Monthly Expenses Worksheet
Retail location

Rent	$1,200.00
Utilities - Gas/Electric	$300.00
Phone/Fax	$100.00
Internet	$25.00
Trash	$50.00
Advertising	$250.00
Insurance	$100.00
Travel/Training	$100.00
Salary	$4,200.00
Prof. Services	$75.00
Misc. Expenses	$100.00
Monthly total	$6,500.00
Months per year	12
Annual Expenses	$78,000.00

Hours Worked in 1 week	45				
weeks worked per year	48			Retail	Billable
Maximum billable hours per year	2160			Hourly	Hours Per
		Profit		Rate	Week
Efficiency	80%	110%		$49.65	
Billable hours	1728	125%		$56.42	36.00
Hourly Rate	$45.14	140%		$63.19	
Efficiency	70%	110%		$56.75	
Billable hours	1512	125%		$64.48	31.50
Hourly Rate	$51.59	140%		$72.22	
Efficiency	60%	110%		$66.20	
Billable hours	1296	125%		$75.23	27.00
Hourly Rate	$60.19	140%		$84.26	
Efficiency	50%	110%		$79.44	
Billable hours	1080	125%		$90.28	22.50
Hourly Rate	$72.22	140%		$101.11	

Monthly Expenses Worksheet
Home Based location

Rent	$250.00
Utilities - Gas/Electric	$100.00
Phone/Fax/Cell	$50.00
Internet	$50.00
Trash	$3.00
Advertising	$50.00
Insurance	$100.00
Travel/Training	$25.00
Salary	$4,200.00
Prof. Services	$75.00
Misc. Expenses	$50.00
Monthly total	$4,953.00
Months per year	12
Annual Expenses	$59,436.00

Hours Worked in 1 week	45				
weeks worked per year	48			Retail	Billable
Maximum billable hours per year	2160			Hourly	Hours Per
		Profit		Rate	Week
Efficiency	80%	110%		$37.84	
Billable hours	1728	125%		$42.99	36.00
Hourly Rate	$34.40	140%		$48.15	
Efficiency	70%	110%		$43.24	
Billable hours	1512	125%		$49.14	31.50
Hourly Rate	$39.31	140%		$55.03	
Efficiency	60%	110%		$50.45	
Billable hours	1296	125%		$57.33	27.00
Hourly Rate	$45.86	140%		$64.21	
Efficiency	50%	110%		$60.54	
Billable hours	1080	125%		$68.79	22.50
Hourly Rate	$55.03	140%		$77.05	