

All That Lost Wealth!

| Based on these 'average' numbers: | |
|--|--------------------|
| Annual hours available per Full Time Equivalent staff member | 1,710 |
| Number of Full Time Equivalent (chargeable) staff | 10 |
| Total productive hours available for sale | 17,100 |
| What if the Business Productivity Rating had been | 75% |
| The total hours sold WOULD HAVE BEEN | 12,825 |
| Average labour rate per hour | \$80 |
| Gross profit would have been | \$1,026,000 |

| This is the impact on Gross Profit: | | | | | |
|--|-------------------|-------------------|--|------------------------------------|-------------------------------------|
| BPR % last year | Hours sold | Hours lost | | Gross profit lost last year | Potential loss over 10 years |
| 55% | 9,405 | 3,420 | | \$273,600 | \$2,736,000 |
| 56% | 9,576 | 3,249 | | \$259,920 | \$2,599,200 |
| 57% | 9,747 | 3,078 | | \$246,240 | \$2,462,400 |
| 58% | 9,918 | 2,907 | | \$232,560 | \$2,325,600 |
| 59% | 10,089 | 2,736 | | \$218,880 | \$2,188,800 |
| 60% | 10,260 | 2,565 | | \$205,200 | \$2,052,000 |
| 61% | 10,431 | 2,394 | | \$191,520 | \$1,915,200 |
| 62% | 10,602 | 2,223 | | \$177,840 | \$1,778,400 |
| 63% | 10,773 | 2,052 | | \$164,160 | \$1,641,600 |
| 64% | 10,944 | 1,881 | | \$150,480 | \$1,504,800 |
| 65% | 11,115 | 1,710 | | \$136,800 | \$1,368,000 |
| 66% | 11,286 | 1,539 | | \$123,120 | \$1,231,200 |
| 67% | 11,457 | 1,368 | | \$109,440 | \$1,094,400 |
| 68% | 11,628 | 1,197 | | \$95,760 | \$957,600 |
| 69% | 11,799 | 1,026 | | \$82,080 | \$820,800 |
| 70% | 11,970 | 855 | | \$68,400 | \$684,000 |
| 71% | 12,141 | 684 | | \$54,720 | \$547,200 |
| 72% | 12,312 | 513 | | \$41,040 | \$410,400 |
| 73% | 12,483 | 342 | | \$27,360 | \$273,600 |
| 74% | 12,654 | 171 | | \$13,680 | \$136,800 |
| 75% | 12,825 | - | | \$0 | \$0 |