

Third Rock Consultants, LLC
TRC Income Statement Summary
February 28, 2019

	<u>Current Period</u>	<u>Year-To-Date</u>
GROSS REVENUE	218,460.00	374,554.52
SUB-CONTRACTING COSTS	52,265.15	92,377.35
NET REVENUE	<u>166,194.85</u>	<u>282,177.17</u>
COST OF SALES		
LABOR		
Direct Labor	37,603.39	81,170.72
Indirect Labor	36,950.11	68,817.41
Subtotal-CS Labor	<u>74,553.50</u>	<u>149,988.13</u>
DIRECT EXPENSES-REIMBURSABLE		
Travel	1,749.78	3,648.86
Travel-Co Vehicles	3,334.90	6,862.00
Cost Recovery	-1,562.44	-3,717.61
Field/Lab Equipment	852.17	852.17
Project Supplies	0.00	109.86
Other Direct Costs	250.00	525.00
Subtotal-CS Direct Expense Billable	<u>4,624.41</u>	<u>8,280.28</u>
FRINGE BENEFITS	<u>12,359.52</u>	<u>36,723.43</u>
TRC (OH) CONTRACT SERVICES	<u>2,882.30</u>	<u>6,287.10</u>
RENT, UTILITIES, MAINT.	<u>7,513.77</u>	<u>14,742.69</u>
EQUIPMENT		
Telecommunications Systems	829.24	1,621.61
Vehicle Expenses	354.80	3,915.17
Equipment Rental & Maintenance	198.17	602.62
Computer Software & Supplies	3,061.45	5,634.52
Subtotal-CS Equipment	<u>4,443.66</u>	<u>11,773.92</u>
PROF DEVELOPMENT COST	<u>266.44</u>	<u>1,202.41</u>
GENERAL EXPENSES (OH)	<u>7,184.05</u>	<u>20,483.58</u>
CHARITABLE CONTRIBUTIONS	<u>0.00</u>	<u>0.00</u>
TOTAL COST OF SALES	<u>113,827.65</u>	<u>249,481.54</u>
GROSS MARGIN	<u>52,367.20</u>	<u>32,695.63</u>
OTHER EXPENSES		
Travel, Opportunity Cost	0.00	0.00
Indirect Labor Paid, Proposals	2,799.72	4,841.52
Subtotal Other Expenses	<u>2,799.72</u>	<u>4,841.52</u>
INCOME FROM OPERATIONS	<u>49,567.48</u>	<u>27,854.11</u>
OTHER INCOME		
Discounts	0.00	0.00
Gain (Loss) on Asset Sales	0.00	0.00
Subtotal Other Income	<u>0.00</u>	<u>0.00</u>
INCOME TAX	<u>0.00</u>	<u>0.00</u>
NET INCOME	<u>49,567.48</u>	<u>27,854.11</u>
TOTAL LABOR/BENEFITS COST	<u>89,712.74</u>	<u>191,553.08</u>