

Hendricks Consulting LLC

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 Los Angeles, CA 90505
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Company YTD Comparison

Printed on: 9/13/2012

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| Details | 1/1/2011 - 7/1/2011 | 1/1/2012 - 7/1/2012 | % Change |
|------------------------------------|---------------------|---------------------|----------------|
| Billing | | | |
| Service | \$24,098.75 | \$622,889.70 | 2,484.74% |
| Expense | \$7,588.83 | \$9,625.96 | 26.84% |
| Main Tax | \$0.00 | \$110.49 | 0.00% |
| Discount | \$0.00 | \$0.00 | 0.00% |
| Billing Review Retainer | \$0.00 | \$3,500.00 | 0.00% |
| Net Bill | \$31,687.58 | \$629,126.16 | 1,885.40% |
| Late Fee | \$65.62 | \$0.00 | -100.00% |
| Payment | | | |
| <u>Cash Receipts</u> | | | |
| Check Cash Credit-Card Money Order | \$19,450.00 | \$130,515.00 | 571.03% |
| E-Check EFT PayPal Wire-Transfer | \$125,000.00 | \$200.00 | -99.84% |
| Total | \$144,450.00 | \$130,715.00 | -9.51% |
| <u>Non-Cash Receipts</u> | | | |
| Use Retainer | \$0.00 | \$0.00 | 0.00% |
| Costs | | | |
| <u>Service Billable</u> | | | |
| Employee | \$6,952.25 | \$140,721.51 | 1,924.11% |
| Vendor | \$2,839.86 | \$1,100.00 | -61.27% |
| <u>Service Non-Billable</u> | | | |
| Employee | \$5,726.00 | \$3,269.50 | -42.90% |
| Service Total: | \$15,518.11 | \$145,091.01 | 834.98% |
| <u>Expense Billable</u> | | | |
| Employee | \$815.76 | \$8,505.28 | 942.62% |
| Vendor | \$6,363.45 | \$25,375.00 | 298.76% |
| <u>Expense Non-Billable</u> | | | |
| Vendor | \$0.00 | \$4,325.00 | 0.00% |
| Expense Total: | \$7,179.21 | \$38,205.28 | 432.17% |
| Costs Total: | \$22,697.32 | \$183,296.29 | 707.57% |
| Spent | | | |
| <u>Service Billable</u> | | | |
| Employee | \$13,951.25 | \$301,450.25 | 2,060.74% |
| Vendor | \$3,957.14 | \$1,200.25 | -69.67% |
| <u>Service Non-Billable</u> | | | |
| Employee | \$11,530.00 | \$6,705.00 | -41.85% |
| Service Total: | \$29,438.39 | \$309,355.50 | 950.86% |
| <u>Expense Billable</u> | | | |
| Employee | \$878.76 | \$9,035.78 | 928.24% |
| Vendor | \$6,374.80 | \$25,375.00 | 298.05% |
| <u>Expense Non-Billable</u> | | | |
| Vendor | \$0.00 | \$4,325.00 | 0.00% |
| Expense Total: | \$7,253.56 | \$38,735.78 | 434.02% |
| Spent Total: | \$36,691.95 | \$348,091.28 | 848.69% |

This new powerful report allows you to evaluate how your company was performing during the same date range for the previous year. It provides a useful snapshot of your company's performance. The report compares your billing, payments, costs and spent amounts along with percent change for the current year-to-date and previous year-to-date periods.

Hendricks Consulting LLC

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General Ledger (as of)

Printed on: 9/13/2012

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As of: 2/15/2012

Accrual Basis

| Date | Num | Type | Split / Memo | Debit | Credit | Balance |
|----------------------------------|------|--------------|---|---------------------|---------------------|----------------------|
| 10000-Checking | | | | | | |
| | | | Balance Forward | \$171,000.00 | \$228,056.70 | (\$57,056.70) |
| 2/15/2012 | 12 | Check | 6011-Outside Consultants | | \$3,700.00 | (\$60,756.70) |
| 2/15/2012 | 14 | Check | 6560-Payroll Expenses <i>Pay period 02/01/2012 - 02/15/2012</i> | | \$2,250.00 | (\$63,006.70) |
| 2/15/2012 | 16 | Check | 6560-Payroll Expenses <i>Pay period 02/01/2012 - 02/15/2012</i> | | \$1,758.50 | (\$64,765.20) |
| 2/15/2012 | 19 | Check | 6560-Payroll Expenses <i>Pay period 02/01/2012 - 02/15/2012</i> | | \$1,890.00 | (\$66,655.20) |
| 2/15/2012 | 21 | Check | 6560-Payroll Expenses <i>Pay period 02/01/2012 - 02/15/2012</i> | | \$2,337.50 | (\$68,992.70) |
| 2/29/2012 | 23 | Check | 6255-Postage and Delivery | | \$1,355.00 | (\$70,347.70) |
| 3/14/2012 | 15 | Check | -Split- | | \$362.50 | (\$70,710.20) |
| 3/15/2012 | | Bank Deposit | -Split- | \$188,200.00 | | \$117,489.80 |
| 3/19/2012 | 13 | Check | -Split- | | \$962.50 | \$116,527.30 |
| 3/28/2012 | 11 | Check | 6192-Medical Insurance <i>for the period 03/01/2012 - 06/30/2012</i> | | \$23,500.00 | \$93,027.30 |
| 3/30/2012 | 24 | Check | 6255-Postage and Delivery | | \$789.50 | \$92,237.80 |
| 4/6/2012 | 17 | Check | -Split- | | \$362.50 | \$91,875.30 |
| 4/10/2012 | 21 | Check | 6100-Advertising Expense <i>Newspaper marketing</i> | | \$4,500.00 | \$87,375.30 |
| 10000-Checking Total: | | | | \$359,200.00 | \$271,824.70 | \$87,375.30 |
| 10500-Savings | | | | | | |
| | | | Balance Forward | \$125,000.00 | \$7,250.00 | \$117,750.00 |
| 10500-Savings Total: | | | | \$125,000.00 | \$7,250.00 | \$117,750.00 |
| 11000-Accounts Receivable | | | | | | |
| | | | Balance Forward | \$518,789.20 | \$398,281.83 | \$120,507.37 |
| 2/15/2012 | 1144 | Invoice | -Split- | \$5,305.00 | | \$125,812.37 |
| 2/15/2012 | 1145 | Invoice | -Split- | \$4,260.00 | | \$130,072.37 |
| 2/15/2012 | 1146 | Invoice | -Split- | \$10,000.00 | | \$140,072.37 |
| 2/15/2012 | 1148 | Invoice | -Split- | \$30,460.00 | | \$170,532.37 |
| 2/19/2012 | 1052 | Payment | 12000-Undeposited Funds | | \$100.00 | \$170,432.37 |
| 2/19/2012 | 1056 | Payment | 12000-Undeposited Funds | | \$210.00 | \$170,222.37 |
| 2/19/2012 | 1075 | Payment | 12000-Undeposited Funds | | \$8.75 | \$170,213.62 |
| 2/19/2012 | 1089 | Payment | 12000-Undeposited Funds | | \$31.25 | \$170,182.37 |
| 2/21/2012 | 1047 | Payment | 12000-Undeposited Funds | | \$169.80 | \$170,012.57 |
| 2/21/2012 | 1048 | Payment | 12000-Undeposited Funds | | \$909.26 | \$169,103.31 |
| 2/21/2012 | 1050 | Payment | 12000-Undeposited Funds | | \$15.39 | \$169,087.92 |
| 2/21/2012 | 1053 | Payment | 12000-Undeposited Funds | | \$131.04 | \$168,956.88 |
| 2/21/2012 | 1054 | Payment | 12000-Undeposited Funds | | \$274.51 | \$168,682.37 |
| 2/28/2012 | 1115 | Invoice | -Split- | \$25,062.43 | | \$193,744.80 |
| 2/28/2012 | 1116 | Invoice | -Split- | \$1,170.00 | | \$194,914.80 |
| 2/28/2012 | 1117 | Invoice | -Split- | \$375.00 | | \$195,289.80 |
| 3/15/2012 | 1055 | Payment | 12000-Undeposited Funds | | \$200.00 | \$195,089.80 |
| 3/15/2012 | 1126 | Invoice | -Split- | \$4,995.00 | | \$200,084.80 |
| 3/15/2012 | 1127 | Invoice | -Split- | \$23,935.00 | | \$224,019.80 |
| 3/15/2012 | 1128 | Invoice | -Split- | \$8,001.11 | | \$232,020.91 |
| 3/15/2012 | 1149 | Invoice | -Split- | \$17,710.26 | | \$249,731.17 |
| 3/15/2012 | 1197 | Invoice | -Split- | \$75.25 | | \$249,806.42 |
| 3/15/2012 | 1198 | Invoice | -Split- | \$41.25 | | \$249,847.67 |

This new 'As Of' report displays your account activity over a period of time and allows you to see a balance forward of all your accounts. It prompts you to set the 'As Of' date for the ledger. Organized by type of account in your chart of accounts, the report lists all the related transactions, providing details about date, bill number, account involved, debit or credit amount, and balance.

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Investment Summary Aged by Master Project

Printed on: 9/13/2012

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Filters Used:

- Project ID: 10-CBS Support: to 10-Hillard:5-XX

| Project ID - Name | | Current | 31 to 60 | 61 to 90 | >> 90 | Total |
|---|-----|--------------------|-------------------|-----------------|---------------------|---------------------|
| 10-CBS Support: - <i>Crystal Blue Waters Ongoing Support</i> | WIP | \$2,949.25 | \$325.00 | | | \$3,274.25 |
| | AR | | | | \$2,670.00 | \$2,670.00 |
| | = | \$2,949.25 | \$325.00 | | \$2,670.00 | \$5,944.25 |
| 10-City Health Dept: - <i>City Health Department</i> | WIP | | | \$51.99 | \$729.67 | \$781.66 |
| | AR | | | | | |
| | = | | | \$51.99 | \$729.67 | \$781.66 |
| 10-Crystal Blue Water: - <i>Crystal Blue Waters New System Installation</i> | WIP | \$6,760.00 | \$1,180.00 | | \$575.00 | \$8,515.00 |
| | AR | | | | \$7,500.00 | \$7,500.00 |
| | = | \$6,760.00 | \$1,180.00 | | \$8,075.00 | \$16,015.00 |
| 10-Dept Of City Services: - <i>Dept. of City Services</i> | WIP | \$750.00 | \$240.00 | | | \$990.00 |
| | AR | | | | \$41.25 | \$41.25 |
| | = | \$750.00 | \$240.00 | | \$41.25 | \$1,031.25 |
| 10-DWP: - <i>Dept. of Water & Power</i> | WIP | \$540.00 | | | \$1,377.50 | \$1,917.50 |
| | AR | | | | \$6,899.65 | \$6,899.65 |
| | = | \$540.00 | | | \$8,277.15 | \$8,817.15 |
| 10-Fun Foods: - <i>Fun Foods 2.0 Upgrade</i> | WIP | \$120.00 | | | \$100.00 | \$220.00 |
| | AR | | | | \$10,854.07 | \$10,854.07 |
| | = | \$120.00 | | | \$10,954.07 | \$11,074.07 |
| 10-Green Thumb: - <i>Green Thumb Starter System</i> | WIP | \$2,905.00 | \$3,000.00 | | | \$5,905.00 |
| | AR | | \$4,339.02 | | | \$4,339.02 |
| | = | \$2,905.00 | \$7,339.02 | | | \$10,244.02 |
| 10-Harbor Bldg 42: - <i>Long Beach Harbor Terminal Bldg. 42</i> | WIP | \$3,577.50 | | | | \$3,577.50 |
| | AR | | | | \$7,782.76 | \$7,782.76 |
| | = | \$3,577.50 | | | \$7,782.76 | \$11,360.26 |
| 10-Harbor Terminal Bldg 61: - <i>Long Beach Harbor Terminal Bldg. 61</i> | WIP | | | | | |
| | AR | | | | \$11,280.00 | \$11,280.00 |
| | = | | | | \$11,280.00 | \$11,280.00 |
| 10-Harbor: - <i>Long Beach Harbor</i> | WIP | | | | \$8,200.00 | \$8,200.00 |
| | AR | | | | \$2,897.50 | \$2,897.50 |
| | = | | | | \$11,097.50 | \$11,097.50 |
| 10-Hillard Resd: - <i>Hilliard Residence</i> | WIP | \$19,359.00 | | | \$25,419.00 | \$44,778.00 |
| | AR | | | \$437.50 | \$21,846.00 | \$22,283.50 |
| | = | \$19,359.00 | | \$437.50 | \$47,265.00 | \$67,061.50 |
| | WIP | \$0.00 | \$4,339.02 | \$437.50 | \$71,771.23 | \$76,547.75 |
| | AR | \$36,960.75 | \$4,745.00 | \$51.99 | \$36,401.17 | \$78,158.91 |
| GRAND-TOTALS: | = | \$36,960.75 | \$9,084.02 | \$489.49 | \$108,172.40 | \$154,706.66 |

This new aged WIP+AR report provides managers and executives with information as to how much is invested in the projects, whether additional projects can be taken or more resources are needed. This report displays a breakdown of your investment (WIP + AR) for Current, 31-60, 61-90, >90 days aging period for master top-level projects, with phases rolled under them. So if you have seven phases under project and 12 on another, you no longer have to skim through 19 phased entries, but rather two summarized ones.

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Invoice List by Client, Master Project with AR Days

Printed on: 9/12/2012
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Filters Used:

- Client ID: Factor Foundation to HILLARD

| Client | Project | Inv. Date | Inv. Number | Services Billed* | Expenses Billed* | Net Bill Amount | Days Outstand.** |
|---|---------|---------------------------------|-------------|---------------------|------------------|---------------------|--------------------|
| Factor Foundation - Factor Foundation | | | | | | | |
| 10-Fun Foods: Fun Foods 2.0 Upgrade | | | | | | | |
| | | 10/30/2010 | 1028 | \$5,000.00 | \$0.00 | \$5,000.00 | 445 Days |
| | | 11/29/2010 | 1037 | \$5,000.00 | \$0.00 | \$5,000.00 | 415 Days |
| | | 1/7/2011 | 1045 | \$5,380.00 | \$0.00 | \$5,380.00 | 614 Days |
| | | 4/16/2012 | 1168 | \$9,388.75 | \$0.00 | \$9,388.75 | 149 Days |
| | | 6/20/2012 | 1156 | \$980.00 | \$0.00 | \$980.00 | 84 Days |
| | | 7/16/2012 | 1184 | \$100.00 | \$0.00 | \$100.00 | 58 Days |
| | | 4/1/2011 | LF-1045 | \$0.00 | \$0.00 | \$5.32 | 530 Days |
| | | 10-Fun Foods: Total: | | \$25,848.75 | \$0.00 | \$25,854.07 | 327.86 Days |
| | | Factor Foundation Total: | | \$25,848.75 | \$0.00 | \$25,854.07 | 327.86 Days |
| Global Tech - Global Technology | | | | | | | |
| 10-Green Thumb: Green Thumb Starter System | | | | | | | |
| | | 8/31/2011 | 1060 | \$2,500.00 | \$124.51 | \$2,624.51 | 111 Days |
| | | 10/31/2011 | 1092 | \$2,500.00 | \$124.51 | \$2,624.51 | 317 Days |
| | | 4/16/2012 | 1169 | \$2,000.00 | \$0.00 | \$2,000.00 | 149 Days |
| | | 6/20/2012 | 1157 | \$2,000.00 | \$90.00 | \$2,090.00 | 84 Days |
| | | 7/16/2012 | 1185 | \$0.00 | \$0.00 | \$0.00 | 58 Days |
| | | 10-Green Thumb: Total: | | \$9,000.00 | \$339.02 | \$9,339.02 | 143.80 Days |
| | | Global Tech Total: | | \$9,000.00 | \$339.02 | \$9,339.02 | 143.80 Days |
| HILLARD - Hillard New Residence | | | | | | | |
| 10-Hillard Resd: Hilliard Residence | | | | | | | |
| | | 11/4/2011 | 1121 | \$7,500.00 | \$0.00 | \$7,500.00 | 201 Days |
| | | 12/5/2011 | 1122 | \$41,495.00 | \$0.00 | \$41,495.00 | 282 Days |
| | | 5/15/2012 | 1173 | \$21,351.00 | \$0.00 | \$21,351.00 | 120 Days |
| | | 6/20/2012 | 1158 | \$437.50 | \$0.00 | \$437.50 | 84 Days |
| | | 10-Hillard Resd: Total: | | \$70,783.50 | \$0.00 | \$70,783.50 | 171.75 Days |
| | | HILLARD Total: | | \$70,783.50 | \$0.00 | \$70,783.50 | 171.75 Days |
| | | Grand Total: | | \$105,632.25 | \$339.02 | \$105,976.59 | 231.31 Days |

Summary

| | | | | | |
|-----------------------|------------------------|----------------------|------------------------|---|------------------------|
| (+) Services | (+) Service Tax | (+) Expenses | (+) Expense Tax | | Sub-Total |
| \$105,632.25 | \$0.00 | \$339.02 | \$0.00 | = | \$105,971.27 |
| (+) LF Invoice | (-) Discounts | (-) Retainers | (-) Retainage | | Net Bill Amount |
| \$5.32 | \$0.00 | \$0.00 | \$0.00 | = | \$105,976.59 |

This new invoice register includes an expanded reconciliation summary for quick and easy scanning. Organized by client and then master 'top level' projects, the report lists the invoices and their details in such a way that if an invoice was spread amongst multiple phases, it will only show one line per project. Items highlighted in green are paid invoices and in red are unpaid invoices. A special new addition in this report is a column that lets you know how long an invoice remained in A/R (aging) based on the invoice date and payment term.

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Time Detail by Employee & Project (Comprehensive)

Printed on: 9/13/2012
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Enable Employee Detail

WB - Walter Birch, General Manager

| Project ID - Name | Hrs | B-Hrs | Cost | Amount |
|--|-----------------|-----------------|---------------------|---------------------|
| 09-PV Country Club: - PV Country Club | 16.00 | 16.00 | \$1,046.88 | \$2,537.50 |
| 10 Municipal Offices - 3: - Municipal Offices Technical Support | 276.00 | 276.00 | \$18,540.00 | \$45,600.00 |
| 10-BQE General: - BQES General Office | 135.75 | 135.75 | \$6,787.50 | \$13,575.00 |
| 10-CBS Support: - Crystal Blue Waters Ongoing Support | 38.00 | 38.00 | \$1,900.00 | \$3,800.00 |
| 10-City Health Dept: - City Health Department | 145.75 | 145.75 | \$7,287.50 | \$14,575.00 |
| 10-Crystal Blue Water: - Crystal Blue Waters New System Installation | 41.50 | 41.50 | \$2,075.00 | \$4,150.00 |
| 10-Dept Of City Services: - Dept. of City Services | 60.75 | 60.75 | \$3,037.50 | \$6,075.00 |
| 10-DWP: - Dept. of Water & Power | 65.25 | 65.25 | \$3,262.50 | \$6,525.00 |
| 10-Fun Foods: - Fun Foods 2.0 Upgrade | 7.50 | 7.50 | \$375.00 | \$750.00 |
| 10-Green Thumb: - Green Thumb Starter System | 10.00 | 10.00 | \$500.00 | \$1,000.00 |
| 10-Harbor: - Long Beach Harbor | 3.00 | 3.00 | \$150.00 | \$300.00 |
| 10-Hilliard:1-SD - Hilliard Residence-Schematic Design | 1.50 | 1.50 | \$75.00 | \$150.00 |
| 10-Hilliard:2-DD - Hilliard Residence Design Development | 12.50 | 12.50 | \$871.90 | \$2,187.50 |
| 10-Hilliard:3-CD - Hilliard Residence-CD | 24.00 | 24.00 | \$1,674.00 | \$4,200.00 |
| 10-Hilliard:4-CA - Hilliard Residence-CA | 66.00 | 66.00 | \$4,603.56 | \$11,550.00 |
| 10-HUD Add Services: - Housing and Urban Development - Add Services | 74.50 | 74.50 | \$3,725.00 | \$7,450.00 |
| 10-HUD Aspen: - Housing and Urban Development - Aspen, Colorado | 46.50 | 46.50 | \$2,325.00 | \$4,650.00 |
| 10-HUD Monte Carlo: - Housing and Urban Development - Monte Carlo | 51.50 | 51.50 | \$2,575.00 | \$5,150.00 |
| 10-HUD NY: - Housing and Urban Development - New York City | 49.50 | 49.50 | \$2,475.00 | \$4,950.00 |
| 10-HUD Queens: - Housing and Urban Development - Queens | 81.00 | 81.00 | \$4,050.00 | \$8,100.00 |
| 10-HUD Richmond: - Housing and Urban Development - Richmond, VA | 131.25 | 131.25 | \$6,562.50 | \$13,125.00 |
| 10-Long Beach Harbor: - Long Beach Harbor - Recurring | 93.00 | 93.00 | \$4,650.00 | \$9,300.00 |
| 10-MAIN:1-SD - HUD - Schematic Design | 62.00 | 62.00 | \$3,100.00 | \$6,200.00 |
| 10-MAIN:2-CD - HUD - Construction Documents | 236.00 | 236.00 | \$11,800.00 | \$23,600.00 |
| 10-Municipal Offices: - Municipal Offices Feasibility | 6.00 | 6.00 | \$300.00 | \$600.00 |
| 10-Municipal Offices-2: - Municipal Offices Development | 22.00 | 22.00 | \$1,100.00 | \$2,200.00 |
| 10-Overheads: - Company Overhead | 16.00 | 16.00 | \$800.00 | \$1,600.00 |
| 10-Party Planners: - Party Planners, Inc. System Upgrade | 11.00 | 11.00 | \$550.00 | \$1,100.00 |
| 10-Party Planners-2: - Party Planners, Inc. Tech Center | 4.00 | 4.00 | \$200.00 | \$400.00 |
| 10-Professional: - Professional Organizations | 85.50 | 85.50 | \$4,275.00 | \$8,550.00 |
| 10-Redondo Library: - Redondo Beach Library | 4.75 | 4.75 | \$237.50 | \$475.00 |
| 10-Torrance Airport: - Torrance Airport Upgrade | 13.75 | 13.75 | \$687.50 | \$1,375.00 |
| WB Total: | 1,891.75 | 1,891.75 | \$101,598.84 | \$215,800.00 |

WB Summary

| | A-Hours | | | Cost | | | Spent | | |
|--------------|-----------------|---------------|-----------------|--------------------|--------------------|---------------------|---------------------|--------------------|---------------------|
| | Billable | Non-Bill. | Total | Billable | Non-Billable | Total | Billable | Non-Billable | Total |
| Regular | 1,650.25 | 241.50 | 1,891.75 | \$89,523.84 | \$12,075.00 | \$101,598.84 | \$191,650.00 | \$24,150.00 | \$215,800.00 |
| Extra | 0.00 | 0.00 | 0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Total | 1,650.25 | 241.50 | 1,891.75 | \$89,523.84 | \$12,075.00 | \$101,598.84 | \$191,650.00 | \$24,150.00 | \$215,800.00 |

| A-Hours Analysis | | Profit Analysis | | Billing Analysis | |
|------------------------|----------|-----------------------------------|-------------|---------------------------------|--------------|
| Total Project A-Hrs | 1,654.50 | Billable Spent vs. Total Cost | \$90,051.16 | Billable Invoiced w/WUD | \$104,739.29 |
| Total Internal** A-Hrs | 237.25 | Billable Inv. w/WUD vs. Tot. Cost | \$3,140.45 | Billable Invoiced B-Hours w/WUD | 986.45 |
| Total OT A-Hrs | 0.00 | Total Write-Up/Down (WUD) | \$4,576.79 | True Bill Rate | \$106.18 |

This new powerful report allows you to see a summary of your employees' time records. Organized by employee and project, it displays a comprehensive summary of hours, costs, etc along with some analytics such as profit analysis and billing analysis at the bottom to help you evaluate the performance of your employees.

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AR Client Details by Project with Payments Detail

Printed on: 9/13/2012
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HILLARD - Hillard New Residence

| Invoice Date | Pay Date | Invoice Number | Billed | Paid | Pay Method | Retainer Applied |
|--|------------|---------------------------------------|--------------------|---------------------|-------------------------|------------------|
| {CLIENT RETAINER} - | | | | | | |
| | 2/1/2012 | Retainer | | \$18,000.00 | Check | |
| | | {CLIENT RETAINER} Total: | | \$0.00 | <== (Retainer excluded) | |
| | | {CLIENT RETAINER} Balance Due: | | \$ 0.00 | | |
| 10-Hillard:1-SD - Hilliard Residence-Schematic Design | | | | | | |
| 11/4/2011 | | 1121 | \$0.00 | | | |
| 12/5/2011 | | 1122 | \$10,000.00 | | | |
| | 1/4/2012 | 1122 | | \$7,000.00 | Check | |
| | 5/23/2012 | 1122 | | \$3,000.00 | Check | |
| | | 10-Hillard:1-SD Total: | \$10,000.00 | \$10,000.00 | | \$0.00 |
| | | 10-Hillard:1-SD Balance Due: | | \$ 0.00 | | |
| 10-Hillard:2-DD - Hilliard Residence Design Development | | | | | | |
| 11/4/2011 | | 1121 | \$2,500.00 | | | |
| | 12/21/2011 | 1121 | | \$2,000.00 | Check | |
| | 5/23/2012 | 1121 | | \$500.00 | Check | |
| 12/5/2011 | | 1122 | \$6,495.00 | | | |
| | 5/23/2012 | 1122 | | \$6,495.00 | Check | |
| 6/20/2012 | | 1158 | \$437.50 | | | |
| | | 10-Hillard:2-DD Total: | \$9,432.50 | \$8,995.00 | | \$0.00 |
| | | 10-Hillard:2-DD Balance Due: | | \$ 437.50 | | |
| 10-Hillard:3-CD - Hilliard Residence-CD | | | | | | |
| 11/4/2011 | | 1121 | \$0.00 | | | |
| 12/5/2011 | | 1122 | \$25,000.00 | | | |
| | 1/4/2012 | 1122 | | \$3,000.00 | Check | |
| | 5/23/2012 | 1122 | | \$21,505.00 | Check | |
| | | 10-Hillard:3-CD Total: | \$25,000.00 | \$24,505.00 | | \$0.00 |
| | | 10-Hillard:3-CD Balance Due: | | \$ 495.00 | | |
| 10-Hillard:4-CA - Hilliard Residence-CA | | | | | | |
| 11/4/2011 | | 1121 | \$5,000.00 | | | |
| | 12/21/2011 | 1121 | | \$1,500.00 | Check | |
| | 5/23/2012 | 1121 | | \$3,500.00 | Check | |
| 12/5/2011 | | 1122 | \$0.00 | | | |
| 5/15/2012 | | 1173 | \$21,351.00 | | | |
| | | 10-Hillard:4-CA Total: | \$26,351.00 | \$5,000.00 | | \$0.00 |
| | | 10-Hillard:4-CA Balance Due: | | \$ 21,351.00 | | |
| | | HILLARD Total: | \$70,783.50 | \$48,500.00 | <== (Retainer excluded) | \$0.00 |
| | | HILLARD Balance Due: | | \$ 22,283.50 | | |

This enhanced report comes with a new cleaner look that makes it more organized and easier to read. It provides management, accounting staff and clients with details about billing, payment and accounting history of a project. Organized by client, the report displays information about client retainers, invoices, payments and late fee. Subtotals display for billed, paid, retainer, late fee and balance due amounts.

Hendricks Consulting LLC

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 Los Angeles, CA 90505
 Tel: (310) 555-1212 Fax: (310) 555-2121

Billed & Paid Summary by Client, Invoice & Month

Printed on: 9/10/2012
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| <i>Client ID</i> | <i>Company</i> | <i>Name</i> | <i>Phone</i> |
|-----------------------|--|--------------------|-----------------------|
| HILLARD | Hillard New Residence | Bob Hillard | (123-145-6456) |
| Inv/Pay Date | Project ID - Name | Net Billed* | Paid* |
| 11/2011 | | \$7,500.00 | |
| | ↳ 10-Hillard:1-SD - <i>Hilliard Residence-Schematic Design</i> | | |
| | ↳ 10-Hillard:2-DD - <i>Hilliard Residence Design Development</i> | \$2,500.00 | |
| | ↳ 10-Hillard:3-CD - <i>Hilliard Residence-CD</i> | | |
| | ↳ 10-Hillard:4-CA - <i>Hilliard Residence-CA</i> | \$5,000.00 | |
| 12/2011 | | \$41,495.00 | \$3,500.00 |
| | ↳ 10-Hillard:1-SD - <i>Hilliard Residence-Schematic Design</i> | \$10,000.00 | |
| | ↳ 10-Hillard:2-DD - <i>Hilliard Residence Design Development</i> | \$6,495.00 | \$2,000.00 |
| | ↳ 10-Hillard:3-CD - <i>Hilliard Residence-CD</i> | \$25,000.00 | |
| | ↳ 10-Hillard:4-CA - <i>Hilliard Residence-CA</i> | | \$1,500.00 |
| 1/2012 | | | \$10,000.00 |
| | ↳ 10-Hillard:1-SD - <i>Hilliard Residence-Schematic Design</i> | | \$7,000.00 |
| | ↳ 10-Hillard:3-CD - <i>Hilliard Residence-CD</i> | | \$3,000.00 |
| 2/2012 | | | \$18,000.00 |
| | ↳ {CLIENT RETAINER} - <i>Retainer</i> | | \$18,000.00 |
| 5/2012 | | \$21,351.00 | \$35,000.00 |
| | ↳ 10-Hillard:1-SD - <i>Hilliard Residence-Schematic Design</i> | | \$3,000.00 |
| | ↳ 10-Hillard:2-DD - <i>Hilliard Residence Design Development</i> | | \$6,995.00 |
| | ↳ 10-Hillard:3-CD - <i>Hilliard Residence-CD</i> | | \$21,505.00 |
| | ↳ 10-Hillard:4-CA - <i>Hilliard Residence-CA</i> | \$21,351.00 | \$3,500.00 |
| 6/2012 | | \$437.50 | |
| | ↳ 10-Hillard:2-DD - <i>Hilliard Residence Design Development</i> | \$437.50 | |
| HILLARD Total: | | \$70,783.50 | \$66,500.00 |

This updated report no longer gears around the transaction date, but rather the combination of invoice and payment date. This makes more sense as you can easily see what your billings and income look like on a month-by-month basis. Organized by client and month, the report lists the invoices billed to the clients including details such as projects, amount billed/paid/owed to-date, etc. You can also drill down to the details.

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Profit by Invoice - Billed Detail

Printed on: 9/13/2012

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Filters Used:

- Invoice Date: 10/1/2011 to 10/31/2011

| Inv. Date | Inv. Number | Contact - Company | Project Name | Net Bill Amount | Adj. Bill Amount* | Cost | Gross Margin | GM% |
|---------------------|-------------|-------------------------------------|--|--------------------|--------------------|-------------------|--------------------|--------------|
| 10/7/2011 | 1114 | Fredrick Fields - Widgets Inc | World Wide New Systems | \$575.00 | \$575.00 | \$0.00 | \$575.00 | 100.00 |
| 10/7/2011 | 1118 | Mark Sumner - Housing and Urban I | HUD - Schematic Design | \$2,500.00 | \$2,500.00 | \$0.00 | \$2,500.00 | 100.00 |
| 10/7/2011 | 1118 | Mark Sumner - Housing and Urban I | HUD - Construction Documents | \$5,250.00 | \$5,250.00 | \$0.00 | \$5,250.00 | 100.00 |
| 10/7/2011 | 1118 | Mark Sumner - Housing and Urban I | HUD - Construction Administration | \$500.00 | \$500.00 | \$0.00 | \$500.00 | 100.00 |
| 10/31/2011 | 1088 | Carolyn Sumner - City Serivces Dep | PV Country Club | \$49.45 | \$49.45 | \$44.95 | \$4.50 | 9.10 |
| 10/31/2011 | 1089 | Carolyn Sumner - City Serivces Dep | Dept. of City Services | \$31.25 | \$31.25 | \$21.00 | \$10.25 | 32.80 |
| 10/31/2011 | 1090 | Monica Winter - Dept. Water & Powe | Dept. of Water & Power | \$17.50 | \$17.50 | \$8.50 | \$9.00 | 51.43 |
| 10/31/2011 | 1092 | Tom Hanks - Global Technology | Green Thumb Starter System | \$2,624.51 | \$2,624.51 | \$3,021.98 | (\$397.47) | -15.14 |
| 10/31/2011 | 1093 | Tracy Hunter - County Municipal Off | Crystal Blue Waters New System Evaluati | \$2,000.00 | \$2,000.00 | \$1,000.00 | \$1,000.00 | 50.00 |
| 10/31/2011 | 1094 | Tracy Hunter - County Municipal Off | Crystal Blue Waters New System Installat | \$2,175.00 | \$3,000.00 | \$225.00 | \$2,775.00 | 92.50 |
| 10/31/2011 | 1096 | Tracy Hunter - County Municipal Off | Municipal Offices Feasibility | \$17.50 | \$17.50 | \$8.50 | \$9.00 | 51.43 |
| 10/31/2011 | 1097 | Tracy Hunter - County Municipal Off | Municipal Offices Development | \$24,500.00 | \$25,000.00 | \$0.00 | \$25,000.00 | 100.00 |
| 10/31/2011 | 1098 | Tracy Hunter - County Municipal Off | Municipal Offices Technical Support | \$35.00 | \$35.00 | \$17.00 | \$18.00 | 51.43 |
| 10/31/2011 | 1100 | Mark Sumner - Housing and Urban | Housing and Urban Development - Mon | \$3,847.50 | \$3,847.50 | \$1,923.50 | \$1,924.00 | 50.01 |
| 10/31/2011 | 1101 | Mark Sumner - Housing and Urban | Housing and Urban Development - New | \$5,257.50 | \$5,257.50 | \$2,628.50 | \$2,629.00 | 50.00 |
| 10/31/2011 | 1103 | Mark Sumner - Housing and Urban | Housing and Urban Development - Richi | \$1,667.50 | \$1,667.50 | \$832.00 | \$835.50 | 50.10 |
| Grand Total: | | | | \$51,047.71 | \$52,372.71 | \$9,730.93 | \$42,641.78 | 81.42 |

Summary

| | | | | | |
|-----------------------|------------------------|----------------------|------------------------|---|------------------------|
| (+) Services | (+) Service Tax | (+) Expenses | (+) Expense Tax | = | Sub-Total |
| \$52,185.00 | \$0.00 | \$187.71 | \$0.00 | | \$52,372.71 |
| (+) LF Invoice | (-) Discounts | (-) Retainers | (-) Retainage | = | Net Bill Amount |
| \$0.00 | \$0.00 | \$1,325.00 | \$0.00 | | \$51,047.71 |

This enhanced report comes with a new, cleaner formatting that makes it easier to read. It provides managers with gross profitability of projects, including billed and cost amounts. The report brings data from all invoices instead of just those with time and expense associated. The exciting thing is that mouse-overs have been enabled on the company and project names to give you associated IDs, if needed. As with all the invoice registers, this report now features an expanded reconciliation summary.

Hendricks Consulting LLC

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Time & Expense Detail by Project & Employee with Memo

Printed on: 9/13/2012
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Client ID: **City Services** - City Services Dept.

* = Invoiced (mouse over for #), = Marked as Billed

| Date | Description | Hrs | B-Hr/Unit | Bill Rate | Cost | Amount | * |
|--|--|---------------|-----------|-----------|----------------|----------------|---|
| Project ID - Name (Manager): 09-PV Country Club: - PV Country Club (Jennifer Arlington) | | | | | | | |
| BD Total: | | 105.00 | | | \$46.50 | \$51.15 | |
| BW - Bert Woolmer | | | | | | | |
| 12/2/2011 | COPY SERVICES | 30.00 | | | \$9.00 | \$9.90 | * |
| 3/9/2012 | MILEAGE | 25.00 | | | \$12.50 | \$13.75 | * |
| | Site inspection mileage expense. 10% markup applied. | | | | | | |
| 4/8/2012 | MILEAGE | 25.00 | | | \$12.50 | \$13.75 | * |
| | Site inspection mileage expense. 10% markup applied. | | | | | | |
| 5/23/2012 | MILEAGE | 25.00 | | | \$12.50 | \$13.75 | * |
| | Site inspection mileage expense. 10% markup applied. | | | | | | |
| BW Total: | | 105.00 | | | \$46.50 | \$51.15 | |

This enhanced report provides a comprehensive record of work done and expenses charged to projects. The project account summary is expanded to be fully comprehensive on what time and expense has been logged to it. The project balance also takes into consideration the expenses marked as extra, which are not a part of contractual billing.

This report, like other project time and expense reports, displays additional columns that may be marked with different symbols, depending upon whether the entry is invoiced, marked as billed, non-billable (red question mark in a yield sign) or marked as extra (x). If the entry has been invoiced, you can mouse-over the invoice symbol to see the invoice number.

Employee Total: **361.00** **\$203.95** **\$224.35**

Vendor

Geo Engineering - Greg Wang

| | | | | | | | |
|-----------|--------------------------|------|--|--|------------|------------|--|
| 3/1/2011 | Outside Consultant Fees | 1.00 | | | \$3,500.00 | \$3,500.00 | |
| 3/1/2011 | SPECIAL DELIVERY/COURIER | 1.00 | | | \$19.95 | \$21.95 | |
| 1/31/2012 | Outside Consultant Fees | 1.00 | | | \$2,500.00 | \$2,500.00 | |

Geo Engineering Total: **3.00** **\$6,019.95** **\$6,021.95**

JD Consulting - John Ramsey

| | | | | | | | |
|-----------|---------|-------|--|--|---------|---------|--|
| 9/24/2011 | MILEAGE | 25.00 | | | \$12.50 | \$12.50 | |
|-----------|---------|-------|--|--|---------|---------|--|

JD Consulting Total: **25.00** **\$12.50** **\$12.50**

Vendor Total: **28.00** **\$6,032.45** **\$6,034.45**

Expenses Total: **389.00** **\$6,236.40** **\$6,258.80**

Project 09-PV Country Club: Total: **528.00** **917.00** **\$28,848.81** **\$51,547.55**

Project Summary for PV Country Club (09-PV Country Club:)

| | Billable | Non Billable | Total | | | |
|-----------------------|--------------------|-------------------|--------------------|-----------------------------|--------------------|--------------|
| Services | \$42,798.75 | \$2,490.00 | \$45,288.75 | Contract Amount | \$73,115.00 | |
| Extra Services | \$0.00 | \$0.00 | \$0.00 | Billable Non-Extra | \$42,811.25 | |
| Total Services | \$42,798.75 | \$2,490.00 | \$45,288.75 | Contract Balance | \$30,303.75 | UNDER |
| Expenses | \$12.50 | \$6,021.95 | \$6,034.45 | Contract Amount | \$73,115.00 | |
| Extra Expenses | \$224.35 | \$0.00 | \$224.35 | Total Spent | \$51,547.55 | |
| Total Expenses | \$236.85 | \$6,021.95 | \$6,258.80 | Balance | \$21,567.45 | UNDER |
| Grand Total | \$43,035.60 | \$8,511.95 | \$51,547.55 | Contract Type: Fixed | | |