Spot (p	\$78.00	0.25	\$2.70	\$0.68				272	SF - SPOT
Woodberry	CSweep, Spot (p	\$304.00	4.00	\$2.70	\$10.80				4000	SF - SPOT
									4272	TOTAL SF CLNS
Belbas	Slit-Seed	\$805.00	2.50	\$25.00	\$62.50				2500	SF EcoBlend
Fredin	Slit-Seed	\$535.00	1.50	\$25.00	\$37.50				1500	SF Fescue
Winget	Slit-Seed	\$463.00	1.20	\$25.00	\$30.00				1200	SF EcoBlend
		RENTAL: Slit-Seed	1.00	\$140.00	\$140.00					
		Pellet Mulch / 10	5.20	\$25.00	\$130.00				5200	TOTAL SF SLIT-S
	9/8	PL: Jake	10.00	\$31.00	\$310.00					
	9/8	Crew: Ashanti	9.50	\$25.00	\$237.50					
	TOTAL REV	\$2,185.00			TOTAL EXP	\$958.98	\$1,226.03	56.11%		
	BATCH									
Jandro	CSweep, Spot (p	\$215.00	2.50	\$2.70	\$6.75				2,500	SF - SPOT
Kellogg	CSweep, Blanke	\$174.00	1.00	\$5.30	\$5.30				1,000	SF - BLANKET
Provost	CSweep, Blanke	\$382.00	3.00	\$5.30	\$15.90				3,000	SF - BLANKET
Surber	CSweep, Blanke	\$144.00	1.00	\$5.30	\$5.30				1,000	SF - BLANKET

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Valme	CSweep, Blanke	\$164.00	1.00	\$5.30	\$5.30				1,000	SF - BLANKET
	ClnSwp Sauce									
Stellick	Slit-Seed	\$415.00	1.00	\$25.00	\$25.00				1000	SF - 100% Fescu
Titus, Jake	Slit-Seed	\$345.00	1.00	\$25.00	\$25.00				1000	SF - EcoBlend
Vchulek, Kim	Slit-Seed	\$415.00	1.00	\$25.00	\$25.00				1000	SF - EcoBlend
		RENTAL: Slit-Seed	1.00	\$140.00	\$140.00					
		Pellet Mulch	3.00	\$25.00	\$75.00					
	9/7	PL: Jake	10.00	\$31.00	\$310.00					
	9/7	Crew: Ashanti	8.00	\$25.00	\$200.00					
		TOTAL REV	\$2,254.00			TOTAL EXP	\$838.55	\$1,415.45	62.80%	
ORE AER	Williams, Rob + Karen (Batch of 2)									sold by Amber (someone else origi
		Rental, Slit-Seed	1.00	\$135.00	\$135.00					
		Rental: Core Aer	1.00	\$115.00	\$115.00					Walk Behind Core Aerator: \$115/d
Williams, Karen	SlitSd	\$1,274.50	2.50	\$25.00	\$62.50					2,500 SF - EcoBlend
Williams, Rob	SlitSd	\$1,352.00	6.50	\$25.00	\$162.50					6,500 SF - EcoBlend
Williams, Karen	Core Aeration + \	incl	2.50	\$10.00	\$25.00					2,500 SF - EcoBlend
Williams, Rob	Core Aeration + \	incl	6.50	\$10.00	\$65.00					6,500 SF - EcoBlend
Williams, Karen	Pellet Mulch (100	incl	2.50	\$25.00	\$62.50					2,500 SF - EcoBlend
Williams, Rob	Pellet Mulch (100	incl	6.50	\$25.00	\$162.50					6,500 SF - EcoBlend
Williams, Karen	Compost (Top Dr	incl	2.50	\$22.56	\$56.40					\$22.56 per 1000 SF
Williams, Rob	Compost (Top Dr	incl	6.50	\$22.56	\$146.64					
Williams, Karen	Sustane (Fert)	incl	2.50	\$10.40	\$26.00					\$10.40 per 1000 SF
Williams, Rob	Sustane (Fert)	incl	6.50	\$10.40	\$67.60					

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	TOTAL REV	\$2,626.50								
	9/6	PL: Jake	10.00	\$31.00	\$310.00					
	9/6	Crew: Ashanti	9.00	\$25.00	\$225.00					
					TOTAL EXP	\$1,621.64	\$1,004.86	38.26%		
s	Cohen		\$4,364.00						sold by Bob / Amber ?	
os										
7/19 - Cln Swp		CSweep, Blanket	6.00	\$5.30	\$31.80				6000 SF Clean Sweep BLANKET	
Removal too?	7/19	PL: Zach	7.00	\$31.00	\$217.00				Labor	
		RENTAL: Dump	1.00	\$145.00	\$145.00					
7/21 - Removal		FEE: Dump (Brush)	1.50	\$45.00	\$67.50				Brush Clearing	
	7/21	PL: Zach	7.50	\$31.00	\$232.50				Labor	
7/27 - Cln Swp		CSweep, Spot (p	6.00	\$2.70	\$16.20				6000 SF Clean Sweep SPOT	
	7/27	PL: Gio	5.00	\$31.00	\$155.00				Labor	
8/16 - Cln Swp		CSweep, Spot (p	6.00	\$2.70	\$16.20				6000 SF Clean Sweep SPOT	
	8/16	PL: Jake	1.25	\$31.00	\$38.75					
9/05 - Removal		Dump Fee (Brush)	1.00	\$45.00	\$45.00				Brush Clearing	
	9/5	PL: Jake	9.00	\$31.00	\$279.00				Labor	
9/08 - Slit-Seed		Rental, Slit-Seed	0.33	\$140.00	\$46.20				Slit-Seed	
	9/8	PL: Jake	3.50	\$31.00	\$108.50				Labor	
	9/8	Crew: Ashanti	3.50	\$25.00	\$87.50				Labor	
					TOTAL EXP	\$1,486.15	\$2,877.85	65.95%		
l, Plants	Michelle Tong		\$9,164.84						sold by Amber	
		Rental: Dump Tra	4.00	\$150.00	\$600.00 ?				4 days, HRR	

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
		Rental: Weed-whip			\$35.00				1 day - HRR	
		Mulch, DH / cy	16.00	\$44.00	\$704.00					
		Compost, cy	17.00	\$47.00	\$799.00					
		Edging: Black Di	160.00	\$1.17	\$187.20				\$15.50 per 20 ft x 160 LF	
		Plants - Hedges			\$132.00				- Gertens	
		Dumpster fee			\$20.00					
		Dump Fee (Brush)	2.25	\$45.00	\$101.25					
		Dump Fee (Sod)	5.00	\$35.00	\$175.00				140+20 (dumpster)	
		Flagstone (Oklahome Bluestone)			\$103.00				from Landscape & Concrete Cente	
		8/29 PL: Jake	9.00	\$31.00	\$279.00					
		8/29 crew: Mikah	9.00	\$25.00	\$225.00					
		8/30 PL: Jake	10.00	\$31.00	\$310.00					
		8/30 crew: Mikah	9.00	\$25.00	\$225.00					
		8/30 crew: Ashanti	9.00	\$25.00	\$225.00					
		8/31 PL: Jake	9.00	\$31.00	\$279.00					
		8/31 crew: Ashanti	8.00	\$25.00	\$200.00					
		8/31 crew: Heath	8.50	\$25.00	\$212.50					
		9/1 PL: Jake	11.00	\$31.00	\$341.00					
		9/18 PL: Jake	9.00	\$31.00	\$279.00				Work on 9/18 was billed at Time+M	
		9/18 crew: Alex F	8.00	\$25.00	\$200.00					
					TOTAL EXP	\$5,631.95	\$3,532.89	38.55%		
8/23-8/25	Fie, Adrianna		\$4,592.00						sold by Sheryl	
		Rental: Dump Trailer			\$333.33				2 days from A-Z	
		Mulch, DH / cy	0.75	\$44.00	\$33.00					
		Compost, cy	0.50	\$47.00	\$23.50					
		Dump Fee (MTR)	3.50	\$35.00	\$122.50					
		Plants			\$79.29				Glacial Ridge - \$79.29	
		Jamie Plant Pick	2.00	\$20.00	\$40.00					
		8/24 Jake (PL)	8.50	\$31.00	\$263.50					
		8/24 Mikah	8.00	\$25.00	\$200.00					
		8/25 Jake (PL)	11.00	\$31.00	\$341.00					
		8/25 Mikah	11.00	\$25.00	\$275.00					

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
	8/25	Karen	5.50	\$25.00	\$137.50					
	8/28	Jake (PL)	1.00	\$31.00	\$31.00					
					TOTAL EXP	\$1,879.62	\$2,712.38	59.07%		
Edging, Seed - 90 8/22-8/23	Einess, Holly		\$3,077.00						sold by Melissa Berg	
		Rental: Dump Tr	2.00	\$150.00	\$300.00				HRR - 2 days	
		Compost, cy	1.00	\$47.00	\$47.00					
		DIY Seed (EcoBlend)			\$25.50					
		Dump Fee (MTR	2.50	\$35.00	\$87.50					
		Boulders			\$172.62					
	8/22	PL Jake	8.50	\$31.00	\$263.50					
	8/22	Ashanti	7.50	\$25.00	\$187.50					
	8/23	PL Jake	10.00	\$31.00	\$310.00					
					TOTAL EXP	\$1,393.62	\$1,683.38	54.71%		
ed - 400 SF 8/17	Barbara Glaser		\$496.00						sold by Bob	
		Compost, cy	0.24	\$47.00	\$11.28					
		TopSoil, per cy	1.00	\$38.00	\$38.00					
		DIY Seed (EcoBlend)			\$1.00					
		Dump Fee (Orga	0.50	\$30.00	\$15.00					
		Dump Fee (Sod+	1.50	\$35.00	\$52.50					
	8/17	PL Jake	5.50	\$31.00	\$170.50					
	8/17	Griffin	4.00	\$25.00	\$100.00					
Over SEED:	9/11	PL Jake	2.00	\$31.00	\$62.00					
					TOTAL EXP	\$450.28	\$45.72	9.22%		

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
0 sf 8/15	Lisa Seward Perry		\$1,222.00						sold by Melissa Berg	
		Rental: Dump Tra	0.50	\$150.00	\$75.00				HRR (1/2 day split w Foley)	
		Mulch, DH / cy	1.50	\$44.00	\$66.00					
		Compost, bagger	3.00	\$7.00	\$21.00					
		Dump Fee (MTR	1.00	\$35.00	\$35.00					
	8/15	PL Jake	4.00	\$31.00	\$124.00					
	8/15	crew Griffin	4.00	\$25.00	\$100.00					
						\$421.00	\$801.00	65.55%		
ed - 80 SF	Mickey Foley		\$634.00						sold by Sheryl	
		Rental: Dump Tra	0.50	\$150.00	\$75.00				HRR (1/2 day split w Perry)	
		Compost, bagger	1.00	\$7.00	\$7.00					
		Edging: Black Di	50.00	\$1.17	\$58.50				Way underbid	
		DIY Seed (EcoBlend)			\$12.50					
		Dump Fee (MTR	1.00	\$35.00	\$35.00					
	8/15	PL Jake	3.00	\$31.00	\$93.00					
	8/15	crew Griffin	3.00	\$25.00	\$75.00					
						\$356.00	\$278.00	43.85%		
persal 3 CY	Williams, Rob		\$660.00						sold by Amber - bid did not include *Adjust Pricing Master for Soil han	
		Dump Trailer (3yd) - A-Z			\$112.90					
		TopSoil, per cy	3.00	\$38.00	\$114.00					
	8/11	Jake (PL)	8.50	\$31.00	\$263.50					
						\$490.40	\$169.60	25.70%		

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
	BATCH									
8/16	Allard	\$106.00	1.00	\$2.70	\$2.70				1000 sf - SPOT	
8/16	Copher	\$88.00	0.25	\$5.30	\$1.33				272 sf - BLANKET	
8/16	Holt	\$238.00	3.00	\$2.70	\$8.10				3000 sf - SPOT	
8/16	Jandro	\$310.00	2.50	\$5.30	\$13.25				2500 SF - BLANKET	
8/16	Petersen	\$144.00	2.00	\$5.30	\$10.60				2000 sf - BLANKET	
8/16	Woodberry	\$456.00	4.00	\$5.30	\$21.20				4000 sf - BLANKET	
	TOTAL REV	\$1,342.00							8,772 SF BLANKET / 10,000 SF SPOT	
	8/16 Jake (PL)		10.00	\$31.00	\$310.00					
				TOTAL EXP		\$367.18	\$974.83	72.64%		
	BATCH									
8/8	Eisinger	\$196.00	1.50	\$5.27	\$7.91				1500 sf - BLANKET	
8/8	Fredin	\$196.00	1.50	\$2.63	\$3.95				1500 sf - SPOT	
8/8	Hansen	\$205.00	3.00	\$2.63	\$7.89				3000 sf - SPOT	
8/8	Hoben	\$0.00	2.00	\$2.63	\$5.26				2000 sf - SPOT - REMEDIAL	
8/8	Maizan	\$258.00	3.00	\$2.63	\$7.89				3000 sf - SPOT	
8/8	Ortiz	\$0.00	0.50	\$2.63	\$1.32				500 sf - SPOT - Price on bidsheet	
8/8	Whisnant	\$96.00	1.00	\$2.63	\$2.63				1000 sf - SPOT	
8/8	Winget	\$119.00	1.20	\$2.63	\$3.16				1200 sf - SPOT	
									1,500 SF BLANKET / 12,200 SF SPOT	
8/9	Hair	\$106.00	1.00	\$2.63	\$2.63				1000 sf - SPOT	
8/9	Maaske	\$106.00	1.00	\$2.63	\$2.63				1000 sf - SPOT	
8/9	Ripplinger	\$192.00	2.00	\$2.63	\$5.26				2000 sf - SPOT	
8/9	Stellick	\$97.00	0.70	\$2.63	\$1.84				700 sf - SPOT	
8/9	Varda	\$508.00	4.50	\$5.27	\$23.72				4500 sf - BLANKET	
									4,500 SF BLANKET / 4,700 SF SPOT	
8/10	Belbas	\$310.00	2.50	\$5.27	\$13.18				2500 sf - BLANKET	
8/10	Glaser	\$66.00	0.40	\$2.63	\$1.05				400 sf - SPOT	

OB Projects + Profitability_2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
8/10	Vchulek	\$106.00	1.00	\$2.63	\$2.63				1000 sf - SPOT	
									2,500 SF BLANKET / 1,400 SF SPOT	
	8/8	Jake (PL)	10.00	\$31.00	\$310.00					
	8/9	Jake (PL)	7.75	\$31.00	\$240.25					
	8/10	Jake (PL)	4.50	\$31.00	\$139.50					
									Total SF BLANKET - 8,500 / Tot	
		Total Revenue:	\$2,561.00		TOTAL EXP	\$782.67	\$1,778.33	144.01%		
500 sf										
	7/21	Varda, Brenda	\$4,364.00						sold by Aaron Carlson – Bob helpe	
					\$200.00				1 Day - \$125 day rate + damage w	
					\$210.00					
					\$50.00					
					\$30.00					
					\$335.00				\$140 (HAAG) + \$90 (HAAG) + \$10	
					\$11.05					
	8/2	Zach (PL)	11.00	\$31.00	\$341.00					
	8/2	Jake (PL)	8.50	\$31.00	\$263.50					
	8/2	Griffin	8.75	\$25.00	\$218.75					
	8/3	Zach (PL)	7.25	\$31.00	\$224.75					
	8/3	Jake (PL)	6.00	\$31.00	\$186.00					
	8/3	Griffin	6.00	\$25.00	\$150.00					
					TOTAL EXP	\$2,220.05	\$2,143.95	49.13%		
500 sf total										
	7/20	Seward Perry, Lisa	\$6,390.00						sold by Melissa Berg	
					\$132.00					
					\$47.00					
					\$401.00				64 LF - Blk color more expensive th	
					\$35.50					
					\$35.00					
					\$639.00				\$499 - Glacial Ridge + \$140 Gerter	
					\$30.00					

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
		8/1 Zach S. (PL)	14.00	\$31.00	\$434.00					
		8/1 Jake (PL)	11.00	\$31.00	\$341.00				Jake's first day at OB	
		8/1 Griffin	11.00	\$25.00	\$275.00					
					TOTAL EXP	\$2,369.50	\$4,020.50	62.92%		
1000 sf										
	Femrite, Jeanne		\$3,816.00						Rev amount includes phase 2 - pla	
									sold by Sheryl	
		7/25-7/26 - Sheet Compost								
		Roll Cardboard (	3.00	\$86.00	\$258.00					
		Compost (per yd	0.50	\$47	\$23.50					
		Mulch, Dk Hrdwd	3.00	\$44.00	\$132.00					
Sheet Compost		7/25 Gio (PL)	11.25	\$31.00	\$348.75					
		7/25 Alex	11.50	\$25.00	\$287.50					
		7/26 Gio (PL)	4.50	\$31.00	\$139.50					
		7/26 Alex	7.00	\$25.00	\$175.00					
ITS										
		10/06 - Plant Garden			\$133.26				Glacial Ridge - \$133.26	
		Mulch, Dk Hrdwd	2.25	\$44.00	\$99.00					
		10/9 Jake (PL)	7.00	\$31.00	\$217.00					
		10/9 Gio	4.00	\$25.00	\$100.00					
					TOTAL EXP	\$1,913.51	\$1,902.49	49.86%		
en 100 sf										
	7/20 Voss, Dan (pt 2)		\$870.00	(Total amount - \$1,665.00 - minus \$795 Sheet Composting, 100sf)					Many logistical problems that incre	
		Mulch, DH / cy	1.00	\$44.00	\$44.00				\$171.50 (Glacial Ridge)	
		Plants			\$171.50					
		Jamie Plant Pick	1.50	\$20.00	\$30.00				30 miles	
		7/20 Zach S. (PL)	3.50	\$31.00	\$108.50					
		7/20 Griffin	5.00	\$25.00	\$125.00					
		7/21 Zach S. (PL)	1.50	\$31.00	\$46.50					

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
		Dump Fees			\$520.00				\$67.50 + \$67.50 + \$135 + \$145 = \$	
		Lawn Bags			\$20.00					
	7/14	Zach (PL)	5.00	\$31.00	\$155.00				DONE: Compare to Ryan's Hours	
	7/14	Sam	5.00	\$25.00	\$125.00					
	7/14	Jake	5.00	\$25.00	\$125.00					
	7/18	Zach (PL)	10.50	\$31.00	\$325.50					
	7/18	Griffin	9.00	\$25.00	\$225.00					
	7/18	Aiden	9.00	\$25.00	\$225.00					
					TOTAL EXP	\$1,865.50	\$2,081.50	52.74%		
		Thomas Pfannenstiel	\$5,616.00						sold by Riley/Kate	
	7/17	Dump Trailer (3 yd) - A-Z			\$145.00				(\$290 between Pasbrig + Pfannens	
	7/17	Roll Cardboard (	2.00	\$86.00	\$172.00					
	7/17	Edging, Blk Diam	60.00	\$1.00	\$60.00					
	7/17	Mulch, DH (2") /	3.00	\$44.00	\$132.00					
Sheet Compost	7/17	Gio (PL)	6.00	\$31.00	\$186.00					
	7/17	Zach (PL)	4.00	\$31.00	\$124.00					
	7/17	Sam	4.00	\$25.00	\$100.00					
	7/17	Jake	4.00	\$25.00	\$100.00					
PLANTS		Plants			\$501.78					
		Mulch, DH (1") /	0.50	\$44.00	\$22.00					
		Plant PickUp (Ja	2.00	\$25.00	\$50.00					
Garden	10/11	PL Jess	6.00	\$31.00	\$186.00					
	10/11	Gio	6.00	\$25.00	\$150.00					
	10/12	PL Jess	4.50	\$31.00	\$139.50					
	10/12	Gio	4.50	\$25.00	\$112.50					
					TOTAL EXP	\$2,180.78	\$3,435.22	61.17%		
Shade Garden,										
2500 sf MTR	Kramer, Kay		\$24,089.00							

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
		Rental: Pick up Truck - HRR			\$215.39					
		Rental: 5 Yd Dun	0.50	\$476.00	\$238.00				\$425+tax Weekly - split w. Ouellett	
		Rental: Mud Buggy (tracks) - A-Z			\$325.00					
		Rental: Enclosed Trailer - A-Z			\$72.50				8 HR Rate	
		Dump Fees			\$325.00				\$165 mon July 10 \$160 tues July 11	
		Mulch, Dk Hrd (2	16.00	\$44.00	\$704.00					
		Mulch Delivery			\$170.00					
		"Compost"	3.50	\$47	\$164.50					
		Topsoil	3.00	\$38	\$114.00					
		Bonemeal			\$16.22					
		Plants (Woodland Shade Garden			\$468.00				\$468 (Gertens)	
		Dry Poll Sun Garden			\$416.00				\$416 (Glacial Ridge)	
		Flagstones (sf)			\$698.00					
		Boulders			\$99.95					
		Petrol (Rentals)			\$40.00					
7/10	Ashanti		8.50	\$25.00	\$212.50					
7/10	Gio (PL)		9.50	\$31.00	\$294.50					
7/10	Zach S. (PL)		11.50	\$31.00	\$356.50					
7/11	Gio (PL)		8.00	\$31.00	\$248.00					
7/11	Caden		10.50	\$25.00	\$262.50					
7/11	Heath		9.00	\$25.00	\$225.00					
7/11	Zach S. (PL)		10.75	\$31.00	\$333.25					
7/12	Gio (PL)		8.50	\$31.00	\$263.50					
7/12	Aidan		9.50	\$25.00	\$237.50					
7/12	Caden		10.50	\$25.00	\$262.50					
7/12	Zach S. (PL)		10.50	\$31.00	\$325.50					
7/13	Gio (PL)		9.00	\$31.00	\$279.00					
7/13	Griffin		8.00	\$25.00	\$200.00					
7/13	Ashanti		7.00	\$25.00	\$175.00					
7/13	Zach S. (PL)		11.00	\$31.00	\$341.00					
7/14	Gio (PL)		3.50	\$31.00	\$108.50					
7/14	Jake		4.50	\$25.00	\$112.50					
7/14	Sam		4.50	\$25.00	\$112.50					
7/14	Zach S. (PL)		5.00	\$31.00	\$155.00					
					TOTAL EXP	\$8,571.31	\$15,517.69	64.42%		

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
	6/21	Gio (PL)	2.50	\$31.00	\$77.50					
					TOTAL EXP	\$94.50	\$255.50	73.00%		
		Mike Hime	\$399.00					0		
		CleanSweep, blanket (\$17/1000 sf)	1.50	\$17.00	\$25.50					
	6/21	Gio (PL)	2.50	\$31.00	\$77.50					
					TOTAL EXP	\$103.00	\$296.00	74.19%		
		Barbara Glaser	\$216.00							
		"Compost"	0.50	\$47	\$23.50				Should have taken half as long (2 h	
	6/21	Gio (PL)	4.40	\$31.00	\$136.40					
					TOTAL EXP	\$159.90	\$56.10	25.97%		
		' Soil Prep / DryPoll Garden								
		Jaime Long	\$3,709.00							
		MB								
		Edging, Blk Diarr	25.00	\$1.00	\$25.00					
		Dump Fees (sod	1.00	\$40.00	\$40.00					
		Compost, bagged	5.00	\$7.00	\$35.00					
		DH Mulch / cy	1.75	\$44.00	\$77.00					
		Plants			\$190.00				Dry Pollinator Garden	
		Dump Trailer (4y	1.00	\$125.00	\$125.00					
	6/20	Zach S. (PL)	6.50	\$31.00	\$201.50					
	6/20	Aiden	11.00	\$25.00	\$275.00					
	6/20	Bob	0.00	\$31.00	\$0.00					
					TOTAL EXP	\$968.50	\$2,740.50	73.89%		
		is - 250 sf Red Creeping Thyme								
		is - Dry Pol 300 SF								

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
	Linda Jones		\$6,342.00						2 Projects in 1 da	
	MB									
		Dump Fees (sod	1.00	\$30.00	\$30.00					
		"Compost"	3.50	\$47	\$164.50					
		DH Mulch / cy	2.00	\$44.00	\$88.00					
		Flagstone, Chilto	689 lbs		\$144.69					
		Plants			\$891.00					
	6/14	Zach S. (PL)	9.75	\$31.00	\$302.25					
	6/14	Alex	10.00	\$25.00	\$250.00					
	6/15	Zach S. (PL)	9.00	\$31.00	\$279.00					
	6/15	Ashanti	9.50	\$25.00	\$237.50					
	6/15	Bob	0.00	\$31.00	\$0.00					
		Bob remedial	0.00	\$31.00	\$0.00					
					TOTAL EXP	\$2,386.94	\$3,955.06	62.36%		
00 sf, DryPol Garden										
	Maggie Mahoney		\$5,791.00							
		Dump Trailer (4yr	2.00	\$125.00	\$250.00					
		Baretto Tiller (9hr	2.00	\$90.00	\$180.00					
		Plants			\$431.00					
		DH Mulch / cy	4.00	\$44.00	\$176.00					
		Flagstones (sf)	38	\$10.00	\$380.00				1200 lbs = \$379.48	
		Edging: Black Di	60.00	\$1.00	\$60.00					
		"Compost"	1.50	\$47	\$70.50					
	6/12	Zach S. (PL)	9.00	\$31.00	\$279.00					
	6/12	Gio (PL)	7.25	\$31.00	\$224.75					
	6/12	Michael L.	8.00	\$25.00	\$200.00					
	6/12	Bob	0.50	\$31.00	\$15.50					
	6/13	Zach S. (PL)	6.25	\$31.00	\$193.75					
	6/13	Gio (PL)	5.50	\$31.00	\$170.50					
	6/13	Griffin	8.25	\$25.00	\$206.25					
		Jamie time	3.00	\$20.00	\$60.00					
		Jamie mileage							41 miles	
	6/20	Zach S. Remedie	3.50	\$31.00	\$108.50					

OB Projects + Profitability_2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	Contribution to overhead 100%	Profit Margin	Comments/ Notes	Time & Materials
				TOTAL EXP		\$3,005.75	\$2,785.25	48.10%	
m, boulders,									
	Shana Bestel		\$16,492.00					originally sold by Aaryn Wilson	
	AW								
		HRR 4 yd dump	1.00	\$425.00	\$425.00	weekly rate			
		HRR Treeball Ca	1.00	\$90.00	\$90.00	weekly rate			
		HRR Power Bug	1.00	\$600.00	\$600.00	weekly rate			
		dump fees (sod)	3.00	\$40.00	\$120.00				
		Compost (CowsM	1.00	47	\$47.00				
		top soil, cy	10.00	\$18.00	\$180.00				
		nine 18" boulders, Superior Trap			\$261.00			From Gertens - \$113	
		Mulch, Cedar cy	8.00	\$90.00	\$720.00				
		Edging: Black Di	170.00	\$1.00	\$170.00				
		Plants			\$367.85			Glacial Ridge - \$254.85	
		Jamie Plant Pick	3.00	\$20.00	\$60.00				
		Jamie miles						41 miles	
		6/7 Zach S. (PL)	11.00	\$31.00	\$341.00				
		6/7 Gio (PL)	10.00	\$31.00	\$310.00				
		6/7 Bryn	10.00	\$25.00	\$250.00				
		6/7 Garret	10.00	\$25.00	\$250.00				
		6/7 Bob	8.00	\$31.00	\$248.00			Hard ground, green crew	
		6/8 Zach S. (PL)	8.00	\$31.00	\$248.00			Too many plants - % of plants in pl	
		6/8 Aiden	10.00	\$25.00	\$250.00			Plants were tiny!	
		6/8 Michael L.	10.00	\$25.00	\$250.00				
		6/8 Bob	6.00	\$31.00	\$186.00				
		6/9 Zach S. (PL)	12.00	\$31.00	\$372.00				
		6/9 Aiden	11.00	\$25.00	\$275.00				
		6/9 Bryn	11.00	\$25.00	\$275.00				
		6/9 Bob	5.00	\$31.00	\$155.00				
		6/10 Zach S. (PL)	4.50	\$31.00	\$139.50				
		6/10 Aiden	3.50	\$25.00	\$87.50				
		6/10 Jake	3.50	\$25.00	\$87.50				
		6/10 Bob	0.00	\$31.00	\$0.00				
ace-Replant dead		8/31 Plant Pick-Up - J	2.00	\$20.00	\$40.00				

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
	8/31	Plants - Remedial			\$132.83				Glacial Ridge - \$132, Gertens -	
	9/2	Karen N.	7.50	\$25.00	\$187.50					
					TOTAL EXP	\$7,125.68	\$9,366.32	56.79%		
1		Rachel Flynn	\$677.00							
		Boulders	1.5 tons		\$99.95				\$677 per ton - used 1.5 tons new pricing - \$850 per ton	
	6/2	Alex	8.50	\$25.00	\$212.50					
	6/2	Ashanti	8.50	\$25.00	\$212.50				Green labor + half ton more materi	
	6/2	Bob	2.00	\$31.00	\$62.00					
		Bob remedial	0.00	\$31.00	\$0.00					
		PL remedial	0.00	\$20.00	\$0.00					
					TOTAL EXP	\$586.95	\$90.05	13.30%		
	6/1	Karen Noll	\$310.00							
		Mulch, Cedar cy	1.00	\$90.00	\$90.00					
		Plants			\$195.00					
		Jamie Plant Pick	3.00	\$20.00	\$60.00					
	6/1	Ashanti	8.50	\$25.00	\$212.50				Poorly planted plants - Training Cre	
	6/1	Bob	1.00	\$31.00	\$31.00					
	6/1	Michael	9.00	\$25.00	\$225.00					
	6/1	Aiden	9.00	\$25.00	\$225.00					
	6/1	Jake	4.00	\$25.00	\$100.00					
	6/7	Aiden Remedial	4.00	\$25.00	\$100.00					
	6/13	Gio Remedial	3.00	\$31.00	\$93.00					
					TOTAL EXP	\$2,453.78	-\$2,143.78	-691.54%		
Garden - 200sf										
6/1	Frances Prekker		\$3,277.00							
		dump fees (sod)	1.00	\$40.00	\$40.00					

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
		Compost, bagger	6.00	\$7.00	\$42.00					
		Mulch, Cedar	1.50	\$90.00	\$135.00					
		Top. Soil	0.25	\$38.00	\$9.50					
		Flagstone, Chilto	689 lbs		\$144.69					
		Plants			\$365.00				Too many plants	
		Jamie Plant Pick	2.00	\$20.00	\$40.00					
	6/1	Aiden	6.50	\$25.00	\$162.50				Green Crew	
	6/1	Jake	6.50	\$25.00	\$162.50					
	6/1	Bob	2.00	\$31.00	\$62.00					
					TOTAL EXP	\$3,081.64	\$195.36	5.96%		
Drt Rpr 1000sf										
	5/20	Tremelat	\$345.00							
		100% Fescue, ba	1.50	\$29.00	\$43.50					
		Pellet Mulch	1.50	\$22.00	\$33.00					
		Rental, Slit-Seed	0.50	\$135.00	\$67.50					
	5/20	Ashanti	4.00	\$25.00	\$100.00				hrs est	
	5/20	Bob	0.00	\$31.00	\$0.00					
					TOTAL EXP	\$244.00	\$101.00	29.28%		
Drt Rpr 1500sf										
	5/20	Paul Nicholas	\$253.00						Employee pricing	
		Fescue, bare see	1.50	\$29.00	\$43.50					
		Erosion Blankets	0.50	\$129.00	\$64.50					
		Compost, bag	4.00	\$7.00	\$28.00					
		Pellet Mulch	1.50	\$22.00	\$33.00					
	5/20	Mikah	6.50	\$25.00	\$162.50				hrs est	
	5/20	Aiden	6.50	\$25.00	\$162.50					
	5/20	Heath	6.50	\$25.00	\$162.50					
	5/20	Griffin	6.50	\$25.00	\$162.50				hrs est	
	5/20	Bob	3.00	\$31.00	\$93.00					
					TOTAL EXP	\$912.00	-\$659.00	-260.47%		

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
Drt Rpr 7000sf										
5/19	Myszka		\$870.00							
		bare seed fescue	1.50	\$29.00	\$43.50					
		soil builder	1.50	\$10.00	\$15.00					
		pellet mulch	1.50	\$22.00	\$33.00					
		Rental, Slit-Seed	0.33	\$135.00	\$44.55					
5/19	Ashanti		3.75	\$25.00	\$93.75				hrs est	
5/19	Bob		0.25	\$31.00	\$7.75					
					TOTAL EXP	\$237.55	\$632.45	72.70%		
?10sf										
	Dan Voss		\$795.00	(Total amount - \$1,665.00 - minus \$870 Pocket Poll Garden, 100sf)						
5/19	Bob									
		Roll Cardboard (r	0.30	\$86.00	\$25.80					
		Dk Hrdwd mulch	0.50	\$44.00	\$22.00					
		Edging: Black Di	60.00	\$1.00	\$60.00					
5/19	Griffin		6.20	\$25.00	\$155.00					
5/19	Alex		5.75	\$25.00	\$143.75					
5/19	Bob		1.00	\$31.00	\$31.00					
		Bob remedial	0.00	\$31.00	\$0.00					
		Jamie remedial	0.00	\$20.00	\$0.00					
					TOTAL EXP	\$437.55	\$357.45	44.96%		
	John Litell		\$2,626.00							
5/18	MB									
		dump fees (sod)	1.25	\$40.00	\$50.00					
		Garden Blend To	1.00	\$76.00	\$76.00					
		boards for raised beds			\$763.00				pricing master	
		Mulch, Dk Hrdwd	2.50	\$44.00	\$110.00					
		Erosion Blnkt, Ne	1.60	\$129.00	\$206.40					
5/18	Alex		3.00	\$25.00	\$75.00					
5/18	Griffin		3.00	\$25.00	\$75.00					

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
	5/18	Bob	1.00	\$31.00	\$31.00					
	5/19	Alex?	3.00	\$25.00	\$75.00					
	5/19	Griffin??	3.00	\$25.00	\$75.00					
		Bob Remedial	2.00	\$31.00	\$62.00					
		Gio Remedial	1.00	\$31.00	\$31.00					
					TOTAL EXP	\$1,629.40	\$996.60	37.95%		
10sf										
		Jude Lampson	\$359.00						bid only covered mulch, not sheet c	
	5/17	MB								
		Roll Cardboard (r	0.70	\$86.00	\$60.20					
		Mulch, Dk Hrdwd	1.50	\$44.00	\$66.00					
	5/17	Michael	4.00	\$25.00	\$100.00					
	5/17	Leif	4.00	\$25.00	\$100.00					
	5/17	Bob	0.00	\$31.00	\$0.00					
					TOTAL EXP	\$326.20	\$32.80	9.14%		
& Clean Up										
		Tom & Lorie Grabowski	\$1,157.00						we had lots of extra plants left over	
	5/17/2023									
		Plants (15sf Purp			\$102.00					
		Mulch, Dk Hrdwd	1.25	\$44.00	\$55.00					
		Jamie - Gerten's	2.00	\$20.00	\$40.00					
	5/17	Michael	3.00	\$25.00	\$75.00					
	5/17	Aiden	3.00	\$25.00	\$75.00					
	5/17	Bob	2.00	\$31.00	\$62.00					
		Bob remedial	0.00	\$31.00	\$0.00					
					TOTAL EXP	\$409.00	\$748.00	64.65%		
		BATCH								
ects 5,700sf		total revenue:	\$792.00							

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/Notes	Time & Materials
	Grace Skemp Dymond		\$387.00							
	Sherrie Kutzler		\$405.00							
	Sharon Hepler (Remedial)		\$0.00							
	Alason McFarland (Remedial)		\$0.00							
		Rental - slit seed	1.00	\$135.00	\$135.00					
		EcoBlend 1k sf	5.7	\$9.00	\$51.30					
		soil builder, 1k sf	5.7	\$10.00	\$57.00					
		pellet mulch	5.7	\$16.00	\$91.20					
	5/12	Leif	9.50	\$25.00	\$237.50					
	5/12	Ashanti	9.50	\$25.00	\$237.50					
	5/12	Bob	1.50	\$31.00	\$46.50					
					TOTAL EXP	\$856.00	-\$64.00	-8.08%		
	oil Prep (no seed)									
	Bill Mitchell		\$2,682.00							
5/10	MB									
		HRR 4 yd dump	2.00	\$125.00	\$250.00					
		dump fees (sod)	1.30	\$45.00	\$58.50					
		Compost, cy	0.75	\$47.00	\$35.25					
		Dump Trailer Rental			\$280.00					
	5/10	Ashanti	6.00	\$25.00	\$150.00					
	5/10	Bob	6.00	\$31.00	\$186.00					
	5/11	Ashanti	9.50	\$25.00	\$237.50					
	5/11	Griffin	9.50	\$25.00	\$237.50					
	5/11	Bob	3.00	\$31.00	\$93.00					
		Bob remedial	0.00	\$31.00	\$0.00					
					TOTAL EXP	\$1,527.75	\$1,154.25	43.04%	Bid too low?	
	1500 SF front and boulevard									
5/6	Jodi Underwood		\$450.00							
		bare seed fescue	1.50	\$29.00	\$43.50					

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/Notes	Time & Materials
		soil builder	1.50	\$10.00	\$15.00					
		pellet mulch	1.50	\$22.00	\$33.00					
	5/6	Mikah	9.50	\$25.00	\$237.50					
	5/6	Zach A	8.00	\$25.00	\$200.00				hrs est	
					TOTAL EXP	\$529.00	-\$79.00	-17.56%		
scue 900 sf, shady way 700 sf, garden prep 500 sf)										
CANCELED	Becky Kane		\$6,007.00							
5/1	MB									
		HRR dingo, daily	1.00	\$437.00	\$437.00					
		HRR 4 yd dump	1.00	\$125.00	\$125.00					
		HRR chain saw [	1.00	\$150.00	\$150.00					
		dump fees (sod)	1.00	\$40.00	\$40.00					
		dump fees (sod)	1.00	\$40.00	\$40.00					
		Compost, bagged	26.00	\$7.00	\$182.00					
		erosion blankets,	1.60	\$129.00	\$206.40					
		Shady way seed,	0.70	\$21.00	\$14.70					
		fescue seed, 1ks	0.90	\$29.00	\$26.10					
		pellet mulch, 1ks	1.60	\$32.00	\$51.20					
		top soil, cy	6.00	\$18.00	\$108.00					
	11/8	Jess	0.00	\$31.00	\$0.00					
	11/8	Tori	0.00	\$25.00	\$0.00					
	11/8	Bob	0.00	\$31.00	\$0.00					
	11/9	Jess	0.00	\$31.00	\$0.00					
	11/9	Tori	0.00	\$25.00	\$0.00					
	11/9	Bob	0.00	\$31.00	\$0.00					
		Bob remedial	0.00	\$31.00	\$0.00					
		Jamie remedial	0.00	\$20.00	\$0.00					
					TOTAL EXP	\$1,380.40	\$4,626.60	77.02%		
FEES										

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
		4 yd dump trailer	1.00	\$125.00	\$125.00				HRR / day	
		4 yd dump trailer	1.00	\$500.00	\$500.00				HRR / week	
		5 yd dump trailer	1.00	\$150.00	\$150.00				HRR / day	
		5 yd dump trailer	1.00	\$525.00	\$525.00				HRR / week	
		Boulder cart (HRR)								
		Mud Buggy								
		Dingo [4]	1.00	\$437.00	\$437.00				HRR / day	
		Baretto Tiller (9h)	1.00	\$130.00	\$130.00				HRR / day	
		Baretto Tiller (9h)	1.00	\$390.00	\$390.00				HRR / week	
		Core Aerator (wa)	1.00	\$115.00	\$115.00				HRR / day	
		Core Aerator (wa)	1.00	\$335.00	\$335.00				HRR / week	
		Slit-Seeder (A-Z)	1.00	\$140.00	\$140.00				A-Z / day	
		Slit-Seeder (A-Z)	1.00	\$545.00	\$545.00				A-Z / week	
		Excavator, John	1.00	\$315.00	\$315.00				HRR / day	
		Erosion blankets	1.00	\$142.00	\$142.00					
		Roll Cardboard	1.00	\$86.00	\$86.00					
		Edging: Black Di	170.00	\$1.17	\$198.90					
		Edging, Aluminur	1.00	\$78.50	\$78.50				Gertens	
		Edging, Aluminur	1.00	\$100.25	\$100.25				Gertens	
		CleanSweep, BLNKT / 1000 SF	1.00	\$32.68	\$32.68					
		CleanSweep, SPOT / 1000 SF	1.00	\$30.04	\$30.04					
		Sod & Soil - dum	1.00	\$35.00	\$35.00				Hiawatha Supply	
		Brush & Log - du	1.00	\$45.00	\$45.00				Hiawatha Supply	
		Junk Soil - dump	1.00	\$45.00	\$45.00				Hiawatha Supply	
		Waste - dump fee	1.00	\$40.00	\$40.00				Hiawatha Supply	
		Organics - dump	1.00	\$30.00	\$30.00				Hiawatha Supply	
		Yard Waste - dur	1.00	\$10.00	\$10.00				The Mulch Store, Burnsville	
		Mulch, Cedar cy	10.00	\$90.00	\$900.00				Hiawatha Supply	
		Mulch, Dk Hrdwd	1.25	\$44.00	\$55.00				Hiawatha Supply	
		top soil, cy	15.00	\$18.00	\$270.00				Hiawatha Supply	

OB Projects + Profitability _2023

Date	Customer	Project Lead	Revenue Amt	Expense to/for	Expense Amt	100%	Contribution to overhead	Profit Margin	Comments/ Notes	Time & Materials
		Compost, bagged	5.00	\$7.00	\$35.00				Kliers	
		Compost (CowsM	1.00	\$74	\$74.00					
		Compost, bulk	1.00	\$47	\$47.00				Hiawatha Supply	
		Boulders, 6" - 15'	142.00	lbs	\$179.93				Gertens	
		Flagstone - Oklahoma Bluestone								
		Flagstone - Chilton								
		Seed, Fescue	0.40	\$29.00	\$11.60					
		Seed, Annual Rye (\$23/1000 sf)	1.75	\$23	\$40.25					
		Seed, Annual Ry	1	0.85	\$1					
		Clean Sweep BL	1.00	\$5.30	\$5.30				BLNKT per 1000 SF	
		Clean Sweep SP	1.00	\$2.70	\$2.70				SPOT per 1000 SF	
		Pellet Mulch / 10'	1.00	\$25.00	\$25.00					
		Slit-Seed / 1000 :	1.00	\$25.00	\$25.00				Average per 1000 SF	

[1] Daily rates (2023):
TX1000 wide bucket \$275/day
econoplane \$32/day
tiller #130/day
4 yd dump \$100/day
total \$472/day

[2] Daily rate 2023: \$125

[3] Daily rate 2023: \$150/day 16" gas powered

[4] Daily rates (2023):
TX1000 wide bucket \$275/day
econoplane \$32/day
tiller #130/day
4 yd dump \$100/day
total \$472/day