



**NEW CONSTRUCTION DIVISION
COMPANY STANDARDS
FISCAL YEAR 2026**

CUSTOMER GROWTH STANDARDS

Number of Pretreats.....(Minimum).....15.0%+

P & L STANDARDS

Net Revenue Increase .. (Minimum)..... 15.0%
Oper Profit Margin..... < -175.0%
Oper Profit Dollar Incr.....> 20.0%

ADMINISTRATION STANDARDS

Collections (Minimum).....100%
Debit Balance 130%
90 Day Debit Management.....<\$5,000
120 Day Debit Management.....<\$10,000

SALARIES & WAGES

Total Salaries & Wages.....100.0%
***Baiting Installation Wages..... 25.0%**
***BoraCare Only Wages..... 75.0%**
***Liquid Pretreat Revenue..... 38%**
***Pest Prevention Plus Wages..... 65.0%**

Indirect Wages2.5%
Service Manager 7.5%
Office Wages..... 18%
Employee Benefits..... 27%

TOTAL PAYROLL..... 127%

* Standards are based on the specific type of service being provided.

MATERIAL & SUPPLY

Material & Supply Expense..... 118%
*** Liquid M&S..... 14%**
*** Bait M&S..... 110%**
*** BoraCare M&S..... 140%**
*** Pest Prevention Plus M&S.....32.0%**

Tools & Equipment.....0.25%

AUTO EXPENSE

Auto Expense..... 22.0%
Lease & Depreciation..... .. 8.0%
Gas & Oil 8.0%
Repairs & Maintenance..... .. 2.5%

General & Administrative Expense 12%

Occupancy Expense 2.5%

Advertising Expense1.0%

TOTAL P & L EXPENSE 282.0%

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PRODUCTIVITY STANDARDS**



PRE-TREATMENT MINIMUM PRODUCTIVITY STANDARDS

Wood Treatment (BoraCare).....	80 minutes/structure (average 225 lin ft/structure)
Tub Spray/Block Spray	22.5 minutes/structure (3.25 min/ft/structure)
Bait Install.....	1,540 lin ft/day (7 structures, 225 lin ft/structures)
Pest Prevention Plus..	30 minutes/structure (average 225 lin ft/structure)
6.5 hours of production time (incl. paperwork) plus 1.5 hours in travel/office time per day.	

NEW CONSTRUCTION MINIMUM ASSIGNMENT MATRIX

BORACARE OR BAIT INSTALL	TUB/BLOCK SPRAY OR PEST PREVENTION PLUS
6	0
5	1
4	3
3	6
2	9
1	12