

SAMPLE P&L

We have put together a sample profit and loss report to show you what a typical report should look like each month. If done accurately and consistently each month, you should be able to make financial business decisions based on facts instead of hunches.

Income	Total	Police	PPI	Retail	Commercial	Auto Clubs	Cost To Revenue Ratio
Light Duty							
7350	\$ 9,840.00	\$ 1,300.00	\$ 2,000.00	\$ 840.00	\$ 1,800.00	\$ 3,900.00	
7351	\$ 11,255.00	\$ 1,800.00	\$ 75.00	\$ 580.00	\$ 3,200.00	\$ 5,600.00	
7352	\$ 11,300.00	\$ 1,200.00	\$ 1,200.00	\$ 2,500.00	\$ 1,600.00	\$ 4,800.00	
Heavy Duty							
9215	\$ 12,100.00	\$ 4,500.00		\$ 4,200.00	\$ 1,800.00	\$ 1,600.00	
9216	\$ 10,000.00	\$ 1,200.00	\$ 2,200.00	\$ 3,000.00	\$ 2,800.00	\$ 800.00	
9217	\$ 13,400.00	\$ 6,400.00		\$ 2,600.00	\$ 3,200.00	\$ 1,200.00	
Total Revenue Towing	\$ 67,895.00	\$ 16,400.00	\$ 5,475.00	\$ 13,720.00	\$ 14,400.00	\$ 17,900.00	
Auction Revenue	\$ 5,345.00	\$ 2,930.00	\$ 2,415.00				
Storage	\$ 18,197.00	\$ 11,319.00	\$ 6,878.00				
Total Revenue Auction/Storage	\$ 23,542.00	\$ 14,249.00	\$ 9,293.00				
Total Revenue	\$ 91,437.00	\$ 30,649.00	\$ 14,768.00	\$ 13,720.00	\$ 14,400.00	\$ 17,900.00	
Calls Run per Category	1415	290	218	222	265	420	
% of Total Calls		20.5%	15.4%	15.7%	18.7%	29.7%	
% of Towing Revenue	\$ 91,437.00	33.5%	16.2%	15.0%	15.7%	19.6%	
Expenses							
Wages Tow Operators	\$ 19,872.00	\$ 6,660.95	\$ 3,209.53	\$ 2,981.77	\$ 3,129.55	\$ 3,890.21	21.73%
Overtime Wages	\$ 1,027.00	\$ 344.24	\$ 165.87	\$ 154.10	\$ 161.74	\$ 201.05	1.12%
Total Tow Operator Wages	\$ 20,899.00	\$ 7,005.19	\$ 3,375.40	\$ 3,135.87	\$ 3,291.29	\$ 4,091.26	22.86%
Wages Dispatch	\$ 2,210.00	\$ 740.78	\$ 356.94	\$ 331.61	\$ 348.04	\$ 432.64	2.42%
Wages Mechanic	\$ 1,800.00	\$ 603.35	\$ 290.72	\$ 270.09	\$ 283.47	\$ 352.37	1.97%
Wages Auction & Storage	\$ 1,745.00	\$ 584.91	\$ 281.84	\$ 261.83	\$ 274.81	\$ 341.61	1.91%
Wages Administration/Owner	\$ 11,136.00	\$ 3,732.70	\$ 1,798.58	\$ 1,670.94	\$ 1,753.76	\$ 2,180.02	12.18%
Total Admin/Office Wages	\$ 16,891.00	\$ 5,661.74	\$ 2,728.07	\$ 2,534.47	\$ 2,660.09	\$ 3,306.64	18.47%
Total Payroll Taxes	\$ 2,303.00	\$ 771.95	\$ 371.96	\$ 345.56	\$ 362.69	\$ 450.84	2.52%
Total Holiday	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%
Total Vacation	\$ 370.00	\$ 124.02	\$ 59.76	\$ 55.52	\$ 58.27	\$ 72.43	0.40%
Total Health & Dental	\$ 3,200.00	\$ 1,072.62	\$ 516.83	\$ 480.16	\$ 503.95	\$ 626.44	3.50%
Other Benefits	\$ 444.00	\$ 148.83	\$ 71.71	\$ 66.62	\$ 69.92	\$ 86.92	0.49%
Workers Comp	\$ 1,834.00	\$ 614.74	\$ 296.21	\$ 275.19	\$ 288.83	\$ 359.03	2.01%
Misc Labor	\$ 258.00	\$ 86.48	\$ 41.67	\$ 38.71	\$ 40.63	\$ 50.51	0.28%
Total Payroll Taxes/Benefits	\$ 8,409.00	\$ 2,818.63	\$ 1,358.14	\$ 1,261.76	\$ 1,324.30	\$ 1,646.17	9.20%
Total Operating Labor	\$ 46,199.00	\$ 15,485.56	\$ 7,461.61	\$ 6,932.10	\$ 7,275.67	\$ 9,044.06	50.53%
Total Labor Cost Percentage	51%						
Truck Lease	\$ 4,800.00	\$ 1,608.92	\$ 775.25	\$ 720.23	\$ 755.93	\$ 939.66	5.25%
Depreciation-Truck	\$ 1,894.00	\$ 634.85	\$ 305.90	\$ 284.19	\$ 298.28	\$ 370.78	2.07%
Truck Maintenance & Tires	\$ 1,504.00	\$ 504.13	\$ 242.91	\$ 225.67	\$ 236.86	\$ 294.43	1.64%
Fuel & Oil	\$ 8,200.00	\$ 2,748.58	\$ 1,324.38	\$ 1,230.40	\$ 1,291.38	\$ 1,605.26	12.08%
Insurance	\$ 3,200.00	\$ 1,072.62	\$ 516.83	\$ 480.16	\$ 503.95	\$ 626.44	3.50%
Damage	\$ 1,722.00	\$ 577.20	\$ 278.12	\$ 258.38	\$ 271.19	\$ 337.10	1.88%
Radio, Pagers & Cell	\$ 1,200.00	\$ 402.23	\$ 193.81	\$ 180.06	\$ 188.98	\$ 234.92	6.59%
Highway Tax & License	\$ 1,723.00	\$ 577.54	\$ 278.28	\$ 258.53	\$ 271.35	\$ 337.30	1.88%
Misc. Vehicle Exp	\$ 206.00	\$ 69.05	\$ 33.27	\$ 30.91	\$ 32.44	\$ 40.33	0.23%
Total Vehicle Expense	\$ 24,449.00	\$ 8,195.12	\$ 3,948.76	\$ 3,668.54	\$ 3,850.36	\$ 4,786.21	26.74%
Rent Building	\$ 3,000.00	\$ 1,005.58	\$ 484.53	\$ 450.15	\$ 472.46	\$ 587.29	3.28%
Depreciation Building	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%
Property Tax	\$ 350.00	\$ 117.32	\$ 56.53	\$ 52.52	\$ 55.12	\$ 68.52	0.38%
Utilities	\$ 350.00	\$ 117.32	\$ 56.53	\$ 52.52	\$ 55.12	\$ 68.52	0.38%
Telephone	\$ 900.00	\$ 301.67	\$ 145.36	\$ 135.04	\$ 141.74	\$ 176.19	0.98%
Total Facility	\$ 4,600.00	\$ 1,541.89	\$ 742.95	\$ 690.22	\$ 724.43	\$ 900.51	5.03%
Continuing Education	\$ 600.00	\$ 201.12	\$ 96.91	\$ 90.03	\$ 94.49	\$ 117.46	
Uniform & Safety Equip	\$ 181.00	\$ 60.67	\$ 29.23	\$ 27.16	\$ 28.50	\$ 35.43	0.20%
Dep Office Equipment	\$ 29.00	\$ 9.72	\$ 4.68	\$ 4.35	\$ 4.57	\$ 5.68	0.03%
Title Search	\$ 1,322.00	\$ 793.20	\$ 528.80	\$ -	\$ -	\$ -	1.45%
Travel Entertainment	\$ 450.00	\$ 150.84	\$ 72.68	\$ 67.52	\$ 70.87	\$ 88.09	0.49%
Advertising	\$ 3,800.00	\$ 1,273.73	\$ 613.74	\$ 570.18	\$ 598.44	\$ 743.90	4.16%
Computer Support	\$ 600.00	\$ 201.12	\$ 96.91	\$ 90.03	\$ 94.49	\$ 117.46	0.66%
Total Office Expense	\$ 600.00	\$ 201.12	\$ 96.91	\$ 90.03	\$ 94.49	\$ 117.46	0.66%
Bank & Credit Card Fees	\$ 480.00	\$ 160.89	\$ 77.52	\$ 72.02	\$ 75.59	\$ 93.97	0.52%
Postage & Delivery	\$ 238.00	\$ 79.78	\$ 38.44	\$ 35.71	\$ 37.48	\$ 46.59	0.26%
Bank Charges	\$ 200.00	\$ 67.04	\$ 32.30	\$ 30.01	\$ 31.50	\$ 39.15	0.22%
Business License & Fees	\$ 150.00	\$ 50.28	\$ 24.23	\$ 22.51	\$ 23.62	\$ 29.36	0.16%
Bad Debt Written Off	\$ 200.00	\$ 67.04	\$ 32.30	\$ 30.01	\$ 31.50	\$ 39.15	0.22%
Legal Actg & Prof	\$ 200.00	\$ 67.04	\$ 32.30	\$ 30.01	\$ 31.50	\$ 39.15	0.22%
Misc Operating Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%
Total Operating Expense	\$ 9,050.00	\$ 3,383.57	\$ 1,776.95	\$ 1,159.58	\$ 1,217.05	\$ 1,512.86	9.90%
Total Admin Expenses	\$ 38,099.00	\$ 13,120.58	\$ 6,468.66	\$ 5,518.34	\$ 5,791.84	\$ 7,199.58	41.67%
Net Income	\$ 7,139.00	\$ 2,042.86	\$ 837.74	\$ 1,269.56	\$ 1,332.48	\$ 1,656.35	7.81%
Total Expenses Including Payroll	\$ 84,298.00	\$ 28,606.14	\$ 13,930.26	\$ 12,450.44	\$ 13,067.52	\$ 16,243.65	92.19%
Cost Per Call	\$ 59.57	\$ 98.64	\$ 63.90	\$ 56.08	\$ 49.31	\$ 38.68	