



**LANDSCAPE LIGHTING SERVICE CENTER  
COMPANY STANDARDS  
FISCAL YEAR 2026**

**Customer Growth Standards**

**Customer Base Goal (minimum) .....15.0%**  
**(Increase in number of customers over previous month)**

**P & L STANDARDS**

**Net Revenue Increase..... 15.0%**  
**(Month over previous month)**  
**Operating Profit Margin ..... 9.5%**  
**Operating Profit Dollar Increase ..... N/A**

**ADMINISTRATION STANDARDS**

**Lighting Collections .....100%**  
**(Minimum of monthly revenue)**  
**Lighting Debit Balance ..... 0%**

**SALARIES & WAGES**

**Total Salaries & Wages.....21.0 %**  
**Maintenance.....11.0%**  
**Installation & Repair.....3.5%**  
**Service Manager .....3.5%**  
**Office Salary ..... 1.5%**  
**Sales ..... 7.5%**  
**Employee Benefits..... 8.0%**  
**TOTAL PAYROLL ..... 29.5%**

**MATERIAL & SUPPLY**

**Material & Supply Expense ..... 35.0%**  
**Tools & Equipment**  
**Repairs – tools & equipment } 0.5%**  
**Depreciation-tools & equipment**  
**Maintenance..... 4.0%**  
**Installation..... 40%**  
**Repair..... 40%**

**AUTO EXPENSE**

**Auto Expense .....7.0%**  
**Lease..... 3.5%**  
**Gas & Oil..... 2.5%**  
**Repair & Maintenance ..... 1.0%**

**Miscellaneous Direct Expense ..... 0.0%**  
**Sub-Contract Labor (50%)**

**General & Administrative Expense .....5.0%**

**Occupancy Expense ..... 1.0%**

**Advertising Expense..... 2.5%**

**TOTAL P & L EXPENSE..... 80%**



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**PRODUCTIVITY STANDARDS**

**INSTALL SERVICES**

**Each Lighting Specialist will be assigned a minimum of 6 hours (360 minutes) of production per day for 21 workdays. The time assigned to each stop will be as follows:**

- **\$4,000/- per day**

**Example - \$4000 \* 21 days = \$84,000 monthly**

**MAINTENANCE SERVICES**

**Lighting specialist assignments - 6 hr. workday \$140/hr. \$840 total per day**

**SKIPS, ALLOWANCES, CANCELLATIONS**

- **Skips (# customers - not \$) .....0.0% or less of total Customers Scheduled.**
- **Allowances & Discounts .....0.0% or less \$ to P & L Contract Charges**
- **Monthly Cancellations (# customers - not \$) ..... 1.00% or less (Use Customer Base at beginning of year)**

**SALES STANDARDS**

**Sales Specialists**  
**10-12 Calls/day**  
**3-5 1st time appointments/day**  
**3-5 Demonstrations/week (including evening set-ups)**  
**\$100,000 in proposals/Month ( \$5,000/day average)**  
**Monthly/annual minimum \$50,000 monthly - \$600,000 annually**  
**Management Monthly Minimum - \$20,000**

**LANDSCAPE LIGHTING STANDARDS**

**Monitoring and Adjustments .....\$840 daily**  
**Initial Service and Repair .....\$4,000 daily**