

Net Profit % by Service Type

	SNOW		MAINT		LANDSCAPE		TOTAL COMPANY (1/3 Snow, 1/3 Maint, 1/3 Landscape)		CONSTRUCTION (HOME, RENO ETC.)	
	Top 25	Bottom 25	Top 25	Bottom 25	Top 25	Bottom 25	Top 25	Bottom 25	Top 25	Bottom 25
Labour	25.0	35.0	42.5	47.0	18.0	24.0	29.0	38.0	13.0	20.0
Equipment	18.0	20.0	16.0	18.0	8.0	13.0	12.0	17.0	5.0	10.0
Materials	10.0	12.0	3.1	3.0	23.5	30.0	14.0	15.0	35.0	40.0
Subs	8.0	10.0	1.0	2.0	10.0	3.0	5.0	5.0	10.0	5.0
Total Cost of Good Sold	61.0	77.0	62.6	70.0	59.5	70.0	60.0	75.0	63.0	75.0
Gross Profit	39.0	23.0	37.4	30.0	40.5	30.0	40.0	25.0	37.0	25.0
Overhead	25.0	25.0	25.0	30.0	25.0	30.0	25.0	30.0	25.0	25.0
Net Profit	14.0	-2.0	12.4	0.0	15.5	0.0	15.0	-5.0	12.0	0.0