



Joined Date: 01-01-1970

Title		%	Group Average	%
Revenue:				
400 Monthly Repetitive Acctg/Bkkpg Fees	0	0%		0%
402 Backwork & Installation	0	0%		0%
404 Year - End Fees	0	0%		0%
406 1040 Fees - Monthly Clients	0	0%		0%
408 Extras/Consulting - Monthly Clients	0	0%		0%
410 Outside Business Taxes	0	0%		0%
412 1040 Fees - Outside Clients	0	0%		0%
414 Consulting Fees - Outside Clients	0	0%		0%
416 Hosting/Tech Fees Billed to GL Clients	0	0%		0%
418 Accounts Receivable/Payable	0	0%		0%
420 Payroll - Live Processing	0	0%		0%
422 Payroll - Direct Deposit Charges	0	0%		0%
424 Payroll - Signing Checks	0	0%		0%
425 Payroll - Quarterly Fees	0	0%		0%
426 Payroll - W-2 Charges	0	0%		0%
428 Payroll - New Hire Charges	0	0%		0%
430 Payroll - Supply Charges	0	0%		0%
432 Payroll - Delivery Charges	0	0%		0%
433 Other Payroll Revenue	0	0%		0%
434 Passthrough Income	0	0%		0%
436 Notices	0	0%		0%
438 Audit & Review Fees	0	0%		0%
440 Finance Charges	0	0%		0%
442 Other Miscellaneous Revenue	0	0%		0%
444 Audit Protection Fees	0	0%		0%
446 Financial Services income	0	0%		0%
Total Sales	0	0%		0%
Title		%	Group Average	%
Labor Costs:				
500 Bookkeeper Wages	0	0%		0%
502 Owner as Bookkeeper	0	0%		0%
504 Manager / Supervisor Wages	0	0%		0%
506 Owner as Manager / Supervisor	0	0%		0%
508 Assistant Accountant Wages	0	0%		0%
510 AP/AR Processing Wages	0	0%		0%
512 Payroll Wages	0	0%		0%
513 Payroll Manager Wages	0	0%		0%
514 Owner as Payroll Processor	0	0%		0%
516 Seasonal Tax Production Wages	0	0%		0%
518 Owner as Tax Preparer / Reviewer	0	0%		0%
519 Audit & Review Wages	0	0%		0%
519.1 Owner AS Audit & Review	0	0%		0%

520 Admin / Office Manager	0	0%	0%
521 Financial Services Wages	0	0%	0%
521.1 Owner AS Financial Services	0	0%	0%
522 Contracted Services - Production	0	0%	0%
522.1 Accounting Contracted Services	0	0%	0%
522.2 Tax Contracted Services	0	0%	0%
522.3 Payroll Contracted Services	0	0%	0%
522.4 Audit & Review Contracted Services	0	0%	0%
522.5 Financial Services Contracted Services	0	0%	0%
524 Health Insurance - Staff	0	0%	0%
526 Payroll Taxes - Staff	0	0%	0%
528 Retirement Benefits - Staff	0	0%	0%
Total Direct Costs-Labor	0	0%	0%

Title		%	Group Average	%
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Other Direct Production Costs:

550 Computer Supplies	0	0%	0%
552 Hosting/Tech Fees for Client Accounts	0	0%	0%
554 Software Expense	0	0%	0%
554.1 Accounting Software Expense	0	0%	0%
554.2 Tax Software Expense	0	0%	0%
554.3 Payroll Software Expense	0	0%	0%
554.4 Audit & Review Software Expense	0	0%	0%
554.5 Financial Services Software Expense	0	0%	0%
556 Software Support Fees	0	0%	0%
556.1 Accounting Software Support Fees	0	0%	0%
556.2 Tax Software Support Fees	0	0%	0%
556.3 Payroll Software Support Fees	0	0%	0%
556.4 Audit & Review Support Fees	0	0%	0%
556.5 Financial Services Software Support Fees	0	0%	0%
558 Library & Research Materials	0	0%	0%
560 Postage & Delivery	0	0%	0%
562 Printed Supplies	0	0%	0%
564 Passthrough Expense	0	0%	0%
566 Client Penalties Paid	0	0%	0%
568 IT Services (Outsourced Maint)	0	0%	0%
570 Payroll Bank Fees (Direct Deposit)	0	0%	0%
Total Other Direct Production Costs	0	0%	0%
Total Direct Costs	0	0%	0%
Gross Profit	0	0%	0%

Title		%	Group Average	%
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Operating Expenses:

600 Bad Debts	0	0%	0%
602 Bank Charges	0	0%	0%
604 Business Promotion	0	0%	0%
606 Janitorial Service & Supplies	0	0%	0%
608 Commissions	0	0%	0%
610 Continuing Education - Staff	0	0%	0%
612 Credit Card Costs	0	0%	0%
614 Depreciation	0	0%	0%
616 Dues & Subscriptions	0	0%	0%
618 Equipment Rental	0	0%	0%
620 Insurance - Business	0	0%	0%
622 Insurance - Health - Office/Mgmt.	0	0%	0%

624 Meals - 100% - Staff	0	0%		0%
626 Meals & Entertainment - Staff	0	0%		0%
628 Office Expense	0	0%		0%
630 Operating Supplies	0	0%		0%
632 Outside Services	0	0%		0%
634 Payroll Taxes - General Manager	0	0%		0%
636 Permits & Licenses	0	0%		0%
638 Professional Fees	0	0%		0%
640 Recruiting Expenses	0	0%		0%
642 Rent	0	0%		0%
644 Repairs & Maintenance	0	0%		0%
646 Retirement Plan - General Manager	0	0%		0%
648 Salaries - General Manager	0	0%		0%
650 Taxes - Other	0	0%		0%
652 Taxes - Personal Property	0	0%		0%
654 Taxes - Real Estate	0	0%		0%
656 Telephone	0	0%		0%
658 Travel - Office	0	0%		0%
660 Utilities	0	0%		0%
662 Vehicle Expense - Office	0	0%		0%
Total Operating Expenses	0	0%		0%
Operating Income	0	0%		0%
Title		%	Group Average	%
Sales & Marketing Costs:				
700 Amortization - Practice Acquisition	0	0%		0%
702 Advertising / Directory Listings	0	0%		0%
704 Purchased Appointments	0	0%		0%
706 Purchased Accounts	0	0%		0%
708 Appt. Setter Wages - Appt	0	0%		0%
710 Appt. Setter Wages - Base	0	0%		0%
712 Appt. Setter Wages - Commissions	0	0%		0%
714 Continuing Educ-Sales (Click - More)	0	0%		0%
716 Marketing Lists	0	0%		0%
718 Owner as Salesperson	0	0%		0%
720 Payroll Taxes - Sales	0	0%		0%
722 Referral Fees	0	0%		0%
724 Retirement Benefits - Sales	0	0%		0%
726 Promotional Expenses & Supplies	0	0%		0%
728 Sales Payroll - Wages - Base	0	0%		0%
730 Sales Payroll - Wages - Commissions	0	0%		0%
732 Salesperson Health Insurance	0	0%		0%
734 Salesperson Telephone	0	0%		0%
736 Salesperson Vehicle Exp	0	0%		0%
738 Salesperson Wages - Base	0	0%		0%
740 Salesperson Wages - Commissions	0	0%		0%
742 Other Benefits - Outside/Inside Sales	0	0%		0%
744 Website Development / Maintenance	0	0%		0%
746 Internet Marketing Expenses	0	0%		0%
Total Sales & Marketing Costs	0	0%		0%
Net Income Before Other Adj's	0	0%		0%
Title		%	Group Average	%
Other Adjustments				
800 Salaries - Owner	0	0%		0%

802 Owner in production & sales	0	0%	0%
804 Automobile Exp - Owner	0	0%	0%
806 Continuing Education - Owner	0	0%	0%
808 Dues & Subscriptions - Owner	0	0%	0%
810 Insurance (life/health) - Owner	0	0%	0%
812 Meals & Entertainment - Owner	0	0%	0%
814 Mobile Telephone - Owner	0	0%	0%
816 Payroll Taxes - Owner	0	0%	0%
818 Retirement Plan Match - Owner	0	0%	0%
820 Supplies - Owner	0	0%	0%
822 Travel - Owner	0	0%	0%
824 Rent - Adj. for Owner-Occupied	0	0%	0%
826 Charitable Contributions-All	0	0%	0%
828 Interest Expense - All	0	0%	0%
830 Corporate Income Tax	0	0%	0%
0 Other Expenses - Owner	0	0%	0%
0 Other Expenses - Owner	0	0%	0%
0 Other Expenses - Owner	0	0%	0%
900 Interest Income	0	0%	0%
902 Other Income	0	0%	0%
999 Other Expenses	0	0%	0%
Total Other Adjustments	0	0%	0%
Net Income - Ties to Financial Stmt	0	0%	0%

Title		%	Group Average	%
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DGL - Client Growth

1 DGL Beginning # Clts	0		0
2 Sales Dept- Referral	0		0
3 Sales Dept- TM	0		0
4 Sales Dept-Web/Adv	0		0
5 Client Expansions	0		0
6 Referral - Internal	0		0
7 Account Acquisition	0		0
8 Practice Acquisition	0		0
9 Total Adds	0		0
10 Drops: Sold/Closed	0		0
11 Drops: Fees	0		0
12 Drops: Service	0		0
13 Drops: Client fired	0		0
14 Total Drops	0		0
15 Net Adds (Drops)	0		0
16 DGL Ending # Clts	0		0

Title		%	Group Average	%
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DGL - Repetitive Billing

1 DGL - Beginning Repetitive Billing	0		0
2 Sales Dept- Referral	0		0
3 Sales Dept- TM	0		0
4 Sales Dept-Web/Adv	0		0
5 Client Expansions	0		0
6 Referral - Internal	0		0
7 Account Acquisition	0		0
8 Practice Acquisition	0		0
9 Fee increases/Svc adjustment	0		0
10 Total Adds	0		0

11 Drop:Sold/Closed	0		0	
12 Drop:Fees	0		0	
13 Drop:Service	0		0	
14 Drop:Client fired	0		0	
15 Fee decreases/Svc adjustment	0		0	
16 Total Drops	0		0	
17 Net Adds (Drops)	0		0	
18 DGL - Ending Repetitive Billing	0		0	
Title		%	Group Average	%
Payroll - Client Growth				
1 Payroll Beginning # Clts	0		0	
2 Sales Dept- Referral	0		0	
3 Sales Dept- TM	0		0	
4 Sales Dept-Web/Adv	0		0	
5 Client Expansions	0		0	
6 Referral - Internal	0		0	
7 Account Acquisition	0		0	
8 Practice Acquisition	0		0	
9 Total Adds	0		0	
10 Drops: Sold/Closed	0		0	
11 Drops: Fees	0		0	
12 Drops: Service	0		0	
13 Drops: Client fired	0		0	
14 Total Drops	0		0	
15 Net Adds (Drops)	0		0	
16 Payroll - Ending # Clts	0		0	
Title		%	Group Average	%
Payroll - Repetitive Billing				
1 Payroll - Beginning Repetitive Billing	0		0	
2 Sales Dept- Referral	0		0	
3 Sales Dept- TM	0		0	
4 Sales Dept-Web/Adv	0		0	
5 Client Expansions	0		0	
6 Referral - Internal	0		0	
7 Account Acquisition	0		0	
8 Practice Acquisition	0		0	
9 Fee increases/Svc adjustment	0		0	
10 Total Adds	0		0	
11 Drop: Sold/Closed	0		0	
12 Drop: Fees	0		0	
13 Drop: Service	0		0	
14 Drop: Client fired	0		0	
15 Fee decreases/Svc adjustment	0		0	
16 Total Drops	0		0	
17 Net Adds (Drops)	0		0	
18 Payroll - Ending Repetitive Billing	0		0	
Title		%	Group Average	%
Year-End Fees				
1 Beginning YEF	0		0	
2 Sales Dept- Referral	0		0	
3 Sales Dept- TM	0		0	
4 Sales Dept-Web/Adv	0		0	

5 Client Expansions	0		0	
6 Referral - Internal	0		0	
7 Account Acquisition	0		0	
8 Practice Acquisition	0		0	
9 Fee increases/Svc adjustment	0		0	
10 Total Adds	0		0	
11 Drop:Sold/Closed	0		0	
12 Drop:Fees	0		0	
13 Drop:Service	0		0	
14 Drop:Client fired	0		0	
15 Fee decreases/Svc adjustment	0		0	
16 Total Drops	0		0	
17 Net Adds (Drops)	0		0	
18 Ending YEFs	0		0	
Title		%	Group Average	%
1 Owners	0.00		0.00	
2 Owners as Manager	0.00		0.00	
3 Owner as Bookkeeper	0.00		0.00	
4 Owner as Payroll	0.00		0.00	
5 Bookkeepers	0.00		0.00	
6 Managers	0.00		0.00	
7 Assistants	0.00		0.00	
8 Administrative	0.00		0.00	
9 Payroll	0.00		0.00	
10 Seasonal Staff	0.00		0.00	
11 Marketing	0.00		0.00	
16 Total Staffing FTEs	0.00		0.00	
17 Total New Hires	0.00		0.00	
18 Total Terminations	0.00		0.00	
19 Bkkpr Wages % Repetitive Billing	0.00		0.00	
20 Repetitive Fees Per Bkkpr	0		0	
21 PR Wages as % of Payroll Billing	0.00		0.00	
22 PR Billing Per PR Ee	0		0	
23 Mgr Wages as a % of Mgr Billing	0.00		0.00	
24 RB per Manager	0		0	
25 Health Ins per Ee	0		0	
26 Retirement Plan Cost per Ee	0		0	
27 Revenue per FTE (Full Time Equivalent)	0		0	
12 Owner as Audit & Review	0		0	
13 Audit & Review Staff	0		0	
14 Owner as Financial Services	0		0	
15 Financial Services Staff	0		0	
Title		%	Group Average	%
Tax Returns - Quantity				
1 # 1040 Returns-Monthly	0		0	
2 # 1040 Returns-Outside	0		0	
3 # Outside Business Returns	0		0	
4 Average Fees Per Return	0		0	

5 1040 Returns-Monthly	0	0
6 1040 Returns-Outside	0	0
7 Outside Business Returns	0	0
8 Average Monthly \$ DGL Fees	0	0
9 DGL Fee Incr as a % of BOY Mo DGL	0.00	0
10 DGL Sales as a % of BOY mo DGL	0.00	0
11 DGL Referral as a % of BOY mo DGL	0.00	0
12 DGL Drops as a % of Ave Mo Billing	0.00	0
13 DGL Referral Drop %	0.00	0
14 Average Monthly \$ PR Fees	0	0
15 PR Fee Incr as % of BOY Mo PR	0.00	0
16 PR Sales as a % of BOY mo PR	0.00	0
17 PR Referral as a % of BOY mo PR	0.00	0
18 PR Drops as a % of Ave Mo Billing	0.00	0
19 PR Referral Drop %	0.00	0
20 Annualized Billing from Mrktg Dept	0	0
21 Mktg Cost as % Annualized Billing	0.00	0
22 Mo. Multiple to Pay Marketing Cost	0.00	0
23 Annual Drop \$ less annual referral \$	0	0
24 Mrktg Cost to Maintain Practice	0	0
25 Mrktg Cost per DGL Add	0	0
26 DGL Monthly Internal Growth \$	0	0
27 DGL Monthly Internal Growth %	0.00	0
28 PR Monthly Internal Growth \$	0	0
29 PR Monthly Internal Growth %	0.00	0
30 Revenue Growth %	0.00	0
31 Ave DGL Fee End of Year	0	0
32 Ave PR Fee End of Year	0	0
33 Ave DGL Fee for Adds	0	0
34 Ave PR Fee for Adds	0	0
35 Ave DGL YEF Multiple	0.00	0
36 BWI per New DGL	0	0
37 # W2's Processed	0	0
38 # of Payroll Checks Run in December	0	0
39 Average W2 Fee	0	0
40 Average Payroll Check Fee	0	0
41 Accounting Profit Margin \$	0	0
42 Accounting Profit Margin %	0	0
43 Tax Profit Margin \$	0	0
44 Tax Profit Margin %	0	0
45 Payroll Profit Margin \$	0	0
46 Payroll Profit Margin %	0	0
47 Audit & Review Profit Margin \$	0	0
48 Audit & Review Profit Margin %	0	0
49 Financial Services Profit Margin \$	0	0
50 Financial Services Profit Margin %	0	0