

BillQuick for Principals & Partners

Why BillQuick?

BillQuick is a project-centric system. This means that a project (job, matter or engagement) is the core element of the relationship between a company (firm) and its client (customer). It defines the scope of work being done for a client, how it should be processed, how it should be billed, and so on.

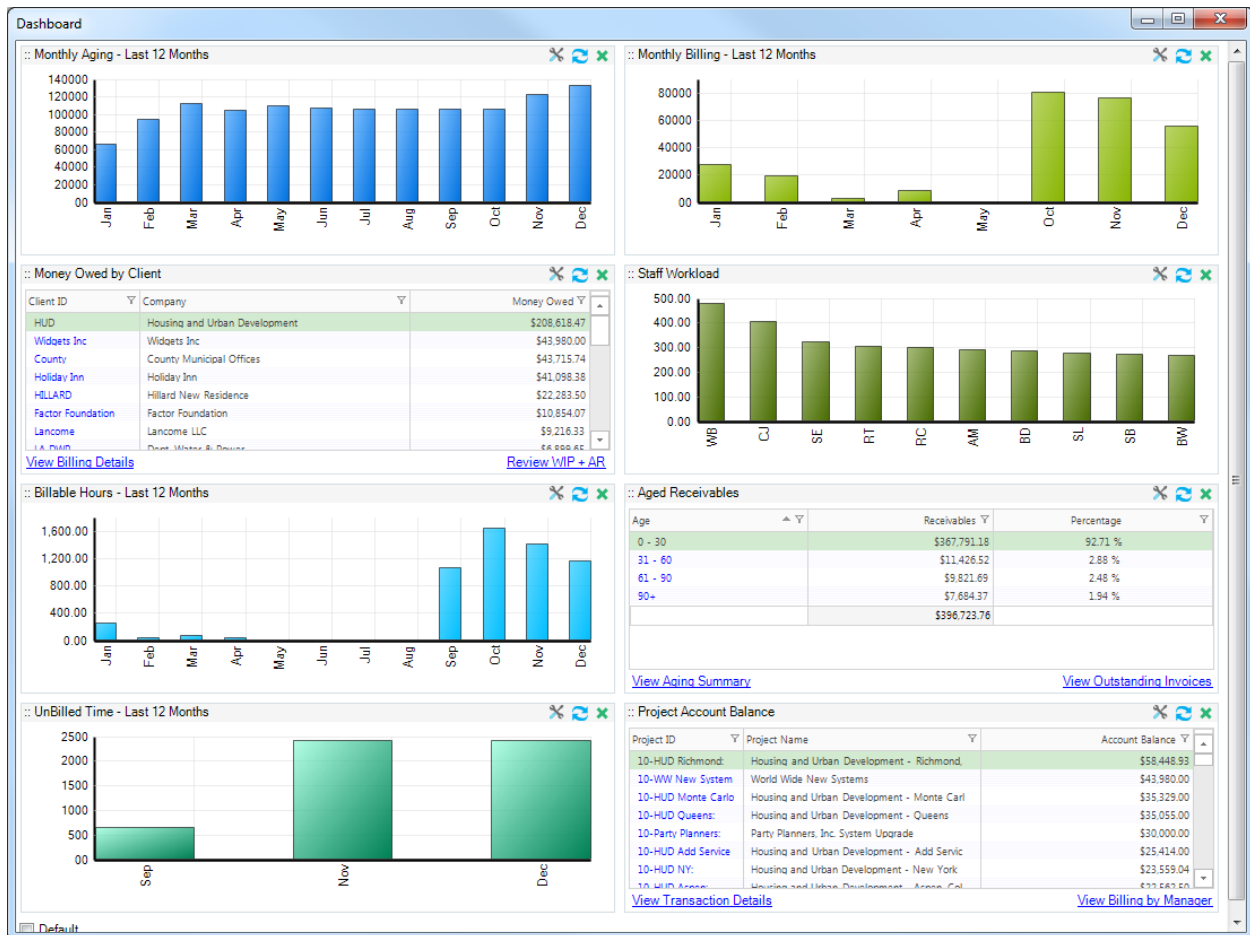
Implementation of BillQuick is the right step towards increasing business productivity and investing in technology that helps you manage your business. This role-based brochure highlights the functions and features of BillQuick that are useful for owners, principals and partners. It focuses on important information needed for effective and efficient management of your company, clients, projects and overall business. In other words, it answers your question " *What does BillQuick do for me?*"

Feature Overview

- Project Center for efficient, all-in-one-place information
- Dashboard with key performance metrics
- More than 500 reports
- Profitability and job cost reporting
- Employee utilization and staff performance
- Work-in-progress, billing and AR information
- Report scheduling for automatic delivery
- Budgets and project controls for better profits
- Workflow, reminders and notifications
- Built-in message system with email options
- Project journal notes throughout the processes
- Simple, fast anytime anywhere capture of time and expenses
- Anytime anywhere real-time information
- Tracking of marketing costs and overheads
- Retainer management
- Robust and flexible billing

- Integration with QuickBooks, Sage 50 (formerly Peachtree Accounting) and MYOB (Australia)
- Extensive security permissions
- Extensive global and project business rules
- Complete action log for audit trail

Dashboard



Rather than run through ribbon commands, set filters, run reports and then read them one after another to find exceptions and visualize trends, the BillQuick Dashboard enables you to view important business metrics at-a-glance and keep track of key performance indicators.

Whether through the reports, Dashboard or Project Center, real-time information is always available. To ensure you and your managers have critical information for decision-making, BillQuick offers anytime anywhere capture of time and expenses - in office or at remote locations. It also monitors timely entry and sends reminders to tardy timekeepers. You can view information on demand, have it automatically delivered

to you, or set business alerts for key items.

Information is extensive and customizable. The Dashboard offers 21 different key performance indicators to choose from. Along with the Project Center, you can quickly scan for exceptions that demand your attention. More than 400 reports provide financial, project and operational information. Reports can be customized, as needed.

Bottom Line: With anywhere, anytime capture of time and expenses, and automated reminders for tardy timekeepers, you have on-demand information that is up-to-date, thus improving management and profitability. On-screen and in-context reports give you the right information at the right time.

Business Management Reports

Some of the most popular and useful BillQuick reports for principals and partners include:

Financial Reports

1. AR Aging-90 days
2. Billing Reconciliation Summary by Client
3. Retainer Reconciliation Summary by Client
4. Profit by Project-Billable Summary
5. Client Snapshot with AR Aging
6. Billed, Paid Owed Summary by Client
7. Billed Services by Project & Activity with Write-Up/Down
8. WIP Detail by Client and Project
9. WIP Reconciliation
10. Profit by Client, Project and Invoices-Billed Summary
11. Profit by Timekeeper
12. Project Cost Multiplier
13. Cash Receipts Summary-Current Year & Last Year Comparison
14. Cash Receipts Current Year and Last Year Comparison

Operational Analysis Reports

1. Labor Distribution
2. Contract Analysis
3. Contract Spent by Project- Services and Expenses
4. Work in Hand by Client and Project
5. Contract Services and Expenses-Percentage Billed
6. WIP Summary & WIP Aging by Project
7. Investment Summary by Client and Project

Staff Analysis Reports

1. Employee Utilization
2. Staff Profit Report-Billed
3. Employee Performance Summary
4. Employee Realization-Gap Analysis
5. Employee Realization Rate (Billing Performance)

Below are a few report samples.

Hendricks Consulting LLC

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AR Aging - 90 Days

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Dept. of Water & Power (10-DWP) - Managed by (JA)

Invoice Num	Date	Bill Amt	Paid	Current	31 To 60	61 To 90	>> 90	Balance
1041	7/30/2019	\$4,962.50	\$4,700.00	--	--	--	\$262.50	\$262.50
1090	6/30/2020	\$17.50	\$10.00	\$7.50	--	--	--	\$7.50
1155	2/18/2021	\$1,140.00	--	\$1,140.00	--	--	--	\$1,140.00
1167	12/15/2020	\$5,480.00	--	\$5,480.00	--	--	--	\$5,480.00
LF-1041	11/30/2019	\$9.65	--	--	--	--	\$9.65	\$9.65
Project (10-DWP) Balance				\$6,627.50	\$0.00	\$0.00	\$272.15	\$6,899.65
Client (LA DWP) Balance				\$6,627.50	\$0.00	\$0.00	\$272.15	\$6,899.65

Lancome LLC (Lancome) - Frank Markin @ 310-565-6655

Torrance Airport Upgrade (10-Torrance Airport) - Managed by (WB)

Invoice Num	Date	Bill Amt	Paid	Current	31 To 60	61 To 90	>> 90	Balance
1034	7/30/2019	\$8,508.75	\$8,300.00	--	--	--	\$208.75	\$208.75
1043	9/7/2019	\$2,250.00	--	--	--	--	\$2,250.00	\$2,250.00
1049	9/7/2019	\$480.00	\$380.00	--	--	--	\$100.00	\$100.00
1051	9/29/2019	\$2,130.00	--	--	--	--	\$2,130.00	\$2,130.00
1055	10/31/2019	\$240.00	\$200.00	--	--	--	\$40.00	\$40.00
1134	9/30/2020	\$3,911.20	--	\$3,911.20	--	--	--	\$3,911.20
1138	1/13/2021	\$88.00	--	\$88.00	--	--	--	\$88.00
1195	3/13/2021	\$440.00	--	\$440.00	--	--	--	\$440.00
LF-1034	11/30/2019	\$7.67	--	--	--	--	\$7.67	\$7.67
LF-1043	11/30/2019	\$31.50	--	--	--	--	\$31.50	\$31.50
LF-1049	11/30/2019	\$6.72	--	--	--	--	\$6.72	\$6.72
LF-1051	11/30/2019	\$2.49	--	--	--	--	\$2.49	\$2.49
Project (10-Torrance Airport) Balance				\$4,439.20	\$0.00	\$0.00	\$4,777.13	\$9,216.33
Client (Lancome) Balance				\$4,439.20	\$0.00	\$0.00	\$4,777.13	\$9,216.33

Widgets Inc (Widgets Inc) - Fredrick Fields @ 515-333-2121

World Wide New Systems (10-WW New Systems) - Managed by (WB)

Invoice Num	Date	Bill Amt	Paid	Current	31 To 60	61 To 90	>> 90	Balance
1107	7/29/2020	\$5,850.00	--	\$5,850.00	--	--	--	\$5,850.00
1114	6/6/2020	\$575.00	\$300.00	\$275.00	--	--	--	\$275.00
1135	9/30/2020	\$17,215.00	--	\$17,215.00	--	--	--	\$17,215.00
1146	10/15/2020	\$10,000.00	--	\$10,000.00	--	--	--	\$10,000.00
1196	3/13/2021	\$10,640.00	--	\$10,640.00	--	--	--	\$10,640.00
Project (10-WW New Systems) Balance				\$43,980.00	\$0.00	\$0.00	\$0.00	\$43,980.00
Client (Widgets Inc) Balance				\$43,980.00	\$0.00	\$0.00	\$0.00	\$43,980.00
Grand Total:				\$391,386.89	\$0.00	\$0.00	\$5,434.60	\$396,821.49

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Billing Reconciliation Summary by Client

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Invoice Number	Invoice Date	Services Billed	Expenses Billed	Gross Billed	Discount Applied	Retainer Applied	Net Billed	Last Pay Date	Amount Paid*	Payment Type	Invoice Balance
Client ID: HUD											
Project ID: 10-HUD Richmond: Housing and Urban Development - Richmond, VA											
1179	2/13/2021	\$25,821.50	\$0.00	\$25,821.50	\$0.00	\$0.00	\$25,821.50		\$0.00		\$25,821.50
1190	3/13/2021	\$6,048.00	\$1,763.22	\$7,811.21	\$0.00	\$0.00	\$7,811.21		\$0.00		\$7,811.21
		\$63,618.50	\$3,840.44	\$67,458.93	\$0.00	\$0.00	\$67,458.93		\$9,010.00		\$58,448.93
Project ID: 10-MAIN:1-SD HUD - Schematic Design											
1118	6/6/2020	\$2,500.00	\$0.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00		\$0.00		\$2,500.00
		\$2,500.00	\$0.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00		\$0.00		\$2,500.00
Project ID: 10-MAIN:2-CD HUD - Construction Documents											
1118	6/6/2020	\$5,250.00	\$0.00	\$5,250.00	\$0.00	\$0.00	\$5,250.00		\$0.00		\$5,250.00
		\$5,250.00	\$0.00	\$5,250.00	\$0.00	\$0.00	\$5,250.00		\$0.00		\$5,250.00
Project ID: 10-MAIN:3-CA HUD - Construction Administration											
1118	6/6/2020	\$500.00	\$0.00	\$500.00	\$0.00	\$0.00	\$500.00		\$0.00		\$500.00
		\$500.00	\$0.00	\$500.00	\$0.00	\$0.00	\$500.00		\$0.00		\$500.00
Client Totals:		\$338,941.00	\$7,952.48	\$346,893.47	\$500.00	\$0.00	\$346,393.47		\$137,775.00		\$208,618.47
Client ID: LA DWP											
Project ID: 10-DWP: Dept. of Water & Power											
1023	5/29/2019	\$8,847.50	\$0.00	\$8,847.50	\$0.00	\$0.00	\$8,847.50	9/2/2020	\$8,847.50	Check	\$0.00
1041	7/30/2019	\$4,962.50	\$0.00	\$4,962.50	\$0.00	\$0.00	\$4,962.50	8/20/2020	\$4,700.00	Check	\$262.50
LF-1041	11/30/2019	\$0.00	\$0.00	\$9.65	\$0.00	\$0.00	\$9.65		\$0.00		\$9.65
1090	6/30/2020	\$17.50	\$0.00	\$17.50	\$0.00	\$0.00	\$17.50	10/2/2020	\$10.00	Check	\$7.50
1167	12/15/2020	\$5,480.00	\$0.00	\$5,480.00	\$0.00	\$0.00	\$5,480.00		\$0.00		\$5,480.00
1155	2/18/2021	\$1,140.00	\$0.00	\$1,140.00	\$0.00	\$0.00	\$1,140.00		\$0.00		\$1,140.00
		\$20,447.50	\$0.00	\$20,457.15	\$0.00	\$0.00	\$20,457.15		\$13,557.50		\$6,899.65
Client Totals:		\$20,447.50	\$0.00	\$20,457.15	\$0.00	\$0.00	\$20,457.15		\$13,557.50		\$6,899.65

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Retainer Reconciliation Summary by Client

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Client ID: County

Client Retainer Paid:	\$0.00
Client Retainer Applied:	\$0.00
Client Retainer Available:	\$0.00

Project Retainers for Client County

Project ID	Project Retainer Paid	Project Retainer Applied	Client Retainer Applied	Total Client/Project Retainer Applied	Total Client/Project Retainer Available
10 Municipal Offices-3:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
10-CBS New System:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
10-CBS Support:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
10-Crystal Blue Water:	\$5,000.00	\$4,975.00	\$0.00	\$4,975.00	\$25.00
10-Harbor Bldg 42:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
10-Harbor Terminal Bldg 61:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
10-Harbor:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
10-Long Beach Harbor:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
10-Municipal Offices:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
10-Municipal Offices-2:	\$5,000.00	\$2,500.00	\$0.00	\$2,500.00	\$2,500.00

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Profit by Project - Billable Summary

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Filters Used:

- Project ID: 09-PV Country Club: to 10-Dept Of City Services:

Project ID - Name	B-Hrs	Units	Cost Amount	Bill Amount*	Profit/Loss	%
09-PV Country Club: - PV Country Club	528.00	389.00	\$28,848.81	\$48,512.49	\$19,663.68	41
10 Municipal Offices- 3: - Municipal Offices Technical Support	1,713.50	14.00	\$69,471.48	\$196,928.10	\$127,456.62	65
10-BQE General: - BQES General Office	4,106.50	2.00	\$87,407.27	\$0.00	(\$87,407.27)	0
10-CBS New System: - Crystal Blue Waters New System Evaluation	66.75	0.00	\$2,542.50	\$4,940.00	\$2,397.50	49
10-CBS Support: - Crystal Blue Waters Ongoing Support	259.50	0.00	\$10,155.75	\$21,169.25	\$11,013.50	52
10-City Health Dept: - City Health Department	883.00	721.00	\$35,172.85	\$69,143.50	\$33,970.65	49
10-Crystal Blue Water: - Crystal Blue Waters New System Installation	462.50	1.00	\$19,688.00	\$27,515.07	\$7,827.07	28
10-Dept Of City Services: - Dept. of City Services	367.75	225.00	\$14,890.75	\$29,681.25	\$14,790.50	50
Grand Totals	8,387.50	1,352.00	\$268,177.41	\$397,889.66	\$129,712.25	33

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Bill Amount= B-Hours Bill Rate* WUD or Units* Cost Rate* MU for all billable entries. Marked Billed entries always= 0

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Contract Analysis

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*billed excludes discounts and extras

[enable breakdown](#)

Project ID - Name	Contract Amount	4/1/2020 to Spent	4/30/2020 Billed	As Of 4/30/2020 Spent	Billed	Contract Balance To Be Spent	[4/30/2020] To Be Billed	Est. % Comp.	Act. % Comp.
10-Party Planners - Party Planners, Inc. System Upgrade	\$30,000.00	\$0.00	\$0.00	\$8,137.50	\$8,137.50	\$21,862.50	\$21,862.50	27.1%	27.1%
10-Redondo Library - Redondo Beach Library	\$75,000.00	\$0.00	\$0.00	\$3,860.00	\$3,560.00	\$71,140.00	\$71,440.00	5.1%	4.7%
10-Staple Center - Staples Center	\$250,000.00	\$0.00	\$0.00	\$8,040.00	\$7,040.00	\$241,960.00	\$242,960.00	3.2%	2.8%
10-Torrance Airport - Torrance Airport Upgrade	\$100,000.00	\$0.00	\$0.00	\$25,700.64	\$18,808.75	\$74,299.36	\$81,191.25	25.7%	18.8%
10-WW New Systems - World Wide New Systems	\$25,600.00	\$15,030.00	\$7,800.00	\$19,130.00	\$7,800.00	\$6,470.00	\$17,800.00	74.7%	30.5%
Grand Totals:	\$1,555,715.00	\$55,084.00	\$50,602.50	\$237,652.89	\$146,388.75	\$1,318,062.11	\$1,409,326.25	15.3%	9.4%

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Contract Spent by Project - Services & Expenses

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Filters Used

- Project ID: 09-PV Country Club: to 10-Crystal Blue Water:

*Contracted projects have either a service or expense contract amount.

Project ID - Name	Total Cont. Amount	Service Cont. Amount	Service Spent	Service Balance	Expense Cont. Amount	Expense Spent	Expense Balance	*Contracted Balance
Contracted Projects								
09-PV Country Club - PV Country Club		\$73,115.00	\$45,288.75	\$27,826.25	\$0.00	\$2,500.00	\$0.00	\$25,326.25
10 Municipal Offices- 3- - Municipal Offices Technical Support		\$78,000.00	\$191,925.25	(\$113,925.25)	\$2,000.00	\$2,150.00	(\$150.00)	(\$114,075.25)
10-CBS New System - Crystal Blue Waters New System Evaluation		\$3,500.00	\$5,085.00	(\$1,585.00)	\$0.00	\$0.00	\$0.00	(\$1,585.00)
10-CBS Support - Crystal Blue Waters Ongoing Support		\$7,800.00	\$21,169.25	(\$13,369.25)	\$0.00	\$0.00	\$0.00	(\$13,369.25)
10-City Health Dept - City Health Department		\$75,000.00	\$67,778.75	\$7,221.25	\$0.00	\$17.33	\$0.00	\$7,203.92
10-Crystal Blue Water - Crystal Blue Waters New System Installation		\$10,000.00	\$38,240.00	(\$28,240.00)	\$0.00	\$575.00	\$0.00	(\$28,815.00)
Individual Contracted Totals:		\$247,415.00	\$369,487.00	(\$122,072.00)	\$2,000.00	\$2,150.00	(\$150.00)	
Full Contracted Totals:	\$249,415.00		\$369,487.00			\$5,242.33		(\$125,314.33)
Non-Contracted Projects								
10-BQE General - BQES General Office		\$0.00	\$183,763.75	\$0.00	\$0.00	\$4,325.00	\$0.00	\$0.00
Non-Contracted Totals			\$183,763.75			\$4,325.00		
Full & Non-Contracted Spent Totals:			\$553,250.75			\$9,567.33		

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Work in Hand by Client & Project

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Filters Used

- Project ID: 09-PV Country Club: to 10-Green Thumb:

Project ID - Name	Type	Contract	Serv Amt	Exp Amt	Amt Billed	Paid	Un-Paid	WIP	Un-Billed
City Services - City Services Dept.									
09-PV Country Club - PV Country Club	Hourly	\$73,115.00	\$33,218.75	\$6,097.65	\$39,318.67	\$39,203.59	\$115.08	\$9,035.00	\$37,396.25
10-City Health Dept. - City Health Department	HNTE	\$75,000.00	\$67,478.75	\$900.34	\$68,379.14	\$68,379.14	-	\$764.33	\$7,521.21
10-Dept Of City Services - Dept. of City Services	Hourly	-	\$28,567.50	\$123.75	\$28,691.25	\$28,650.00	\$41.25	\$990.00	N/A
City Services Total:		\$148,115.00	\$129,265.00	\$7,121.74	\$136,389.06	\$136,232.73	\$156.33	\$10,789.33	\$44,917.46
County - County Municipal Offices									
10 Municipal Offices- 3- Municipal Offices Technical Support	Fixed	\$80,000.00	\$11,734.75	\$2,852.85	\$14,587.60	\$13,609.05	\$978.55	\$182,340.50	\$68,265.25
10-CBS New System - Crystal Blue Waters New System Evaluation	Fixed	\$3,500.00	\$2,740.00	-	\$2,740.00	\$2,500.00	\$240.00	\$2,200.00	\$760.00
10-CBS Support - Crystal Blue Waters Ongoing Support	Hourly	\$7,800.00	\$17,895.00	-	\$17,895.00	\$15,225.00	\$2,670.00	\$3,274.25	DONE
10-Crystal Blue Water - Crystal Blue Waters New System Installation	Fixed	\$10,000.00	\$19,000.00	-	\$19,000.00	\$11,500.00	\$7,500.00	\$8,515.00	DONE
County Total:		\$101,300.00	\$51,369.75	\$2,852.85	\$54,222.60	\$42,834.05	\$11,388.55	\$196,329.75	\$69,025.25
Factor Foundation - Factor Foundation									
10-Fun Foods - Fun Foods 2.0 Upgrade	Fixed	\$15,000.00	\$25,848.75	-	\$25,854.07	\$15,000.00	\$10,854.07	\$220.00	DONE
Factor Foundation Total:		\$15,000.00	\$25,848.75	-	\$25,854.07	\$15,000.00	\$10,854.07	\$220.00	-
Global Tech - Global Technology									
10-Green Thumbx - Green Thumb Starter System	Fixed	\$10,500.00	\$9,000.00	\$339.02	\$9,339.02	\$5,000.00	\$4,339.02	\$5,905.00	\$1,500.00
Global Tech Total:		\$10,500.00	\$9,000.00	\$339.02	\$9,339.02	\$5,000.00	\$4,339.02	\$5,905.00	\$1,500.00
LA DWP - Dept. Water & Power									
10-DWP - Dept. of Water & Power	HNTE	\$46,000.00	\$20,447.50	-	\$20,457.15	\$13,557.50	\$6,899.65	\$1,815.50	\$25,552.50
LA DWP Total:		\$46,000.00	\$20,447.50	-	\$20,457.15	\$13,557.50	\$6,899.65	\$1,815.50	\$25,552.50
Grand Total:		\$320,915.00	\$235,931.00	\$10,313.61	\$246,261.90	\$212,624.28	\$33,637.62	\$215,059.58	\$140,995.21

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Employee Utilization

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Employee	Billable	Non-Bill	Marketing	Overhead	Vacation	Sick	Holiday	Hours
AM - Allen Marcello System Administrator	1,383.50 91.27%	30.00 1.98%	0.00 0.00%	0.00 0.00%	18.00 1.19%	12.25 0.81%	72.00 4.75%	1,515.75
BD - Bob Duncan Draftsman	651.50 89.19%	0.00 0.00%	5.00 0.68%	0.00 0.00%	24.00 3.29%	0.00 0.00%	50.00 6.84%	730.50
BW - Bert Woolmer Director	1,823.50 95.83%	0.25 0.01%	0.00 0.00%	0.00 0.00%	18.00 0.95%	0.00 0.00%	61.00 3.21%	1,902.75
CJ - Curtis James Senior Engineer	2,439.25 96.85%	5.75 0.23%	0.00 0.00%	0.00 0.00%	15.50 0.62%	0.00 0.00%	58.00 2.30%	2,518.50
Geo Engineering - Greg Wang Geotechnical Engineers	46.00 100.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	46.00
JA - Jennifer Arlington Principal	794.25 66.86%	9.25 0.78%	230.50 19.40%	18.00 1.52%	57.00 4.80%	0.00 0.00%	79.00 6.65%	1,188.00
JD Consulting - John Ramsey MEP Engineers	46.50 100.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	46.50
MK - Mark Kerns Jr. Architect	601.75 25.85%	0.00 0.00%	0.00 0.00%	1,605.75 68.99%	40.00 1.72%	0.00 0.00%	80.00 3.44%	2,327.50
RC - Richard Curtis Senior Engineer	974.25 92.06%	0.00 0.00%	0.00 0.00%	0.00 0.00%	16.00 1.51%	0.00 0.00%	68.00 6.43%	1,058.25
RT - Riley Thomas Sr. Architect	960.00 92.49%	0.00 0.00%	0.00 0.00%	0.00 0.00%	18.00 1.73%	0.00 0.00%	60.00 5.78%	1,038.00
SB - Sarah Beth Jr. Consultant	1,861.75 96.08%	0.00 0.00%	0.00 0.00%	0.00 0.00%	18.00 0.93%	0.00 0.00%	58.00 2.99%	1,937.75
SE - Rose Annbach Office Manager	774.50 87.59%	0.00 0.00%	0.00 0.00%	0.00 0.00%	26.75 3.03%	6.00 0.68%	77.00 8.71%	884.25
SL - Sally Lawrence Jr. Architect	315.00 16.33%	0.50 0.03%	0.00 0.00%	1,469.00 76.17%	40.00 2.07%	8.00 0.41%	96.00 4.98%	1,928.50
WB - Walter Birch General Manager	1,650.25 87.23%	4.25 0.22%	85.50 4.52%	41.75 2.21%	38.00 2.01%	0.00 0.00%	72.00 3.81%	1,891.75
Grand Total:	14,322.00 75.32%	50.00 0.26%	321.00 1.69%	3,134.50 16.49%	329.25 1.73%	26.25 0.14%	831.00 4.37%	19,014.00

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Staff Profit Report - Billed

YTD Date Range: 1/1/2020 - 4/14/2020

Printed on: 4/14/2020

HOURS				AMOUNT					PROFIT ANALYSIS				
Billable	Non-Billable	Total	% Billable	Billable Labor	Billable Expense	Non-Billable Expense	Total \$	WU/WD \$	Billed	Billable	Cost	Profit	
Shawna Merit (ABC Property)													
Curr->	0.00	0.00	0.00	0.00%	\$0.00	\$0.00	\$4,325.00	\$4,325.00	\$0.00	\$0.00	\$0.00	\$4,325.00	(\$4,325.00)
YTD->										\$0.00	\$0.00		\$0.00
YTD Net Billable to Billable:			0.00%	YTD Effective Earnings per Hour:		\$0.00	YTD Realization per Hour:		\$0.00	YTD Earnings per Hour:			\$0.00
Allen Marcello (AM)													
Curr->	1,383.50	132.25	1,515.75	91.27%	\$111,587.50	\$368.75	\$0.00	\$111,956.25	\$60,381.75	\$160,789.25	\$172,338.00	\$60,451.38	\$100,337.87
YTD->	110.25	6.00	116.25	94.84%	\$8,820.00	\$0.00	\$0.00	\$8,820.00	\$13,458.07	\$21,638.07	\$22,278.07	\$4,536.25	\$17,101.82
YTD Net Billable to Billable:			252.59%	YTD Effective Earnings per Hour:		\$202.07	YTD Realization per Hour:		\$196.26	YTD Earnings per Hour:			\$191.64
Bob Duncan (BD)													
Curr->	651.50	79.00	730.50	89.19%	\$45,922.64	\$954.15	\$102.00	\$46,978.79	\$894.10	\$40,160.39	\$47,770.89	\$25,775.53	\$14,384.86
YTD->	4.00	0.00	4.00	100.00%	\$280.00	\$0.00	\$0.00	\$280.00	\$0.00	\$280.00	\$280.00	\$140.00	\$140.00
YTD Net Billable to Billable:			100.00%	YTD Effective Earnings per Hour:		\$70.00	YTD Realization per Hour:		\$70.00	YTD Earnings per Hour:			\$70.00
Bert Woolmer (BW)													
Curr->	1,823.50	79.25	1,902.75	95.83%	\$156,800.00	\$1,712.63	\$0.00	\$158,512.63	(\$4,753.37)	\$103,099.26	\$153,759.26	\$77,716.01	\$25,383.25
YTD->	79.25	0.00	79.25	100.00%	\$6,340.00	\$0.00	\$0.00	\$6,340.00	(\$1,152.49)	\$5,187.51	\$5,187.51	\$3,170.00	\$2,017.51
YTD Net Billable to Billable:			81.82%	YTD Effective Earnings per Hour:		\$65.46	YTD Realization per Hour:		\$65.46	YTD Earnings per Hour:			\$65.46
Curtis James (C.J)													
Curr->	2,439.25	79.25	2,518.50	96.85%	\$191,295.00	\$1,142.50	\$0.00	\$192,437.50	(\$3,078.97)	\$106,428.53	\$189,358.53	\$79,120.00	\$27,308.53
YTD->	86.50	0.00	86.50	100.00%	\$5,190.00	\$0.00	\$0.00	\$5,190.00	\$439.51	\$5,629.51	\$5,629.51	\$2,595.00	\$3,034.51
YTD Net Billable to Billable:			108.47%	YTD Effective Earnings per Hour:		\$65.08	YTD Realization per Hour:		\$65.08	YTD Earnings per Hour:			\$65.08



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