



**COMMERCIAL SERVICE CENTERS
COMPANY STANDARDS
FISCAL YEAR 2026**

CUSTOMER GROWTH STANDARDS

Customer Base Goal (Minimum)..... 20%+

P & L STANDARDS

Net Revenue Increase(Minimum) 20.0%
Service Center Operating Profit Margin 25.0%
Service Center Operating Profit Dollar Incr 20.0%

ADMINISTRATION STANDARDS

Collections (Minimum)..... 100%
Debit Balance 75%

SALARIES & WAGES

Total Salaries & Wages 38.0%
Pest Prevention (wages)..... 21.0%
Service Management Salaries 4.5%
Sales Salary 6.5%
Office Salary 3.0%
Bioremediation (wages)10.0%

Employee Benefits 8.5%

TOTAL PAYROLL 46.5%

MATERIAL & SUPPLY

Material & Supply Expense7.0%
Pest Prevention 5.5%
PP Tools & Equipment..... 0.5%
Bioremediation.....35.0%

AUTO EXPENSE

Auto Expense 8.5%
Lease & Depreciation 3.0%
Gas & Oil 3.5%
Repairs & Maintenance 1.0%

Miscellaneous Direct Expense 1.5%

General & Administrative Expense6.5%

Occupancy Expense.....3.0%

Advertising Expense2.0%

TOTAL P & L EXPENSE.....75.0%



PRODUCTIVITY

Units Serviced Per Day Per Technician20 Units

**Currently a unit is \$45.00 for 20 minutes of actual service time.
20 units x \$45.00 = \$900 per day minimum
for 20 work days = \$18,000 per month minimum**

SKIPS

Skips (based on \$ Contract Charges).....0.1% or less

ALLOWANCES

Allowances & Discounts (\$ to P&L Contract Charges)0.25% or less

CANCELLATIONS

Cancellations (based on \$ Contract Charges) 1.0% or less

SALES STANDARDS

Account Executive Monthly/Annual Minimum \$31,250 Monthly / \$375,000 Annually

Service Mgrs, Technicians, Specialists/Annual Minimum \$24,000 Sales per Year