Job Profitability Report

Illustrative Build Co. | Completed office renovation
Job J-1042 | Completed October 31, 2026

FICTIONAL SAMPLE — For service demonstration only. Not actual client results.

Contract revenue	Actual gross profit	Actual gross margin
$180,000	$47,800	26.6%

What the results mean

The job earned **$47,800** before shared overhead, with a **26.6%** gross margin versus a 29.5% estimate. Direct costs finished **$5,300 over budget (4.2%)**, reducing margin by 2.9 percentage points.

Estimated versus actual direct costs

Cost category	Estimated	Actual	Variance*	%*
Labor incl. payroll burden	$52,000	$58,600	+6,600	+12.7%
Materials	$34,500	$32,100	-2,400	-7.0%
Subcontractors	$24,000	$25,100	+1,100	+4.6%
Equipment rental	$8,500	$9,200	+700	+8.2%
Permits & fees	$3,400	$3,400	0	+0.0%
Other direct costs	$4,500	$3,800	-700	-15.6%
TOTAL DIRECT COST	$126,900	$132,200	+5,300	+4.2%

*Variance = actual less estimate; positive amounts are unfavorable. Percent = variance / estimate.

Illustrative drivers & management actions

Labor +$6,600: Assumed 120 additional hours at a $55 loaded hourly rate. Review crew scheduling and require weekly hours-to-budget reporting.
Subcontractors +$1,100; equipment +$700: Assumed extra scope and rental duration. Approve scope changes before work and confirm equipment off-hire dates.
Offsets: Materials savings of $2,400 and other direct-cost savings of $700 partly offset the overruns.

Scope & definitions

Full-job estimate and final actual direct costs are compared on an accrual basis. Revenue is the assumed fixed contract price, fully earned on completion, with no change orders. Gross profit = revenue less direct costs; margin = gross profit / revenue. Shared overhead, financing costs and income taxes are excluded, so this is not net profit. All amounts, job details and driver explanations are invented for this authorized demonstration.