

Example Construction Company, Inc.  
 Contract Gain / Fade Analysis  
 5 Years Ended December 31, 2011

Job #	Contract Description	Estimated/ Actual Gross Profit 9/30/2006	%	Estimated/ Actual Gross Profit 9/30/2007	%	Estimated/ Actual Gross Profit 9/30/2008	%	Estimated/ Actual Gross Profit 9/30/2009	%	Estimated/ Actual Gross Profit 9/30/2010	%	Estimated/ Actual Gross Profit 9/30/2011	%	Contract to Date Profit Gain / (Fade) Percentage	Contract to Date Profit Gain / (Fade) Percentage	Yearly Profit Gain / (Fade) 2007	Yearly Profit Gain / (Fade) 2008	Yearly Profit Gain / (Fade) 2009	Yearly Profit Gain / (Fade) 2010	Yearly Profit Gain / (Fade) 2011	Job #	Project Manager	
<b>UNCOMPLETE @ 12-31-05</b>																							
045-501	Example Job #1	128,732	8.0%	130,100	8.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1,368	1.1%	1,368	0	0	0	0	045-501	Project Manager #1	
045-503	Example Job #2	(244,016)	-10.2%	(176,876)	-7.8%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	67,140	-27.5%	67,140	0	0	0	0	045-503	Project Manager #2	
045-507	Example Job #3	124,148	5.8%	123,131	5.9%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	(1,017)	-0.8%	(1,017)	0	0	0	0	045-507	Project Manager #3	
045-510	Example Job #4	2,105,955	21.5%	2,058,270	21.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	(47,685)	-2.3%	(47,685)	0	0	0	0	045-510	Project Manager #3	
<b>UNCOMPLETE @ 12-31-06</b>																							
045-511	Example Job #4	1,400,000	7.8%	1,473,101	8.1%	1,496,742	8.2%	0	0.0%	0	0.0%	0	0.0%	96,742	6.9%	73,101	23,641	0	0	0	045-511	Project Manager #1	
045-512	Example Job #5	21,321	2.6%	81,527	9.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	60,206	282.4%	60,206	0	0	0	0	045-512	Project Manager #3	
045-515	Example Job #6	150,000	14.8%	128,862	12.6%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	(21,138)	-14.1%	(21,138)	0	0	0	0	045-515	Project Manager #4	
045-516	Example Job #7	391,104	7.9%	541,026	11.1%	532,731	10.9%	0	0.0%	0	0.0%	0	0.0%	141,627	36.2%	149,922	(8,295)	0	0	0	0	045-516	Project Manager #5
056-603	Example Job #8	200,000	7.0%	215,918	7.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	15,918	8.0%	15,918	0	0	0	0	056-603	Project Manager #5	
056-609	Example Job #9	119,344	16.4%	148,196	20.8%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	28,852	24.2%	28,852	0	0	0	0	056-609	Project Manager #4	
056-610	Example Job #10	29,103	7.5%	74,769	19.7%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	45,666	156.9%	45,666	0	0	0	0	056-610	Project Manager #4	
		4,425,691		4,798,024		2,029,473		0		0		0		387,679	8.8%	372,333	15,346	0	0	0			
<b>UNCOMPLETE @ 12-31-07</b>																							
067-701	Example Job #10			586,093	6.9%	618,285	7.2%	712,990	8.2%	0	0.0%	0	0.0%	126,897	21.7%	0	32,192	94,705	0	0	0	067-701	Project Manager #3
067-702	Example Job #11			275,687	8.4%	293,396	8.9%	517,923	16.6%	0	0.0%	0	0.0%	242,236	87.9%	0	17,709	224,527	0	0	0	067-702	Project Manager #3
067-706	Example Job #12			1,410,273	9.6%	1,390,577	9.4%	1,436,792	9.8%	0	0.0%	0	0.0%	26,519	1.9%	0	(19,696)	46,215	0	0	0	067-706	Project Manager #3
067-707	Example Job #13			1,052,820	11.6%	1,028,650	11.3%	1,432,605	17.0%	1,451,925	17.2%	0	0.0%	399,105	37.9%	0	(24,170)	403,955	19,320	0	0	067-707	Project Manager #5
067-708	Example Job #14			121,014	11.2%	102,392	9.5%	0	0.0%	0	0.0%	0	0.0%	(18,622)	-15.4%	0	(18,622)	0	0	0	0	067-708	Project Manager #4
067-709	Example Job #15			52,035	13.1%	88,759	22.4%	0	0.0%	0	0.0%	0	0.0%	36,724	70.6%	0	36,724	0	0	0	0	067-709	Project Manager #4
067-710	Example Job #16			495,545	12.8%	346,730	9.0%	257,803	6.8%	322,677	8.4%	0	0.0%	(172,868)	-34.9%	0	(148,815)	(88,927)	64,874	0	0	067-710	Project Manager #3
067-711	Example Job #17			59,050	16.5%	97,533	25.6%	0	0.0%	0	0.0%	0	0.0%	38,483	65.2%	0	38,483	0	0	0	0	067-711	Project Manager #1
				4,052,517		3,966,322		4,358,113		1,774,602		0		678,474	16.7%	0	(86,195)	680,475	84,194	0			
<b>UNCOMPLETE @ 12-31-08</b>																							
078-801	Example Job #17					552,850	6.8%	612,807	7.0%	678,928	7.7%	0	0.0%	126,078	22.8%	0	0	59,957	66,121	0	0	078-801	Project Manager #4
078-806	Example Job #18					241,021	5.4%	224,067	4.9%	212,863	4.7%	0	0.0%	(28,158)	-11.7%	0	0	(16,954)	(11,204)	0	0	078-806	Project Manager #5
078-807	Example Job #19					282,303	6.8%	680,685	15.7%	716,958	16.6%	0	0.0%	434,655	154.0%	0	0	398,382	36,273	0	0	078-807	Project Manager #3
078-808	Example Job #20					21,346	15.5%	25,434	22.9%	0	0.0%	0	0.0%	4,088	19.2%	0	0	4,088	0	0	0	078-808	Project Manager #5
078-809	Example Job #21					45,268	5.3%	160,725	18.8%	0	0.0%	0	0.0%	115,457	255.1%	0	0	115,457	0	0	0	078-809	Project Manager #7
078-810	Example Job #22					57,459	14.0%	125,141	29.4%	0	0.0%	0	0.0%	67,682	117.8%	0	0	67,682	0	0	0	078-810	Project Manager #4
078-811	Example Job #23					317,562	8.1%	266,174	6.7%	305,838	7.7%	0	0.0%	(11,724)	-3.7%	0	0	(51,388)	39,664	0	0	078-811	Project Manager #1
078-812	Example Job #24					204,599	6.5%	45,782	1.5%	259,169	8.2%	247,143	8.2%	42,544	20.8%	0	0	(158,817)	213,387	(12,026)	0	078-812	Project Manager #3
						1,722,408		2,140,815		2,173,756		247,143		750,622	43.6%	0	0	418,407	344,241	(12,026)			
<b>UNCOMPLETE @ 12-31-09</b>																							
089-901	Example Job #24					381,532	6.2%	425,312	6.8%	0	0.0%	0	0.0%	43,780	11.5%	0	0	0	43,780	0	0	089-901	Project Manager #5
089-904	Example Job #25					137,442	5.3%	229,741	7.8%	156,838	5.3%	156,838	5.3%	19,396	14.1%	0	0	0	92,299	(72,903)	0	089-904	Project Manager #4
089-905	Example Job #26					28,989	10.0%	48,211	16.6%	0	0.0%	0	0.0%	19,222	66.3%	0	0	0	19,222	0	0	089-905	Project Manager #4
089-906	Example Job #27					227,444	3.2%	299,526	4.2%	168,274	2.4%	168,274	2.4%	(59,170)	-26.0%	0	0	0	72,082	(131,252)	0	089-906	Project Manager #3
089-911	Example Job #28					58,419	3.8%	313,060	15.3%	230,453	11.3%	230,453	11.3%	172,034	294.5%	0	0	0	254,641	(82,607)	0	089-911	Project Manager #7
089-912	Example Job #29					98,584	6.2%	80,980	5.1%	90,127	5.6%	90,127	5.6%	(8,457)	-8.6%	0	0	0	(17,604)	9,147	0	089-912	Project Manager #7
089-913	Example Job #30					334,024	3.9%	444,683	5.4%	479,774	5.8%	479,774	5.8%	145,750	43.6%	0	0	0	110,659	35,091	0	089-913	Project Manager #7
						1,266,434		1,841,513		1,125,466		1,125,466		332,555	26.3%	0	0	0	575,079	(242,524)			
<b>UNCOMPLETE @ 12-31-10</b>																							
090-001	Example Job #30							276,551	4.5%	543,164	8.4%	266,613	96.4%	0	0	0	0	0	0	266,613	090-001	Project Manager #4	
090-002	Example Job #31							418,402	6.8%	909,798	14.6%	491,396	117.4%	0	0	0	0	0	0	491,396	090-002	Project Manager #5	
090-003	Example Job #32							282,945	10.2%	591,798	21.2%	308,853	109.2%	0	0	0	0	0	0	308,853	090-003	Project Manager #6	
090-004	Example Job #33							34,693	2.8%	100,124	8.0%	65,431	188.6%	0	0	0	0	0	0	65,431	090-004	Project Manager #5	
090-005	Example Job #34							135,567	5.5%	71,690	2.9%	(63,877)	-47.1%	0	0	0	0	0	0	(63,877)	090-005	Project Manager #4	
090-006	Example Job #35							175,000	10.0%	378,519	20.7%	203,519	116.3%	0	0	0	0	0	0	203,519	090-006	Project Manager #3	
090-009	Example Job #36							151,522	5.6%	232,741	8.7%	81,219	53.6%	0	0	0	0	0	0	81,219	090-009	Project Manager #4	
								1,474,680		2,827,834		1,353,154		0	0	0	0	0	0	1,353,154			
		4,425,691		8,850,541		7,718,203		7,765,362		7,264,551		4,200,443		3,502,484		372,333	(70,849)	1,098,882	1,003,514	1,098,604			

Example Construction Company, Inc.  
Contract Gain / Fade Analysis  
5 Years Ended December 31, 2011

Job #	Contract Description	Estimated/ Actual Gross Profit 9/30/2006	%	Estimated/ Actual Gross Profit 9/30/2007	%	Estimated/ Actual Gross Profit 9/30/2008	%	Estimated/ Actual Gross Profit 9/30/2009	%	Estimated/ Actual Gross Profit 9/30/2010	%	Estimated/ Actual Gross Profit 9/30/2011	%	Contract to Date Profit Gain / (Fade) Percentage	Contract to Date Profit Gain / (Fade) Percentage	Yearly Profit Gain / (Fade) 2007	Yearly Profit Gain / (Fade) 2008	Yearly Profit Gain / (Fade) 2009	Yearly Profit Gain / (Fade) 2010	Yearly Profit Gain / (Fade) 2011	Job #	Project Manager	
By Project Manager																							
<b>Project Manager #1</b>																							
045-501	Example Job #1	128,732	8.0%	130,100	8.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1,368	1.1%	1,368	0	0	0	0	045-501		
045-511	Example Job #4	1,400,000	7.8%	1,473,101	8.1%	1,496,742	8.2%	0	0.0%	0	0.0%	0	0.0%	96,742	6.9%	73,101	23,641	0	0	0	045-511		
067-711	Example Job #17			59,050	16.5%	97,533	25.6%	0	0.0%	0	0.0%	0	0.0%	38,483	65.2%	0	38,483	0	0	0	067-711		
078-811	Example Job #23					317,562	8.1%	266,174	6.7%	305,838	7.7%	0	0.0%	(11,724)	-3.7%	0	0	(51,388)	39,664	0	078-811		
		<u>1,528,732</u>		<u>1,662,251</u>		<u>1,911,837</u>		<u>266,174</u>		<u>305,838</u>		<u>0</u>		<u>124,869</u>		<u>74,469</u>	<u>62,124</u>	<u>(51,388)</u>	<u>39,664</u>	<u>0</u>			
<b>Project Manager #2</b>																							
045-503	Example Job #2	(244,016)	-10.2%	(176,876)	-7.8%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	67,140	-27.5%	67,140	0	0	0	0	045-503		
		<u>(244,016)</u>		<u>(176,876)</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>67,140</u>		<u>67,140</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>			
<b>Project Manager #3</b>																							
045-507	Example Job #3	124,148	5.8%	123,131	5.9%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	(1,017)	-0.8%	(1,017)	0	0	0	0	045-507		
045-510	Example Job #4	2,105,955	21.5%	2,058,270	21.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	(47,685)	-2.3%	(47,685)	0	0	0	0	045-510		
045-512	Example Job #5	21,321	2.6%	81,527	9.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	60,206	282.4%	60,206	0	0	0	0	045-512		
067-701	Example Job #10			586,093	6.9%	618,285	7.2%	712,990	8.2%	0	0.0%	0	0.0%	126,897	21.7%	0	32,192	94,705	0	0	067-701		
067-702	Example Job #11			275,687	8.4%	293,396	8.9%	517,923	16.6%	0	0.0%	0	0.0%	242,236	87.9%	0	17,709	224,527	0	0	067-702		
067-706	Example Job #12			1,410,273	9.6%	1,390,577	9.4%	1,436,792	9.8%	0	0.0%	0	0.0%	26,519	1.9%	0	(19,696)	46,215	0	0	067-706		
067-710	Example Job #16			495,545	12.8%	346,730	9.0%	257,803	6.8%	322,677	8.4%	0	0.0%	(172,868)	-34.9%	0	(148,815)	(88,927)	64,874	0	067-710		
078-807	Example Job #19					282,303	6.8%	680,685	15.7%	716,958	16.6%	0	0.0%	434,655	154.0%	0	0	398,382	36,273	0	078-807		
078-812	Example Job #24					45,782	6.5%	204,599	6.5%	45,782	1.5%	259,169	8.2%	247,143	8.2%	0	0	(158,817)	213,387	(12,026)	078-812		
089-906	Example Job #27							227,444	3.2%	299,526	4.2%	168,274	2.4%	(59,170)	-26.0%	0	0	0	72,082	(131,252)	089-906		
090-006	Example Job #35									175,000	10.0%	378,519	20.7%	203,519	116.3%	0	0	0	0	203,519	090-006		
		<u>2,251,424</u>		<u>5,030,526</u>		<u>3,135,890</u>		<u>3,879,419</u>		<u>1,773,330</u>		<u>793,936</u>		<u>855,836</u>		<u>11,504</u>	<u>(118,610)</u>	<u>516,085</u>	<u>386,616</u>	<u>60,241</u>			
<b>Project Manager #4</b>																							
045-515	Example Job #6	150,000	14.8%	128,862	12.6%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	(21,138)	-14.1%	(21,138)	0	0	0	0	045-515		
056-609	Example Job #9	119,344	16.4%	148,196	20.8%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	28,852	24.2%	28,852	0	0	0	0	056-609		
056-610	Example Job #10	29,103	7.5%	74,769	19.7%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	45,666	156.9%	45,666	0	0	0	0	056-610		
067-708	Example Job #14			121,014	11.2%	102,392	9.5%	0	0.0%	0	0.0%	0	0.0%	(18,622)	-15.4%	0	(18,622)	0	0	0	067-708		
067-709	Example Job #15			52,035	13.1%	88,759	22.4%	0	0.0%	0	0.0%	0	0.0%	36,724	70.6%	0	36,724	0	0	0	067-709		
078-801	Example Job #17					552,850	6.8%	612,807	7.0%	678,928	7.7%	0	0.0%	126,078	22.8%	0	0	59,957	66,121	0	078-801		
078-810	Example Job #22					57,459	14.0%	125,141	29.4%	0	0.0%	0	0.0%	67,682	117.8%	0	0	67,682	0	0	078-810		
089-904	Example Job #25							137,442	5.3%	229,741	7.8%	156,838	5.3%	19,396	14.1%	0	0	5.3%	0	92,299	(72,903)	089-904	
089-905	Example Job #26							28,989	10.0%	48,211	16.6%	0	0.0%	19,222	66.3%	0	0	0	19,222	0	089-905		
090-001	Example Job #30							276,551	4.5%	543,164	8.4%	543,164	8.4%	266,613	96.4%	0	0	0	0	266,613	090-001		
090-005	Example Job #34							135,567	5.5%	71,690	2.9%	71,690	2.9%	(63,877)	-47.1%	0	0	0	0	(63,877)	090-005		
090-009	Example Job #36							151,522	5.6%	232,741	8.7%	232,741	8.7%	81,219	53.6%	0	0	0	0	81,219	090-009		
		<u>298,447</u>		<u>524,876</u>		<u>801,460</u>		<u>904,379</u>		<u>1,520,520</u>		<u>1,004,433</u>		<u>587,815</u>		<u>53,380</u>	<u>18,102</u>	<u>127,639</u>	<u>177,642</u>	<u>211,052</u>			
<b>Project Manager #5</b>																							
045-516	Example Job #7	391,104	7.9%	541,026	11.1%	532,731	10.9%	0	0.0%	0	0.0%	0	0.0%	141,627	36.2%	149,922	(8,295)	0	0	0	045-516		
056-603	Example Job #8	200,000	7.0%	215,918	7.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	15,918	8.0%	15,918	0	0	0	0	056-603		
067-707	Example Job #13			1,052,820	11.6%	1,028,650	11.3%	1,432,605	17.0%	1,451,925	17.2%	0	0.0%	399,105	37.9%	0	(24,170)	403,955	19,320	0	067-707		
078-806	Example Job #18					241,021	5.4%	224,067	4.9%	212,863	4.7%	0	0.0%	(28,158)	-11.7%	0	0	(16,954)	(11,204)	0	078-806		
078-808	Example Job #20					21,346	15.5%	25,434	22.9%	0	0.0%	0	0.0%	4,088	19.2%	0	0	4,088	0	0	078-808		
089-901	Example Job #24							381,532	6.2%	425,312	6.8%	0	0.0%	43,780	11.5%	0	0	0	43,780	0	089-901		
090-002	Example Job #31							418,402	6.8%	418,402	6.8%	909,798	14.6%	491,396	117.4%	0	0	0	0	491,396	090-002		
090-004	Example Job #33							34,693	2.8%	100,124	8.0%	100,124	8.0%	65,431	188.6%	0	0	0	0	65,431	090-004		
		<u>591,104</u>		<u>1,809,764</u>		<u>1,823,748</u>		<u>2,063,638</u>		<u>2,543,195</u>		<u>1,009,922</u>		<u>1,133,187</u>		<u>165,840</u>	<u>(32,465)</u>	<u>391,089</u>	<u>51,896</u>	<u>556,827</u>			
<b>Project Manager #6</b>																							
090-003	Example Job #32									282,945	10.2%	591,798	21.2%	308,853	109.2%	0	0	0	0	308,853	090-003		
		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>282,945</u>		<u>591,798</u>		<u>308,853</u>		<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>308,853</u>			
<b>Project Manager #7</b>																							
078-809	Example Job #21					45,268	5.3%	160,725	18.8%	0	0.0%	0	0.0%	115,457	255.1%	0	0	115,457	0	0	078-809		
089-911	Example Job #28							58,419	3.8%	313,060	15.3%	230,453	11.3%	172,034	294.5%	0	0	0	254,641	(82,607)	089-911		
089-912	Example Job #29							98,584	6.2%	80,980	5.1%	90,127	5.6%	(8,457)	-8.6%	0	0	0	(17,604)	9,147	089-912		
089-913	Example Job #30							334,024	3.9%	444,683	5.4%	479,774	5.8%	145,750	43.6%	0	0	0	110,659	35,091	089-913		
		<u>0</u>		<u>0</u>		<u>45,268</u>		<u>651,752</u>		<u>838,723</u>		<u>800,354</u>		<u>424,784</u>		<u>0</u>	<u>0</u>	<u>115,457</u>	<u>347,696</u>	<u>(38,369)</u>			
		<u>4,425,691</u>		<u>8,850,541</u>		<u>7,718,203</u>		<u>7,765,362</u>		<u>7,264,551</u>		<u>4,200,443</u>		<u>3,502,484</u>		<u>372,333</u>	<u>(70,849)</u>	<u>1,098,882</u>	<u>1,003,514</u>	<u>1,098,604</u>			