

DEMONSTRATION COMPANY, INC.
 DIRECT LABOR DETAIL REPORT
 CURRENT TIMECARDS DATED 01/16/2000 TO 01/31/2000

PAGE NO 5
 RUN DATE FEBRUARY 15, 2000

EMPLOYEE	LCC	RATE	CURRENT PERIOD		ACCOUNTING PERIOD		FISCAL YEAR		INCEPTION TO DATE	
			HOURS	DOLLARS	HOURS	DOLLARS	HOURS	DOLLARS	HOURS	DOLLARS
A234 005 10A SA SVR DOCUMENTATION										
23001 LOUIS, F	A A00	30.65	16.00	490.40	24.00	735.60	48.00	1471.20	48.00	1471.20
12345 CLIFFORD, R	B A00	28.50	24.00	684.00	48.00	1368.00	48.00	1368.00	48.00	1368.00
19500 STOOKE, J	B A00	28.50	36.00	1026.00	76.00	2166.00	152.00	4332.00	152.00	4332.00
23456 JONES, G	C A00	24.50	0.00	0.00	0.00	0.00	64.00	1568.00	64.00	1568.00
54894 KITTS, R	D A00	21.90	24.00	525.60	72.00	1576.80	72.00	1576.80	72.00	1576.80
23003 BEECHER, E	E A00	16.73	24.00	401.52	60.00	1003.80	116.00	1940.68	116.00	1940.68
A234 005 10A TOTAL			<u>124.00</u>	<u>3127.52</u>	<u>280.00</u>	<u>6850.20</u>	<u>500.00</u>	<u>12256.68</u>	<u>500.00</u>	<u>12256.68</u>
A234 006 10A SA SVR TRAINING										
23001 LOUIS, F	A A00	30.65	16.00	490.40	24.00	735.60	40.00	1226.00	40.00	1226.00
12345 CLIFFORD, R	B A00	28.50	24.00	684.00	48.00	1368.00	48.00	1368.00	48.00	1368.00
19500 STOOKE, J	B A00	28.50	52.00	1482.00	92.00	2622.00	144.00	4104.00	144.00	4104.00
23456 JONES, G	C A00	24.50	0.00	0.00	0.00	0.00	112.00	2744.00	112.00	2744.00
54894 KITTS, R	D A00	21.90	24.00	525.60	60.00	1314.00	60.00	1314.00	60.00	1314.00
23003 BEECHER, E	E A00	16.73	48.00	803.04	88.00	1472.24	160.00	2676.80	160.00	2676.80
A234 006 10A TOTAL			<u>164.00</u>	<u>3985.04</u>	<u>312.00</u>	<u>7511.84</u>	<u>564.00</u>	<u>13432.80</u>	<u>564.00</u>	<u>13432.80</u>
GRAND TOTAL A234										
STRAIGHT TIME			288.00	7112.56	592.00	14362.04	1128.00	27547.88	13309.50	206574.37
OVER TIME ONE (1)			0.00	0.00	0.00	0.00	0.00	0.00	26.00	108.50
OVER TIME TWO (2)			0.00	0.00	0.00	0.00	0.00	0.00	15.00	247.50
SHIFT TIME ONE (1)			0.00	0.00	0.00	0.00	0.00	0.00	34.50	645.15
SHIFT ONE OVER TIME (1)			0.00	0.00	0.00	0.00	0.00	0.00	41.00	248.05
A234 GRAND TOTAL			<u>288.00</u>	<u>7112.56</u>	<u>592.00</u>	<u>14362.04</u>	<u>1128.00</u>	<u>27547.88</u>	<u>13426.00</u>	<u>207823.57</u>
H260 10A ENGINEERING DOCUMENTATION										
19500 STOOKE, J	A A00	25.37	0.00	0.00	0.00	0.00	0.00	0.00	256.00	6497.27
23001 LOUIS, F	A A00	30.65	12.00	367.80	28.00	858.20	36.00	1103.40	36.00	1103.40
99999 CHARGES, P	A A00	14.53	0.00	0.00	0.00	0.00	0.00	0.00	46.00	668.67
12345 CLIFFORD, R	B A00	28.50	0.00	0.00	0.00	0.00	16.00	456.00	16.00	456.00
23001 LOUIS, F	B A00	30.65	0.00	0.00	0.00	0.00	0.00	0.00	24.00	735.60
23004 SILVECKI, J	B A00	28.84	0.00	0.00	0.00	0.00	0.00	0.00	40.00	1153.60
23456 JONES, G	B A00	24.50	0.00	0.00	0.00	0.00	0.00	0.00	168.00	4116.00
99999 CHARGES, P	B A00	20.31	0.00	0.00	0.00	0.00	0.00	0.00	80.00	1624.80
23005 SIMPSON, J	C A00	12.00	0.00	0.00	0.00	0.00	0.00	0.00	60.00	720.00
54894 KITTS, R	D A00	16.15	0.00	0.00	0.00	0.00	0.00	0.00	40.00	646.20
23003 BEECHER, E	E A00	16.73	8.00	133.84	12.00	200.76	44.00	736.12	92.00	1539.16
23005 SIMPSON, J	I A00	9.00	88.00	792.00	168.00	1512.00	344.00	3096.00	448.00	4032.00
23008 SCOTT, W	I A00	9.00	0.00	0.00	0.00	0.00	0.00	0.00	168.00	1512.00
23108 HORWATH, M	I A00	9.00	0.00	0.00	0.00	0.00	0.00	0.00	168.00	1512.00
13100 ALBERTSON, J	J A00	7.50	0.00	0.00	0.00	0.00	0.00	0.00	10.00	75.00
23004 SILVECKI, J	K A00	6.33	0.00	0.00	0.00	0.00	0.00	0.00	88.00	557.04
23008 SCOTT, W	L A00	13.00	0.00	0.00	0.00	0.00	0.00	0.00	120.00	1560.00
H260 GRAND TOTAL			<u>108.00</u>	<u>1293.64</u>	<u>208.00</u>	<u>2570.96</u>	<u>440.00</u>	<u>5391.52</u>	<u>1860.00</u>	<u>28508.74</u>
GRAND TOTAL ALL DIRECT										
STRAIGHT TIME			684.00	14239.64	1312.00	27314.64	2614.00	53363.02	19419.50	308973.16
OVER TIME ONE (1)			0.00	0.00	0.00	0.00	0.00	0.00	26.00	108.50
OVER TIME TWO (2)			0.00	0.00	0.00	0.00	0.00	0.00	15.00	247.50
SHIFT TIME ONE (1)			0.00	0.00	0.00	0.00	0.00	0.00	34.50	645.15
SHIFT ONE OVER TIME (1)			0.00	0.00	0.00	0.00	0.00	0.00	41.00	248.05
GRAND TOTAL ALL DIRECT			<u>684.00</u>	<u>14239.64</u>	<u>1312.00</u>	<u>27314.64</u>	<u>2614.00</u>	<u>53363.02</u>	<u>19536.00</u>	<u>310222.36</u>

The DIRECT LABOR DETAIL can be subtotaled at the labor category and subtask, task or contract level. Employee pay rate, and dollars by employee may be suppressed at the users option. The report can be printed for any contract or range of contracts. The INDIRECT LABOR DETAIL is printed in the same format by General Ledger Account Number.

DEMONSTRATION COMPANY, INC.
 EMPLOYEE PAYROLL DETAIL REPORT
 CURRENT PERIOD ENDING 01/31/2000
 EMPLOYEES WITH NO CURRENT PAY SUPPRESSED

CONTRACT OR ACCOUNT NO.	LABOR CODE	DATE	PAY TYPE	PAY RATE	01/16/2000 HOURS	TO 01/31/2000 DOLLARS	01/01/2000 HOURS	TO 01/31/2000 DOLLARS	YEAR HOURS	TO DATE DOLLARS
<u>23001 FRED J LOUIS</u>										
A234 004	10A A		A REGULAR				0.00	0.00	16.00	490.40
A234 005	10A A	01/31/2000	A REGULAR	30.65	16.00	490.40	16.00	490.40	16.00	490.40
A234 005	10A A		A REGULAR				8.00	245.20	32.00	980.80
A234 006	10A A	01/31/2000	A REGULAR	30.65	16.00	490.40	16.00	490.40	16.00	490.40
A234 006	10A A		A REGULAR				8.00	245.20	24.00	735.60
B267 001	10A A		A REGULAR				0.00	0.00	12.00	367.80
B267 002	10B A	01/31/2000	A REGULAR	30.65	8.00	245.20	8.00	245.20	8.00	245.20
B267 002	10B A		A REGULAR				8.00	245.20	18.00	551.70
C0001	10A A	01/31/2000	A REGULAR	30.65	4.00	122.60	4.00	122.60	4.00	122.60
C0001	10A A		A REGULAR				4.00	122.60	12.00	367.80
D0001	10A A	01/31/2000	A REGULAR	30.65	4.00	122.60	4.00	122.60	4.00	122.60
D0001	10A A		A REGULAR				4.00	122.60	12.00	367.80
F0001	10A A	01/31/2000	A REGULAR	30.65	4.00	122.60	4.00	122.60	4.00	122.60
F0001	10A A		A REGULAR				8.00	245.20	16.00	490.40
H260	10A A	01/31/2000	A REGULAR	30.65	12.00	367.80	12.00	367.80	12.00	367.80
H260	10A A		A REGULAR				16.00	490.40	24.00	735.60
M222	10A A	01/31/2000	A REGULAR	30.65	4.00	122.60	4.00	122.60	4.00	122.60
M222	10A A		A REGULAR				4.00	122.60	12.00	367.80
X600001G	A	01/31/2000	A REGULAR	30.65	8.00	245.20	8.00	245.20	8.00	245.20
X600001G	A		A REGULAR				8.00	245.20	22.00	674.30
X600010A	A	01/31/2000	A REGULAR	30.65	8.00	245.20	8.00	245.20	8.00	245.20
X600010A	A		A REGULAR				8.00	245.20	26.00	796.90
X600010B	A	01/31/2000	A REGULAR	30.65	4.00	122.60	4.00	122.60	4.00	122.60
X600010B	A		A REGULAR				4.00	122.60	4.00	122.60
TOTAL	23001	FRED J LOUIS			88.00	2697.20	168.00	5149.20	318.00	9746.70
<u>23003 ESTHER I BEECHER</u>										
A234 005	10A E	01/31/2000	A REGULAR	16.73	24.00	401.52	24.00	401.52	24.00	401.52
A234 005	10A E		A REGULAR				36.00	602.28	92.00	1539.16
A234 006	10A E	01/31/2000	A REGULAR	16.73	48.00	803.04	48.00	803.04	48.00	803.04
A234 006	10A E		A REGULAR				40.00	669.20	112.00	1873.76
C0001	10A E	01/31/2000	A REGULAR	16.73	8.00	133.84	8.00	133.84	8.00	133.84
C0001	10A E		A REGULAR				0.00	0.00	16.00	267.68
H260	10A E	01/31/2000	A REGULAR	16.73	8.00	133.84	8.00	133.84	8.00	133.84
H260	10A E		A REGULAR				4.00	66.92	36.00	602.28
X2304	E		A REGULAR				0.00	0.00	-8.00	-133.84
TOTAL	23003	ESTHER I BEECHER			88.00	1472.24	168.00	2810.64	336.00	5621.28
<u>23005 JOHN A SIMPSON</u>										
H260	10A I	01/31/2000	A REGULAR	9.00	88.00	792.00	88.00	792.00	88.00	792.00
H260	10A I		A REGULAR				80.00	720.00	256.00	2304.00
TOTAL	23005	JOHN A SIMPSON			88.00	792.00	168.00	1512.00	344.00	3096.00
<u>54894 RICHARD A KITTS</u>										
A234 005	10A D	01/31/2000	A REGULAR	21.90	24.00	525.60	24.00	525.60	24.00	525.60
A234 005	10A D		A REGULAR				48.00	1051.20	48.00	1051.20
A234 006	10A D	01/31/2000	A REGULAR	21.90	24.00	525.60	24.00	525.60	24.00	525.60
A234 006	10A D		A REGULAR				36.00	788.40	36.00	88.40
C0001	10A D	01/31/2000	A REGULAR	21.90	16.00	350.40	16.00	350.40	16.00	350.40
C0001	10A D		A REGULAR				0.00	0.00	56.00	398.40
D0001	10A D	01/31/2000	A REGULAR	21.90	24.00	525.60	24.00	525.60	24.00	525.60
D0001	10A D		A REGULAR				0.00	0.00	72.00	1576.80
X2300	D		A REGULAR				0.00	0.00	48.00	1051.20
TOTAL	54894	RICHARD A KITTS			88.00	1927.20	172.00	3766.80	348.00	6793.20
TOTAL	ALL EMPLOYEES				968.00	16861.68	1856.00	32376.08	3750.00	64290.06

The EMPLOYEE PAYROLL DETAIL lists all time charges for each employee. The report can be printed for one employee or any range of employees. A similar report showing only current charges is used as an edit report.

DEMONSTRATION COMPANY, INC.
 ACCOUNTS PAYABLE AGED INVOICE REPORT
 AS OF FEBRUARY 05,2000

VENDOR	INVOICE	DUE DATE	CURRENT	OVER 30	OVER 60	OVER 90	OVER 120	TOTAL
12345	I00258	12/15/1999		5874.00				5874.00
12345	I00262	01/15/2000	2000.00					2000.00
12345	I00273	01/30/2000	500.00					500.00
12345	I00289	02/14/2000	146.74					146.74
12345	I00305	02/29/2000	794.00					794.00
12345	I00313	02/29/2000	765.00					765.00
TOTAL	RANDOLPH LAWRENCE CLIFFORD		4205.74	5874.00	0.00	0.00	0.00	10079.74
19500	I00183	11/01/1999				-10.00		-10.00
19500	I00255	02/29/2000	683.00					683.00
19500	I00272	02/29/2000	250.00					250.00
19500	I00291	02/14/2000	512.89					512.89
19500	I00304	02/29/2000	794.00					794.00
TOTAL	JUDITH ANN STOOKE		2239.89	0.00	0.00	-10.00	0.00	2229.89
54894	I00261	12/30/1999		250.00				250.00
54894	I00266	01/31/2000	1000.00					1000.00
54894	I00270	02/29/2000	100.00					100.00
54894	I00284	01/15/2000	306.74					306.74
TOTAL	RICHARD ANTHONY KITTS		1406.74	250.00	0.00	0.00	0.00	1656.74
A0005	I00234	12/15/1999		6600.00				6600.00
A0005	I00285	02/14/2000	1500.00					1500.00
A0005	I00297	02/29/2000	6600.00					6600.00
TOTAL	AARON RENTS		8100.00	6600.00	0.00	0.00	0.00	14700.00
A9050	I00239	01/30/2000	121.43					121.43
A9050	I00290	02/14/2000	56.72					56.72
TOTAL	AVIS CAR RENTAL		178.15	0.00	0.00	0.00	0.00	178.15
C15020	I00245	02/29/2000	7528.64					7528.64
C15020	I00303	02/29/2000	6740.86					6740.86
TOTAL	COMPU-TIME INCORPORATED		14269.50	0.00	0.00	0.00	0.00	14269.50
C1520	I00222	11/15/1999				452.97		452.97
C1520	I00223	11/30/1999				268.42		268.42
C1520	I00241	12/15/1999		248.52				248.52
C1520	I00260	01/30/2000	670.00					670.00
C1520	I00287	02/14/2000	429.72					429.72
C1520	I00288	02/29/2000	315.68					315.68
TOTAL	COMPUTER PAPER SUPPLY CO		1415.40	248.52	721.39	0.00	0.00	2385.31
V0050	I00253	02/29/2000	1064.00					1064.00
TOTAL	VEPCO		1064.00	0.00	0.00	0.00	0.00	1064.00
V0100	I00214	01/30/2000	1446.92					1446.92
TOTAL	VIRGINIA DEPT OF TAXATION		1446.92	0.00	0.00	0.00	0.00	1446.92
W0100	I00247	02/29/2000	150.00					150.00
TOTAL	WASHINGTON POST		150.00	0.00	0.00	0.00	0.00	150.00
X0020	I00257	12/14/1999		1000.00				1000.00
X0020	I00265	01/30/2000	500.00					500.00
X0020	I00277	02/29/2000	1000.00					1000.00
TOTAL	XEROX CORPORATION		1500.00	1000.00	0.00	0.00	0.00	2500.00
Z0300	I00246	02/29/2000	783.00					783.00
TOTAL	ZIPPY DELIVERY SERVICE		783.00	0.00	0.00	0.00	0.00	783.00
TOTAL ALL VENDORS			126128.70	13972.52	721.39	13990.00	0.00	154812.61

The AGED INVOICE REPORT can be printed at any time, and will reflect open invoices as of that date. Invoices are aged by comparing the calculated due date to the terminal date.

DEMONSTRATION COMPANY, INC.
 CASH REQUIREMENTS FOR INVOICES DUE 11/01/1999 THROUGH 01/31/2000
 REPORT DATE - FEBRUARY 05,2000 PAGE NO 2

INTERNAL INVOICE NO	VENDOR INVOICE NO	INVOICE DATE	DUE DATE	INVOICE AMOUNT
<u>12345 RANDOLPH LAWRENCE CLIFFORD</u>				
I00258	COMPUTER	11/15/1999	12/15/1999	5,874.00
I00262	EXP REPORT	12/14/1999	01/15/2000	2,000.00
I00273	EXP REPORT	12/30/1999	01/30/2000	<u>500.00</u>
TOTAL 12345 - RANDOLPH LAWRENCE CLIFFORD				\$8,374.00
<u>54894 RICHARD ANTHONY KITTS</u>				
I00261	EXP REPT	11/30/1999	12/30/1999	250.00
I00266	EXP REPT	12/30/1999	01/31/2000	<u>1,000.00</u>
TOTAL 54894 - RICHARD ANTHONY KITTS				\$1,250.00
<u>A0005 AARON RENTS</u>				
I00234	936206	11/15/1999	12/15/1999	<u>6,600.00</u>
TOTAL A0005 - AARON RENTS				\$6,600.00
<u>A9050 AVIS CAR RENTAL</u>				
I00239	214760237	12/30/1999	01/30/2000	<u>121.43</u>
TOTAL A9050 - AVIS CAR RENTAL				\$121.43
<u>C1520 COMPUTER PAPER SUPPLY CO</u>				
I00222	8364591-816	10/15/1999	11/15/1999	452.97
I00223	STC-57193	10/31/1999	11/30/1999	268.42
I00241	219383746	11/15/1999	12/15/1999	248.52
I00260	123456789012	12/30/1999	01/30/2000	<u>670.00</u>
TOTAL C1520 - COMPUTER PAPER SUPPLY CO				\$1,639.91
<u>V0100 VEPCO</u>				
I00214		01/01/2000	01/31/2000	<u>1,446.92</u>
TOTAL V0100 - VEPCO				\$1,446.92
<u>X0020 XEROX CORPORATION</u>				
I00257		11/15/1999	12/14/1999	1,000.00
I00265		12/30/1999	01/30/2000	<u>500.00</u>
TOTAL X0020 - XEROX CORPORATION				\$1,500.00
TOTAL CASH REQUIRED TO PAY SELECTED INVOICES				<u>\$27,555.63</u>

The CASH REQUIREMENTS REPORT is used to select Accounts Payable Invoices for payment based on a range of invoice due dates. Individual Invoices may be temporarily removed from the list of Invoices to be paid.

CONTRACT NO. 12345678901234567
 START DATE 04/01/1999
 END DATE 12/31/2000
 ESTIMATED COST \$233,650
 FEE % 7.00 \$16,350

TASK
 STATUS
 MONTHLY
 REPORT

PROJECT NO. A234 005 10A
 TITLE SA SVR DOCUMENTATION
 FUNDING \$250,000
 PERIOD ENDING 01/31/2000
 PROJECT MGR RANDOLPH CLIFFORD

DIRECT LABOR	RATE	01/01/2000 TO 01/31/2000		FISCAL YEAR TO DATE COST		CUMULATIVE COSTS	
		HOURS	AMOUNTS	HOURS	AMOUNTS	HOURS	AMOUNTS
LOUIS F J	@ 30.65	24.00	\$735.60	48.00	\$1,471.20	48.00	\$1,471.20
A PROJECT DIRECTOR		24.00	\$735.60	48.00	\$1,471.20	48.00	\$1,471.20
CLIFFORD R L	@ 28.50	48.00	\$1,368.00	48.00	\$1,368.00	48.00	\$1,368.00
STOOKE J A	@ 28.50	76.00	\$2,166.00	152.00	\$4,332.00	152.00	\$4,332.00
B PROJECT MANAGER		124.00	\$3,534.00	200.00	\$5,700.00	200.00	\$5,700.00
JONES G M	@ 24.50	0.00	\$0.00	64.00	\$1,568.00	64.00	\$1,568.00
C PROGRAM MANAGER		0.00	\$0.00	64.00	\$1,568.00	64.00	\$1,568.00
KITTS R A	@ 21.90	72.00	\$1,576.80	72.00	\$1,576.80	72.00	\$1,576.80
D SR ANALYST		72.00	\$1,576.80	72.00	\$1,576.80	72.00	\$1,576.80
BEECHER E I	@ 16.73	60.00	\$1,003.80	116.00	\$1,940.68	116.00	\$1,940.68
E ANALYST		<u>60.00</u>	<u>\$1,003.80</u>	<u>116.00</u>	<u>\$1,940.68</u>	<u>116.00</u>	<u>\$1,940.68</u>
TOTAL DIRECT LABOR		280.00	\$6,850.20	500.00	\$12,256.68	500.00	\$12,256.68
FRINGE	@ 27.500%		\$1,883.81		\$3,370.59		\$3,370.59
OVERHEAD	@ 103.000%		\$8,996.03		\$16,096.09		\$16,096.09
<u>OTHER DIRECT COSTS</u>							
EXTENDED TRAVEL			\$4,380.76		\$8,783.23		\$9,425.62
CONSULTANTS			\$3,306.74		\$6,534.63		\$6,862.52
SUBCONTRACTORS			\$794.00		\$894.00		\$894.00
COMPUTER SUPPLIES			\$145.41		\$796.40		\$947.39
MISCELLANEOUS			\$2,350.00		\$5,200.00		\$8,050.00
REPRO/GRAPHICS			\$1,587.29		\$2,634.43		\$3,881.57
OTHER ODC'S			<u>\$241.00</u>		<u>\$741.00</u>		<u>\$741.00</u>
TOTAL OTHER DIRECT COSTS			<u>\$12,805.20</u>		<u>\$25,583.69</u>		<u>\$30,802.10</u>
SUB-TOTAL			\$30,535.24		\$57,307.05		\$62,525.46
G & A	@ 26.000%		<u>\$7,939.16</u>		<u>\$14,899.83</u>		<u>\$16,308.80</u>
TOTAL COSTS			\$38,474.40		\$72,206.88		\$78,834.26
FEE	@ 7.000%		<u>\$2,693.21</u>		<u>\$5,054.48</u>		<u>\$5,518.40</u>
SALES			<u>\$41,167.61</u>		<u>\$77,261.36</u>		<u>\$84,352.66</u>

BACKLOG STATUS

DOLLARS

FUNDING AMOUNT 250,000.00
 SALES RECOGNIZED 84,352.66
 PURCHASE COMM 0.00
 RESERVE 0.00
 BACKLOG 165,647.34

 75% EST COST 175,237.50
 85% FEE LIMIT 13,897.50
 MONTHS AT CURRENT LEVEL 4.00

The TASK STATUS MONTHLY REPORT can be printed at any time during the month and will reflect all labor which has been entered and all Other Direct Costs which have been posted. Employee names can be printed at the users option. Fringe, O/H, G&A and Fee are calculated on the Fiscal Year to Date amounts to account for rate changes.

CONTRACT NO. 12345678901234567
 START DATE 04/01/1998
 END DATE 12/31/2000
 ESTIMATED COST \$1,605,500
 FEE % 7.00 \$146,500

TASK
 STATUS
 MONTHLY
 REPORT

PROJECT NO. A234 SUMMARY
 TITLE SA SURFACE VEHICLE
 FUNDING \$1,752,000
 PERIOD ENDING 01/31/2000
 PROJECT MGR R.L. CLIFFORD

DIRECT LABOR	RATE	01/01/2000 TO 01/31/2000		FISCAL YEAR TO DATE COST		CUMULATIVE COSTS	
		HOURS	AMOUNTS	HOURS	AMOUNTS	HOURS	AMOUNTS
A PROJECT DIRECTOR		48.00	\$1,471.20	104.00	\$3,187.60	3,734.00	\$58,822.52
B PROJECT MANAGER		264.00	\$7,524.00	440.00	\$12,540.00	2,837.50	\$47,585.16
C PROGRAM MANAGER		0.00	\$0.00	176.00	\$4,312.00	1,309.50	\$29,263.69
D SR ANALYST		132.00	\$2,890.80	132.00	\$2,890.80	576.00	\$10,699.71
E ANALYST		148.00	\$2,476.04	276.00	\$4,617.48	1,157.00	\$17,319.98
F SR SCIENTIST		0.00	\$0.00	0.00	\$0.00	22.00	\$220.00
G SCIENTIST		0.00	\$0.00	0.00	\$0.00	50.00	\$480.00
H SR PROGRAMMER		0.00	\$0.00	0.00	\$0.00	11.00	\$110.00
I PROGRAMMER		0.00	\$0.00	0.00	\$0.00	2,473.00	\$28,620.44
J TECH WRITER		0.00	\$0.00	0.00	\$0.00	158.50	\$1,549.36
K WORD PROCESSING		0.00	\$0.00	0.00	\$0.00	867.50	\$10,080.11
L CLERICAL SUPPORT		0.00	\$0.00	0.00	\$0.00	12.00	\$120.00
M GRAPHICS		0.00	\$0.00	0.00	\$0.00	13.00	\$130.00
N STAFF		0.00	\$0.00	0.00	\$0.00	14.00	\$140.00
O SUPPORT		0.00	\$0.00	0.00	\$0.00	55.00	\$590.00
OTHER LABOR		0.00	\$0.00	0.00	\$0.00	136.00	\$2,092.60
TOTAL DIRECT LABOR		592.00	\$14,362.04	1,128.00	\$27,547.88	13,426.00	\$207,823.57
FRINGE	@ 27.500%		\$3,949.57		\$7,575.67		\$59,855.62
OVERHEAD	@ 103.000%		\$18,860.95		\$36,177.25		\$280,360.67
OTHER DIRECT COSTS							
EXTENDED TRAVEL			\$7,019.53		\$14,525.08		\$33,297.17
CONSULTANTS			\$6,306.74		\$12,984.63		\$115,879.30
SUBCONTRACTORS			\$794.00		\$2,294.00		\$95,134.00
COMPUTER SUPPLIES			\$519.72		\$1,872.69		\$9,512.90
MATERIALS			\$0.00		\$500.00		\$2,586.67
MISCELLANEOUS			\$3,350.00		\$7,300.00		\$20,535.00
COMPUTER SERVICES			\$0.00		\$700.00		\$42,722.53
REPRO/GRAPHICS			\$3,433.01		\$5,767.53		\$19,861.69
UNUSED			\$0.00		\$0.00		\$938.00
UNUSED			\$0.00		\$0.00		\$139.00
UNUSED			\$0.00		\$0.00		\$240.00
OTHER ODC'S			\$1,163.32		\$2,563.32		\$4,904.32
TOTAL OTHER DIRECT COSTS			\$22,586.32		\$48,507.25		\$345,750.58
SUB-TOTAL			\$59,758.88		\$119,808.05		\$893,790.44
G & A	@ 26.000%		\$15,537.30		\$31,150.09		\$240,125.35
TOTAL COSTS			\$75,296.18		\$150,958.14		\$1,133,915.79
FEE	@ 7.000%		\$5,295.49		\$11,045.84		\$109,112.76
SALES			\$80,591.67		\$162,003.98		\$1,243,028.55

On the TASK STATUS MONTHLY REPORT sub-tasks are subtotaled at the task level, and tasks are summarized for the project. The report shown above is the summary of the five tasks in contract A234. The report can be printed for any contract or range of contracts.

CONTRACT NO. 12345678901234567
 START DATE 04/01/1999
 END DATE 12/31/2000
 PERIOD ENDED 01/31/2000
 PROJECT MGR RANDOLPH CLIFFORD

CONTRACT STATUS REPORT
 BUDGET VS ACTUAL
 COST TYPE CONTRACT

PROJECT NO. A234 005 10A
 TITLE SA SVR DOCUMENTATION
 ESTIMATED COST \$233,650
 FIXED FEE 7.00% \$16,350
 FUNDING LIMIT \$250,000

	01/01/2000 - 01/31/2000	CUMULATIVE	BUDGET LIMIT	BUDGETED VS
<u>DIRECT LABOR</u>	<u>HOURS</u>	<u>HOURS</u>	<u>HOURS</u>	<u>ACTUAL</u>
A PROJECT DIRECTOR	24.00	48.00	140.00	92.00
B PROJECT MANAGER	124.00	200.00	440.00	240.00
C PROGRAM MANAGER	0.00	64.00	370.00	306.00
D SR ANALYST	72.00	72.00	0.00	-72.00
E ANALYST	60.00	116.00	325.00	209.00
TOTAL DIRECT LABOR HOURS	<u>280.00</u>	<u>500.00</u>	<u>1,275.00</u>	<u>775.00</u>
TOTAL LOADED LABOR DOLLARS	\$22,339.85	\$39,971.44	\$102,000.00	\$62,028.56
<u>OTHER DIRECT COSTS</u>				
EXTENDED TRAVEL	\$5,519.76	\$11,882.71	\$37,000.00	\$25,117.29
CONSULTANTS	\$4,166.49	\$8,650.05	\$26,000.00	\$17,349.95
SUBCONTRACTORS	\$1,000.44	\$1,126.44	\$700.00	-\$426.44
COMPUTER SUPPLIES	\$183.22	\$1,195.22	\$5,800.00	\$4,604.78
MISCELLANEOUS	\$2,961.00	\$10,171.50	\$41,700.00	\$31,528.50
REPRO/GRAPHICS	\$1,999.99	\$4,903.25	\$16,800.00	\$11,896.75
OTHER ODC'S	\$303.66	\$933.66	\$3,650.00	\$2,716.34
TOTAL LOADED OTHER DIRECT COSTS	<u>\$16,134.56</u>	<u>\$38,862.83</u>	<u>\$131,650.00</u>	<u>\$92,787.17</u>
TOTAL LOADED COSTS	<u>\$38,474.41</u>	<u>\$78,834.27</u>	<u>\$233,650.00</u>	<u>\$154,815.73</u>

The BUDGET VS ACTUAL REPORT has the same format for both Cost Type and Time and Material contracts and compares the following:

Budgeted direct labor hours to actual hours charged (from the Payroll Module).
 Using hours only maintains the confidentiality of pay rates.

Budgeted LOADED direct labor dollars to actual labor dollars charged which are LOADED by the system. The Fringe Benefits, Overhead and G&A are added to the cost on a Fiscal Year to Date basis to reflect rate changes.

Budgeted LOADED Other Direct Costs to actual ODC's which are LOADED by the system.

PUBLIC VOUCHER FOR PURCHASES AND
SERVICES OTHER THAN PERSONAL

A234 005 10A
VOUCHER NO 18

CONTINUATION SHEET

SA SVR DOCUMENTATION

GOVERNMENT CONTRACT NO 12345678901234567

ESTIMATES

COST \$233,650.00
FEE 7.00% \$16,350.00
CONTRACT TOTAL \$250,000.00

BILLING PERIOD 01/01/2000 TO 01/31/2000

ANALYSIS OF TOTAL CLAIMED CURRENT AND CUMULATIVE

	<u>AMOUNT FOR CURRENT PERIOD BILLED</u>		<u>CUMULATIVE AMOUNT BILLED TO DATE</u>	
	<u>HOURS</u>	<u>AMOUNTS</u>	<u>HOURS</u>	<u>AMOUNTS</u>
<u>DIRECT LABOR</u>				
A PROJECT DIRECTOR	24.00	\$735.60	48.00	\$1,471.20
B PROJECT MANAGER	124.00	\$3,534.00	200.00	\$5,700.00
C PROGRAM MANAGER	0.00	\$0.00	64.00	\$1,568.00
D SR ANALYST	72.00	\$1,576.80	72.00	\$1,576.80
E ANALYST	60.00	\$1,003.80	116.00	\$1,940.68
TOTAL DIRECT LABOR	280.00	\$6,850.20	500.00	\$12,256.68
FRINGE @ 27.500%		\$1,883.81		\$3,370.59
OVERHEAD @ 103.000%		\$8,996.03		\$16,096.09
<u>OTHER DIRECT COSTS</u>				
EXTENDED TRAVEL		\$4,380.76		\$9,425.62
CONSULTANTS		\$3,306.74		\$6,862.52
SUBCONTRACTORS		\$794.00		\$894.00
COMPUTER SUPPLIES		\$145.41		\$947.39
MISCELLANEOUS		\$2,350.00		\$8,050.00
REPRO/GRAPHICS		\$1,587.29		\$3,881.57
OTHER ODC'S		\$241.00		\$741.00
TOTAL OTHER DIRECT COSTS		\$12,805.20		\$30,802.10
SUB-TOTAL		\$30,535.24		\$62,525.46
G & A @ 26.000%		\$7,939.16		\$16,308.80
TOTAL COSTS		\$38,474.40		\$78,834.26
FEE @ 7.000%		\$2,693.21		\$5,518.40
DUE THIS INVOICE		<u>\$41,167.61</u>		<u>\$84,352.66</u>

This CONTINUATION SHEET to a Public Voucher (for a cost contract) can also be printed with the employee names. Fee withholding is calculated automatically. Along with the SCHEDULE OF OTHER DIRECT COSTS (next page) makes the billing function a breeze.

DEMONSTRATION COMPANY, INC.
 SUPPORTING SCHEDULE OF OTHER DIRECT COSTS
 FOR THE PERIOD 01/01/2000 TO 01/31/2000
 GOVERNMENT CONTRACT NO. 12345678901234567
 COMPANY CONTRACT NO. A234 005 10A

<u>EMPLOYEE/VENDOR</u>	<u>DESCRIPTION</u>	<u>AMOUNT</u>
RANDOLPH LAWRENCE CLIFFORD	TRAVEL TO PHILLY 01/17	146.74
RANDOLPH LAWRENCE CLIFFORD	1/17 - 1/20 PHILLY	794.00
JUNE L SILVECKI	TRAVEL EXPENSES	458.13
RICHARD ANTHONY KITTS	1/17 - 1/20 PHILLY	794.00
AMERICAN EXPRESS	LOUIS - CLIFFORD - STOKES	2,131.17
AVIS CAR RENTAL	CAR RENTAL	56.72
<u>SUBTOTAL</u>	EXTENDED TRAVEL	<u>\$4,380.76</u>
RICHARD ANTHONY KITTS	DANIEL LAVERNE	306.74
DANIEL LAVERNE	30 HOURS	3,000.00
<u>SUBTOTAL</u>	CONSULTANTS	<u>\$3,306.74</u>
JUDITH ANN STOOKE	TRAINING - R. CLIFFORD	794.00
<u>SUBTOTAL</u>	SUBCONTRACTORS	<u>\$794.00</u>
COMPUTER PAPER SUPPLY CO	COMPUTER SUPPLIES	145.41
<u>SUBTOTAL</u>	COMPUTER SUPPLIES	<u>\$145.41</u>
AARON RENTS	FURNITURE RENTAL	500.00
AARON RENTS	FURNITURE RENTAL	1,850.00
<u>SUBTOTAL</u>	MISCELLANEOUS	<u>\$2,350.00</u>
ADCOM GRAPHICS SUPPLY	GRAPHIC SUPPLIES	564.78
BARA PHOTOGRAPHIC INC	GRAPHICS FOR VIDEO	722.51
XEROX CORPORATION	COPIES	300.00
<u>SUBTOTAL</u>	REPRO/GRAPHICS	<u>\$1,587.29</u>
XEROX CORPORATION	SUPPLIES	241.00
<u>SUBTOTAL</u>	OTHER ODC'S	<u>\$241.00</u>
<u>TOTAL</u>	<u>A234 005 10A</u>	<u>\$12,805.20</u>

The SUPPORTING SCHEDULE OF OTHER DIRECT COSTS can be printed for any range of dates within the fiscal year. The source of the report is the General Ledger Transactions and it always agrees with the Trial Balance and General Ledger. The report can also be printed in a format showing the Account Number, Vendor Number and Invoice Number.

DEMONSTRATION COMPANY, INC.
 DIRECT COST REPORT CONTRACT A234 005 10A
 FOR THE PERIOD - 01/01/2000 TO 01/31/2000
 POSTED TRANSACTIONS ONLY

PAGE NO. 1

ACCOUNT	EMPLOYEE / VENDOR	LCC / DESCRIPTION	DATE	HOURS	DOLLARS	
23001	FRED J LOUIS	A PROJECT DIRECTOR	01/15/2000	8.00	245.20	
23001	FRED J LOUIS	A PROJECT DIRECTOR	01/31/2000	16.00	490.40	735.60
12345	RANDOLPH LAWRENCE CLIFFORD	B PROJECT MANAGER	01/15/2000	24.00	684.00	
12345	RANDOLPH LAWRENCE CLIFFORD	B PROJECT MANAGER	01/31/2000	24.00	684.00	1,368.00
19500	JUDITH ANN STOOKE	B PROJECT MANAGER	01/15/2000	40.00	1,140.00	
19500	JUDITH ANN STOOKE	B PROJECT MANAGER	01/31/2000	36.00	1,026.00	2,166.00
54894	RICHARD ANTHONY KITTS	D SR ANALYST	01/15/2000	48.00	1,051.20	
54894	RICHARD ANTHONY KITTS	D SR ANALYST	01/31/2000	24.00	525.60	1,576.80
23003	ESTHER I BEECHER	E ANALYST	01/15/2000	36.00	602.28	
23003	ESTHER I BEECHER	E ANALYST	01/31/2000	24.00	401.52	1,003.80
TOTAL LABOR				280.00	\$	6,850.20
510010A	TRAVEL					
12345	RANDOLPH LAWRENCE CLIFFORD	TRAVEL TO PHILLY 05/17	01/15/2000	I00289	146.74	
12345	RANDOLPH LAWRENCE CLIFFORD	1/17 - 1/20 PHILLY	01/31/2000	I00305	794.00	
23004	JUNE L SILVECKI	TRAVEL EXPENSES	01/15/2000	I00294	458.13	
54894	RICHARD ANTHONY KITTS	1/17 - 1/20 PHILLY	01/31/2000	I00306	794.00	
A0180	AMERICAN EXPRESS	LOUIS - CLIFFORD - STOKES	01/15/2000	I00301	2,131.17	
A9050	AVIS CAR RENTAL	CAR RENTAL	01/15/2000	I00290	56.72	
510010A	TRAVEL	ACCOUNT TOTAL			\$	4,380.76
511010A	CONSULTANTS					
54894	RICHARD ANTHONY KITTS	DANIEL LAVERNE	01/15/2000	I00284	306.74	
C0001	DANIEL LAVERNE	30 HOURS	01/15/2000	I00302	3,000.00	
511010A	CONSULTANTS	ACCOUNT TOTAL			\$	3,306.74
512010A	SUBCONTRACTORS					
19500	JUDITH ANN STOOKE	TRAINING - R. CLIFFORD	01/31/2000	I00304	794.00	
512010A	SUBCONTRACTORS	ACCOUNT TOTAL			\$	794.00
513010A	COMPUTER SUPPLIES					
C1520	COMPUTER PAPER SUPPLY CO	COMPUTER SUPPLIES	01/15/2000	I00287	145.41	
513010A	COMPUTER SUPPLIES	ACCOUNT TOTAL			\$	145.41
515010A	OTHER DIRECT EXPENSES					
A0005	AARON RENTS	FURNITURE RENTAL	01/15/2000	I00285	500.00	
A0005	AARON RENTS	FURNITURE RENTAL	01/31/2000	I00297	1,850.00	
515010A	OTHER DIRECT EXPENSES	ACCOUNT TOTAL			\$	2,350.00
517010A	REPRO/GRAPHICS					
A0150	ADCOM GRAPHICS SUPPLY	GRAPHIC SUPPLIES	01/15/2000	I00286	564.78	
B0060	BARA PHOTOGRAPHIC INC	GRAPHICS FOR VIDEO	01/31/2000	I00300	722.51	
X0020	XEROX CORPORATION	COPIES	01/31/2000	I00257	300.00	
517010A	REPRO/GRAPHICS	ACCOUNT TOTAL			\$	1,587.29
521010A	OTHER ODC'S					
X0020	XEROX CORPORATION	SUPPLIES	01/31/2000	I00257	241.00	
521010A	OTHER ODC'S	ACCOUNT TOTAL			\$	241.00
CONTRACT TOTAL					\$	19,655.40

The DIRECT COST REPORT can be printed for any range of dates within the fiscal year. It is an invaluable tool when submitted to project managers to show the detail of the charges to the contracts.

PUBLIC VOUCHER FOR PURCHASES AND
SERVICES OTHER THAN PERSONAL

CONTINUATION SHEET

NRCC - US NAVAL BASE - BLDG 600 - PHILADELPHIA, PA

GOVERNMENT CONTRACT NO NAIR-88-C-9876

BILLING PERIOD 01/01/2000 TO 01/31/2000

FUNDED VALUE \$300,000.00

ANALYSIS OF TOTAL CLAIMED CURRENT AND CUMULATIVE

<u>LABOR CATEGORY</u>	<u>RATE</u>	<u>AMOUNT FOR CURRENT PERIOD BILLED</u>		<u>CUMULATIVE AMOUNT BILLED TO DATE</u>	
		<u>HOURS</u>	<u>AMOUNTS</u>	<u>HOURS</u>	<u>AMOUNTS</u>
A PROJECT DIRECTOR	83.96	28.00	\$2,350.88	338.00	\$26,027.60
B SENIOR ENGINEER	82.33	0.00	\$0.00	328.00	\$27,004.24
C ENGINEER	42.27	0.00	\$0.00	60.00	\$2,536.20
D ANALYST	57.15	0.00	\$0.00	40.00	\$2,286.00
E SR PROGRAMMER	59.09	12.00	\$709.08	92.00	\$4,727.20
I WORD PROCESSOR	31.70	168.00	\$5,325.60	784.00	\$39,054.40
J GRAPHIC ARTIST	31.83	0.00	\$0.00	10.00	\$636.60
K CLERICAL SUPPORT	25.64	0.00	\$0.00	88.00	\$2,256.32
L TECH WRITER	46.00	0.00	\$0.00	120.00	\$5,520.00
TOTAL DIRECT LABOR		208.00	\$8,385.56	1,860.00	\$110,048.56
<u>OTHER DIRECT COSTS</u>					
EXTENDED TRAVEL			\$2,635.00		\$10,222.21
CONSULTANTS			\$0.00		\$3,500.00
SUBCONTRACTORS			\$512.89		\$2,471.05
COMPUTER SUPPLIES			\$315.68		\$1,389.36
MATERIALS			\$0.00		\$200.00
COMPUTER SERVICES			\$0.00		\$368.70
REPRO/GRAPHICS			\$1,465.65		\$3,675.19
OTHER ODC'S			\$0.00		\$351.88
TOTAL OTHER DIRECT COSTS			\$4,929.22		\$22,178.39
G & A ON ODC	@ 26.000%		\$1,281.60		\$5,572.24
TOTAL BILLING			<u>\$14,596.38</u>		<u>\$137,799.19</u>

This is a CONTINUATION SHEET to a PUBLIC VOUCHER for a Time & material contract. The SCHEDULE OF OTHER DIRECT COSTS may be used to support the ODC's as shown previously.

CONTRACT NO. NAIR-88-C-9876
 START DATE 01/15/1999
 END DATE 09/14/2001
 ESTIMATED COST \$272,730
 FEE % 10.00 \$27,270

T & M
 PROFIT ANALYSIS
 REPORT

PROJECT NO. H260 10A
 TITLE ENGINEERING DOCUMENTATION
 FUNDING \$300,000
 PERIOD ENDING 01/31/2000
 PROJECT MGR JOHN JONES

DIRECT LABOR	HOURS	01/01/2000 - 01/31/2000			HOURS	CUMULATIVE		
		COSTS	BILLINGS	PERCENT		COSTS	BILLINGS	PERCENT
A PROJECT DIRECTOR	28.00	\$2,798.76	\$2,350.88	-16.00%	338.00	\$27,665.32	\$26,027.60	-5.92%
B SENIOR ENGINEER	0.00	\$0.00	\$0.00	0.00%	328.00	\$27,112.57	\$27,004.24	-0.40%
C ENGINEER	0.00	\$0.00	\$0.00	0.00%	60.00	\$2,418.13	\$2,536.20	4.88%
D ANALYST	0.00	\$0.00	\$0.00	0.00%	40.00	\$2,170.27	\$2,286.00	5.33%
E SR PROGRAMMER	12.00	\$654.72	\$709.08	8.30%	92.00	\$5,097.67	\$4,727.20	-7.27%
I WORD PROCESSOR	168.00	\$4,930.93	\$5,325.60	8.00%	784.00	\$23,396.39	\$39,054.40	66.92%
J GRAPHIC ARTIST	0.00	\$0.00	\$0.00	0.00%	10.00	\$251.89	\$636.60	152.73%
K CLERICAL SUPPORT	0.00	\$0.00	\$0.00	0.00%	88.00	\$1,870.83	\$2,256.32	20.61%
L TECH WRITER	0.00	\$0.00	\$0.00	0.00%	120.00	\$5,239.28	\$5,520.00	5.36%
TOTAL LOADED DIRECT LABOR	208.00	\$8,384.41	\$8,385.56	0.01%	1860.00	\$95,222.35	\$110,048.56	15.57%
OTHER DIRECT COSTS								
EXTENDED TRAVEL		\$3,320.10	\$3,320.10	0.00%		\$12,927.82	\$12,927.82	0.00%
CONSULTANTS		\$0.00	\$0.00	0.00%		\$4,377.50	\$4,377.50	0.00%
SUBCONTRACTORS		\$646.24	\$646.24	0.00%		\$2,867.58	\$2,867.58	0.00%
COMPUTER SUPPLIES		\$397.76	\$397.76	0.00%		\$1,758.65	\$1,758.65	0.00%
MATERIALS		\$0.00	\$0.00	0.00%		\$254.00	\$254.00	0.00%
COMPUTER SERVICES		\$0.00	\$0.00	0.00%		\$468.25	\$468.25	0.00%
REPRO/GRAPHICS		\$1,846.72	\$1,846.72	0.00%		\$4,649.94	\$4,649.94	0.00%
OTHER ODC'S		\$0.00	\$0.00	0.00%		\$446.89	\$446.89	0.00%
TOTAL LOADED OTHER DIRECT COSTS		\$6,210.82	\$6,210.82	0.00%		\$27,750.63	\$27,750.63	0.00%
TOTAL LOADED COSTS		\$14,595.23	\$14,596.38	0.00%		\$122,972.98	\$137,799.19	12.06%

The T&M PROFIT ANALYSIS compares burdened labor costs (direct labor loaded with fringe, overhead, and G&A) to billings and calculates the profit percentage by labor category. This report is helpful in determining the proper labor mix for a category.

DEMONSTRATION COMPANY INC.
AGING OF OPEN ACCOUNTS RECEIVABLE
AS OF 01/31/2000
POSTED AND UNPOSTED TRANSACTIONS

CONTRACT NO.	INVOICE NO	DATE	CURRENT	OVER 30	OVER 60	OVER 90	OVER 120	TOTAL
A234 002 10A	026	09/30/1999					922.69	922.69
A234 002 10A	027	10/31/1999				1330.72		1330.72
<u>SA SURFACE VEHICLE RETROFIT S-BAND</u>			0.00	0.00	0.00	1330.72	922.69	2253.41
A234 004 10A	015	12/01/1999			5566.05			5566.05
A234 004 10A	016	01/01/2000		16647.24				16647.24
<u>SA SURFACE VEHICLE RETROFIT S-BAND</u>			0.00	16647.24	5566.05	0.00	0.00	22213.29
A234 005 10A	006	12/01/1999			22453.51			22453.51
A234 005 10A	007	01/01/2000		36093.75				36093.75
<u>SA SVR DOCUMENTATION</u>			0.00	36093.75	22453.51	0.00	0.00	58547.26
A234 006 10A	001	12/01/1999			1062.88			1062.88
A234 006 10A	002	01/01/2000		28671.32				28671.32
<u>SA SVR TRAINING</u>			0.00	28671.32	1062.88	0.00	0.00	29734.20
B267 001 10A	015	12/01/1999			3243.06			3243.06
B267 001 10A	016	01/01/2000		2129.91				2129.91
<u>HELICOPTER MAINTENANCE PLANNING</u>			0.00	2129.91	3243.06	0.00	0.00	5372.97
B267 002 10B	006	12/01/1999			9154.64			9154.64
B267 002 10B	007	01/01/2000		10265.75				10265.75
<u>HELICOPTER MAINTENANCE SCHEDULE TRAINING</u>			0.00	10265.75	9154.64	0.00	0.00	19420.39
H260	10A	004	01/01/2000	14627.48				14627.48
<u>ENGINEERING DOCUMENTATION</u>			0.00	14627.48	0.00	0.00	0.00	14627.48
M222	10A	002	01/01/2000	6219.28				6219.28
<u>ENGINEERING DOCUMENTATION</u>			0.00	6219.28	0.00	0.00	0.00	6219.28
<u>ACCOUNTS RECEIVABLE TOTAL</u>			0.00	114654.73	41480.14	1330.72	922.69	158388.28

The ACCOUNTS RECEIVABLE AGING can also be printed in a detail format showing all billings and receipts for each contract. The source of these reports is a sort of the General Ledger Transactions and they will always agree with the Trial Balance and General Ledger.

DEMONSTRATION COMPANY INCORPORATED
BALANCE SHEET
FOR PERIOD ENDED JANUARY 31, 2000

ASSETS

CURRENT ASSETS

CASH		\$	30,034.74
ACCOUNTS RECEIVABLE BILLED			158,388.28
ACCOUNTS RECEIVABLE UNBILLED			175,609.75
SALARY ADVANCES			-500.00
EMPLOYEE TRAVEL ADVANCES			1,200.00
PREPAID INTEREST			2,538.94
PREPAID INSURANCE			2,271.43
PREPAID OTHER			<u>1,525.00</u>
TOTAL CURRENT ASSETS		\$	371,068.14

FIXED ASSETS

EQUIPMENT		\$	118,982.65
LESS DEPRECIATION TO DATE			<u>-71,369.00</u>
TOTAL FIXED ASSETS		\$	47,613.65
DEPOSITS			<u>2,000.00</u>
TOTAL ASSETS		\$	<u><u>420,681.79</u></u>

LIABILITIES

CURRENT LIABILITIES

ACCOUNTS PAYABLE - TRADE		\$	154,612.61
ACCRUED EXPENSES			15,800.00
ACCRUED PAYROLL			15,751.10
NOTES PAYABLE - SHORT TERM			17,250.00
PAYROLL TAXES PAYABLE			8,221.05
FRINGE BENEFITS PAYABLE			<u>30,260.11</u>
TOTAL CURRENT LIABILITIES		\$	241,894.87
NOTE PAYABLE - LONG TERM			<u>54,368.00</u>
TOTAL LIABILITIES		\$	296,262.87

STOCKHOLDERS EQUITY

CONTRIBUTED CAPITAL - CAPITAL STOCK		\$	25,000.00
RETAINED EARNINGS			
BALANCE BEGINNING OF YEAR		\$	84,947.24
CURRENT INCOME			<u>14,471.68</u>
TOTAL RETAINED EARNINGS		\$	<u>99,418.92</u>
TOTAL STOCKHOLDERS EQUITY		\$	<u>124,418.92</u>
TOTAL LIABILITIES AND EQUITY		\$	<u><u>420,681.79</u></u>

All Financial Statements can be customized by the user.

DEMONSTRATION COMPANY INCORPORATED
CONSOLIDATED INCOME STATEMENT
FOR PERIOD ENDED 01/31/2000

ALL DIVISIONS & ALL POOLS

	YEAR TO DATE	12/01/1999 TO 12/30/1999	01/01/2000 TO 01/31/2000
CONTRACT INCOME	\$ 318,681.84	\$ 143,859.14	\$ 174,822.70
DIRECT EXPENSES			
DIRECT LABOR	\$ 52,907.02	\$ 25,592.38	\$ 27,314.64
TRAVEL	26,542.28	13,817.96	12,724.32
LOCAL MILEAGE	54.78	0.00	54.78
AIRFARE	247.84	0.00	247.84
CONSULTANTS	25,824.63	13,027.89	12,796.74
SUBCONTRACTORS	3,296.43	1,989.54	1,306.89
COMPUTER SUPPLIES	2,456.79	1,621.39	835.40
COMPUTER EQUIPMENT	25,848.98	500.00	25,348.98
OTHER DIRECT EXPENSES	7,300.00	3,950.00	3,350.00
COMPUTER SERVICES	5,675.80	2,366.05	3,309.75
REPRO/GRAPHICS	7,523.16	2,624.50	4,898.66
OTHER ODC'S	2,563.32	1,400.00	1,163.32
FRINGE BENEFITS APPLIED	14,549.44	7,037.90	7,511.54
OVERHEAD APPLIED	65,455.15	33,363.00	32,092.15
G&A APPLIED	<u>62,515.86</u>	<u>27,895.57</u>	<u>34,620.29</u>
TOTAL CONTRACT COSTS	\$ <u>302,761.48</u>	\$ <u>135,186.18</u>	\$ <u>167,575.30</u>
CONTRACT INCOME AT PROV.	\$ 15,920.36	\$ 8,672.96	\$ 7,247.40
(OVER)/UNDER APPLIED BURDEN	<u>1,448.68</u>	<u>3,046.31</u>	<u>-1,597.63</u>
NET INCOME (LOSS)	\$ <u><u>14,471.68</u></u>	\$ <u><u>5,626.65</u></u>	\$ <u><u>8,846.03</u></u>

The INCOME STATEMENT can be printed for any five periods in the current or previous fiscal year. The current year can be printed with budget, variance and ratio columns.

DEMONSTRATION COMPANY, INCORPORATED
 DIVISIONAL OVERHEAD STATEMENT
 BY DIVISION AND POOL
 FOR PERIOD ENDED 01/31/2000

	TOTAL	ON-SITE	OFF-SITE
INDIRECT LABOR	\$ 4,485.06	\$ 4,239.86	\$ 245.20
FRINGE APPLIED TO INDIRECT LABOR	1,134.29	1,072.28	62.01
AUTO LEASING	1,069.50	1,069.50	0.00
CONSULTANTS	4,000.00	4,000.00	0.00
DATA PROCESSING	12,986.76	12,828.49	158.27
DELIVERY EXPENSE	515.00	515.00	0.00
DEPRECIATION EXPENSE	3,300.00	3,300.00	0.00
EQUIPMENT RENTAL	7,400.00	7,400.00	0.00
PRINTING AND REPRODUCTION	12,177.62	12,177.62	0.00
RENT EXPENSE	14,200.00	14,000.00	200.00
REPAIRS AND MAINTENANCE	244.63	122.31	122.32
TELEPHONE AND TELEGRAPH	1,457.79	1,386.09	71.70
TRAVEL	121.43	121.43	0.00
UTILITIES	<u>1,935.53</u>	<u>1,935.53</u>	<u>0.00</u>
TOTAL INDIRECT EXPENSES	\$ 65,027.61	\$ 64,168.11	\$ 859.50
OVERHEAD APPLIED TO DIRECT	<u>-66,053.99</u>	<u>-63,498.43</u>	<u>-2,555.56</u>
<OVER> / UNDER APPLIED	<u>\$ -1,026.38</u>	<u>\$ 669.68</u>	<u>\$ -1,696.06</u>
BASE:			
DIRECT LABOR	\$ 52,907.02	\$ 47,896.12	\$ 5,010.90
B & P LABOR	456.00	456.00	0.00
FRINGE APPLIED TO D/L	14,549.44	13,171.44	1,378.00
FRINGE APPLIED TO B & P	<u>125.40</u>	<u>125.40</u>	<u>0.00</u>
TOTAL BASE	<u>\$ 68,037.86</u>	<u>\$ 61,648.96</u>	<u>\$ 6,388.90</u>
ACTUAL RATE %	95.5756%	104.0862%	13.4530%

The OVERHEAD STATEMENT can be printed by division and/or pool for any one period (as above). It can also be printed for any division and/or overhead pool with five periods. Budget, variance and ratio columns can also be printed. Overhead is applied to direct costs at provisional rates and is shown as Overhead Applied. The difference between the Overhead Applied and the Actual Expenses represents the rate differential expressed in dollars.

DEMONSTRATION COMPANY INCORPORATED
G & A EXPENSE REPORT
FOR PERIOD ENDED 01/31/2000

ALL DIVISIONS & ALL POOLS

	YEAR TO DATE	12/01/1999 TO 12/30/1999	01/01/2000 TO 01/31/2000
G & A LABOR	\$ 5,524.62	\$ 2,765.02	\$ 2,759.60
FRINGE ON G&A LABOR	1,397.20	760.38	636.82
AUTO LEASING	356.50	0.00	356.50
DATA PROCESSING	2,725.46	0.00	2,725.46
DELIVERY EXPENSE	268.00	0.00	268.00
DEPRECIATION EXPENSE	5,000.00	0.00	5,000.00
DUES AND SUBSCRIPTIONS	150.00	0.00	150.00
EQUIPMENT RENTAL	2,100.00	1,050.00	1,050.00
PRINTING AND REPRODUCTION	6,660.32	3,452.41	3,207.91
RENT EXPENSE	21,800.00	10,900.00	10,900.00
REPAIRS AND MAINTENANCE	1,113.31	991.00	122.31
SUPPLIES AND MATERIALS	2,516.04	1,389.51	745.26
TAXES	1,446.92	1,446.92	0.00
B&P COSTS	1,180.24	1,180.24	0.00
TELEPHONE AND TELEGRAPH	4,008.96	2,124.73	1,884.23
TRAVEL	9,309.30	5,433.84	3,875.46
UTILITIES	<u>613.14</u>	<u>367.98</u>	<u>245.16</u>
 TOTAL G&A EXPENSES	 \$ 66,170.01	 \$ 31,862.03	 \$ 34,307.98
G&A APPLIED TO DIRECT	<u>-62,515.86</u>	<u>-27,895.57</u>	<u>-34,620.29</u>
<OVER> / UNDER APPLIED	<u>\$ 3,654.15</u>	<u>\$ 3,966.46</u>	<u>\$ -312.31</u>
 BASE			
DIRECT LABOR	\$ 52,907.02	\$ 25,592.38	\$ 27,314.64
FRINGE (ACTUAL) ON D/L	13,380.41	7,037.89	6,303.27
OTHER DIRECT COSTS	<u>107,534.01</u>	<u>41,297.33</u>	<u>66,236.68</u>
 SUBTOTAL DIRECT COSTS	 \$ <u>173,821.44</u>	 \$ <u>73,927.60</u>	 \$ <u>99,854.59</u>
OVERHEAD (ACTUAL)	65,027.61	33,956.71	31,070.90
LESS: OVERHEAD ON B&P	<u>598.84</u>	<u>598.84</u>	<u>0.00</u>
 SUBTOTAL OVERHEAD	 \$ <u>64,428.77</u>	 \$ <u>33,357.87</u>	 \$ <u>31,070.90</u>
 TOTAL BASE	 \$ <u>238,250.21</u>	 \$ <u>107,285.47</u>	 \$ <u>130,925.49</u>
 ACTUAL RATE %	 27.7733%	 29.6983%	 25.9129%

The G & A EXPENSE REPORT can be printed with any five periods in the current or prior fiscal year. Budget, variance and ratio columns can also be printed. G&A is applied to direct costs at provisional rates and is shown as G&A Applied. The difference between the G&A Applied and the Actual Expenses represents the rate differential expressed in dollars.

DEMONSTRATION COMPANY, INCORPORATED
FRINGE BENEFITS EXPENSE REPORT
FOR PERIOD ENDED 01/31/2000

ALL DIVISIONS & ALL POOLS

	YEAR TO DATE	12/01/1999 TO 12/30/1999	01/01/2000 TO 01/31/2000
VACATION	\$ 5,420.53	\$ 3,807.51	\$ 1,613.02
FICA TAX	4,962.38	2,421.86	2,540.52
WORKMENS COMP INSURANCE	1,379.68	1,379.68	0.00
GROUP INSURANCE	<u>4,264.65</u>	<u>0.00</u>	<u>4,264.65</u>
TOTAL FRINGE EXPENSE	\$ 16,027.24	\$ 7,609.05	\$ 8,418.19
FRINGE APPLIED	<u>-17,206.33</u>	<u>-8,524.07</u>	<u>-8,682.26</u>
<OVER> / UNDER APPLIED	\$ <u><u>-1,179.09</u></u>	\$ <u><u>-915.02</u></u>	\$ <u><u>-264.07</u></u>
BASE:			
DIRECT LABOR	\$ 52,907.02	\$ 25,592.38	\$ 27,314.64
INDIRECT LABOR	10,009.68	4,948.24	5,061.44
B & P LABOR	<u>456.00</u>	<u>456.00</u>	<u>0.00</u>
TOTAL BASE	\$ <u><u>63,372.70</u></u>	\$ <u><u>30,996.62</u></u>	\$ <u><u>32,376.08</u></u>
ACTUAL RATE %	25.2904%	24.5479%	26.0012%

The FRINGE BENEFIT EXPENSE REPORT can be printed for any five periods in the current or prior fiscal year. Budget, variance and ratio columns can also be printed. Fringe Benefits can be applied to Direct Labor at provisional and the balance allocated to Indirect Labor OR Fringe can be allocated to Overhead based on the total of Direct and Overhead Labor and to G&A based on G&A Labor.

DEMONSTRATION COMPANY, INC.
 YEAR TO DATE GENERAL LEDGER
 POSTED TRANSACTIONS

PAGE 0001
 RUN DATE 01/31/2000

ACCOUNT NUMBER	TRANS. NUMBER	TRANS. DATE	CONTRACT NUMBER	VENDOR /EMPL	INV. /CHECK#	DESCRIPTION	DEBIT AMOUNT	CREDIT AMOUNT	BALANCE
400110A						CONTRACT INCOME			
	B00014	12/30/1999	A234 004	10A		SA SURFACE VEHICLE RETROFIT	16,647.24		
	B00032	01/31/2000	A234 004	10A		SA SURFACE VEHICLE RETROFIT	907.73		
	B00015	12/30/1999	A234 005	10A		SA SVR DOCUMENTATION	36,093.75		
	B00033	01/31/2000	A234 005	10A		SA SVR DOCUMENTATION	41,167.61		
	B00016	12/30/1999	A234 006	10A		SA SVR TRAINING	28,671.32		
	B00034	01/31/2000	A234 006	10A		SA SVR TRAINING	38,516.33		
			A234			SUBTOTAL			-162,003.98
	B00017	12/30/1999	B267 001	10A		HELICOPTER MAINTENANCE	2,129.91		
			B267			SUBTOTAL			-2,129.91
	B00024	12/30/1999	C0001	10A		SIMULATION TESTING	8,176.49		
	B00036	01/31/2000	C0001	10A		SIMULATION TESTING	4,661.51		
			C0001			SUBTOTAL			-12,838.00
	B00019	12/30/1999	D0001	10A		TESTING AND DOCUMENTATION	15,240.87		
	B00037	01/31/2000	D0001	10A		TESTING AND DOCUMENTATION	10,064.60		
			D0001			SUBTOTAL			-25,305.47
	B00020	12/30/1999	F0001	10A		PREPARE TRAINING MANUALS	5,787.05		
	B00038	01/31/2000	F0001	10A		PREPARE TRAINING MANUALS	3,773.16		
			F0001			SUBTOTAL			-9,560.21
	B00021	12/30/1999	H260	10A		ENGINEERING DOCUMENTATION	14,627.48		
	B00039	01/31/2000	H260	10A		ENGINEERING DOCUMENTATION	14,596.38		
			H260			SUBTOTAL			-29,223.86
	B00022	12/30/1999	M222	10A		ENGINEERING DOCUMENTATION	6,219.28		
	B00040	01/31/2000	M222	10A		ENGINEERING DOCUMENTATION	5,974.48		
			M222			SUBTOTAL			-12,193.76
400110A						CONTRACT INCOME			
						ENDING BALANCE	0.00	253,255.19	-\$253,255.19

DEMONSTRATION COMPANY, INC.

PAGE

0001

PERIOD ACTIVITY FROM 01/01/2000 TO 01/31/2000

RUN DATE

01/31/2000

POSTED TRANSACTIONS

ACCOUNT NUMBER	TRANS. NUMBER	TRANS. DATE	CONTRACT NUMBER	VENDOR /EMPL	INV. /CHECK#	DESCRIPTION	DEBIT AMOUNT	CREDIT AMOUNT	BALANCE
510010A	TRAVEL					OPENING BALANCE			\$11,033.70
	P00289	01/15/2000	A234 005	10A 12345	I00289	RANDOLPH LAWRENCE CLIFFORD	146.74		
	P00305	01/31/2000	A234 005	10A 12345	I00305	RANDOLPH LAWRENCE CLIFFORD	594.00		
	P00294	01/15/2000	A234 005	10A 23004	I00294	JUNE L SILVECKI	458.13		
	P00306	01/31/2000	A234 005	10A 54894	I00306	RICHARD ANTHONY KITTS	794.00		
	P00301	01/15/2000	A234 005	10A A0180	I00301	AMERICAN EXPRESS	2,131.17		
	P00290	01/15/2000	A234 005	10A A9050	I00290	AVIS CAR RENTAL	56.72		
	P00313	01/31/2000	A234 006	10A 12345	I00313	RANDOLPH LAWRENCE CLIFFORD	197.50		
	P00301	01/15/2000	A234 006	10A A0180	I00301	AMERICAN EXPRESS	2,138.65		
			A234			SUBTOTAL			6,516.91
	P00292	01/15/2000	H260	10A 13100	I00292	JANE A ALBERTSON	862.00		
	P00301	01/15/2000	H260	10A A0180	I00301	AMERICAN EXPRESS	1,773.00		
			H260			SUBTOTAL			2,635.00
510010A	TRAVEL					ENDING BALANCE	9,151.91	0.00	20,185.61
510010B	TRAVEL					OPENING BALANCE			\$2,784.26
	P00293	01/15/2000	B267 002	10B 23108	I00293	MICHAEL V HORWATH	733.26		
	P00301	01/15/2000	B267 002	10B A0180	I00301	AMERICAN EXPRESS	2,839.15		
			B267			SUBTOTAL			3,572.41
510010B	TRAVEL					ENDING BALANCE	3,572.41	0.00	\$6,356.67

Options for printing the GENERAL LEDGER are:

- Print Year to Date or for any period (or month) within the year.
- Subtotal by Vendor and/or print for any Vendor or range of Vendors.
- Subtotal and print for any range of Contracts, Tasks or Subtasks.
- Print for any range of General Ledger Accounts.
- Print for Posted or Unposted Transactions (or Both).

DEMONSTRATION COMPANY, INC.
 YEAR TO DATE GENERAL LEDGER
 POSTED TRANSACTIONS

PAGE 0005
 RUN DATE 01/31/2000

ACCOUNT NUMBER	TRANS. NUMBER	TRANS. DATE	CONTRACT NUMBER	VENDOR /EMPL	INV. /CHECK#	DESCRIPTION	DEBIT AMOUNT	CREDIT AMOUNT	BALANCE	
2100	ACCOUNTS PAYABLE - TRADE - CONTINUED									
	P00214	12/15/1999		V0100	I00214	VIRGINIA DEPT OF TAXATION		1,446.92		
	D00063	12/30/1999		V0100	I00281	VIRGINIA DEPT OF TAXATION	932.72			
	P00281	12/30/1999		V0100	I00281	VIRGINIA DEPT OF TAXATION		932.72		
	D00081	01/20/2000		V0100	I00310	VIRGINIA DEPT OF TAXATION	823.94			
	P00310	01/31/2000		V0100	I00310	VIRGINIA DEPT OF TAXATION		823.94		
				V0100		SUBTOTAL			-1,446.92	
	P00210	09/30/1999		W0100	I00210	WASHINGTON POST		600.00		
	D00074	01/07/2000		W0100	I00210	WASHINGTON POST	600.00			
	P00247	01/31/2000		W0100	I00247	WASHINGTON POST		150.00		
				W0100		SUBTOTAL			-150.00	
	P00254	12/30/1999		X0020	I00254	XEROX CORPORATION		500.00		
	D00102	01/31/2000		X0020	I00254	XEROX CORPORATION	500.00			
	P00257	01/31/2000		X0020	I00257	XEROX CORPORATION		1,000.00		
	P00265	12/30/1999		X0020	I00265	XEROX CORPORATION		500.00		
	P00277	12/30/1999		X0020	I00277	XEROX CORPORATION		1,000.00		
				X0020		SUBTOTAL			-2,500.00	
	P00209	09/30/1999		Z0300	I00209	ZIPPY DELIVERY SERVICE		675.00		
	D00075	01/07/2000		Z0300	I00209	ZIPPY DELIVERY SERVICE	675.00			
	P00246	01/31/2000		Z0300	I00246	ZIPPY DELIVERY SERVICE		783.00		
				Z0300		SUBTOTAL			-783.00	
2100	ACCOUNTS PAYABLE - TRADE						ENDING BALANCE	<u>144,566.26</u>	<u>299,178.87</u>	<u>-\$154,612.61</u>

DEMONSTRATION COMPANY, INC.
 AGING OF OPEN ACCOUNTS PAYABLE
 AS OF 01/31/2000
 POSTED TRANSACTIONS

PAGE NO 4

VENDOR NO.	INVOICE NO	DATE	CURRENT	OVER 30	OVER 60	OVER 90	OVER 120	TOTAL
V0050	I00253	01/31/2000	-1064.00					-1064.00
VEPCO			-1064.00	0.00	0.00	0.00	0.00	-1064.00
V0100	I00214	12/15/1999		-1446.92				-1446.92
VIRGINIA DEPT OF TAXATION			0.00	-1446.92	0.00	0.00	0.00	-1446.92
W0100	I00247	01/31/2000	-150.00					-150.00
WASHINGTON POST			-150.00	0.00	0.00	0.00	0.00	-150.00
X0020	I00257	01/31/2000	-1000.00					-1000.00
X0020	I00265	12/30/1999		-500.00				-500.00
X0020	I00277	12/30/1999		-1000.00				-1000.00
XEROX CORPORATION			-1000.00	-1500.00	0.00	0.00	0.00	-2500.00
Z0300	I00246	01/31/2000	-783.00					-783.00
ZIPPY DELIVERY SERVICE			-783.00	0.00	0.00	0.00	0.00	-783.00
ACCOUNTS PAYABLE TOTAL			-94472.78	-46149.83	0.00	0.00	-13990.00	-154612.61

The above reports were printed after sorting the General Ledger Transactions for Accounts Payable. The GENERAL LEDGER was printed Year to Date, subtotaled by Vendor. The AGING shows the Transactions aged based on the Transaction date. The Accounts Receivable Aging is printed in the same manner. This level of detail is invaluable at audit time.