

### Three-Year Billing Analysis January 1, 2010 - December 31, 2012

	2010				2011						2012					
	Hours	Amount	Adj.	Billed	Hours	Amount	Adj.	Billed	Δ Hr	Δ Amt	Hours	Amount	Adj.	Billed	Δ Hr	Δ Amt
Advanced Advertising (	0.00	0.00	0.00	0.00	1,791.50	37,271.63	7,728.37	75,000.00	1,791.50	0%	0.00	0.00	0.00	5,000.00	1,791.50	-100%
ABC Partnership	0.00	0.00	0.00	0.00	389.00	17,079.00	6,921.00	54,000.00	389.00	0%	44.00	10,400.00	3,600.00	19,000.00	-345.00	-39%
Ace Advertising	0.00	0.00	0.00	0.00	574.25	24,649.15	2,306.25	85,405.40	574.25	0%	0.00	0.00	0.00	650.00	-574.25	-100%
Alpha Promotions	0.00	0.00	0.00	0.00	51.00	15,512.50	487.50	16,000.00	51.00	0%	0.00	0.00	0.00	0.00	-51.00	-100%
Anderson, Joe & Kim	0.00	0.00	0.00	0.00	5.25	1,131.25	68.75	1,200.00	5.25	0%	0.00	0.00	0.00	0.00	-5.25	-100%
Animal Shelter 101	0.00	0.00	0.00	0.00	224.50	23,983.25	-6,483.25	17,500.00	224.50	0%	10.50	2,100.00	400.00	2,500.00	-214.00	-91%
Benton, Stephanie	0.00	0.00	0.00	0.00	7.25	1,556.25	-356.25	1,200.00	7.25	0%	0.00	0.00	0.00	0.00	-7.25	-100%
Bing, Sally	0.00	0.00	0.00	0.00	8.25	1,793.75	-193.75	1,600.00	8.25	0%	0.00	0.00	0.00	0.00	-8.25	-100%
Bing, Ted & Angela	0.00	0.00	0.00	0.00	6.50	1,387.50	-187.50	1,200.00	6.50	0%	0.00	0.00	0.00	0.00	-6.50	-100%
Brown, Jerald & Elizab	0.00	0.00	0.00	0.00	32.25	7,031.25	-581.25	6,450.00	32.25	0%	13.75	2,750.00	-250.00	2,500.00	-18.50	-61%
Crawford's Steak Hous	0.00	0.00	0.00	0.00	428.25	8,128.50	-1,628.50	60,600.00	428.25	0%	0.00	0.00	0.00	700.00	-428.25	-100%
Golden, Michael & Mer	0.00	0.00	0.00	0.00	15.00	3,145.00	105.00	3,250.00	15.00	0%	0.00	0.00	0.00	0.00	-15.00	-100%
Hanna, Jason	0.00	0.00	0.00	0.00	6.25	1,181.25	18.75	1,200.00	6.25	0%	0.00	0.00	0.00	0.00	-6.25	-100%
Jones, Ron & Jenny	0.00	0.00	0.00	0.00	10.00	2,150.00	-400.00	1,750.00	10.00	0%	0.00	0.00	0.00	0.00	-10.00	-100%
Mansfield, Edward & S	0.00	0.00	0.00	0.00	8.00	1,675.00	-175.00	1,500.00	8.00	0%	0.00	0.00	0.00	0.00	-8.00	-100%
Prototype Design	0.00	0.00	0.00	0.00	163.00	15,050.00	3,950.00	45,275.00	163.00	0%	0.00	0.00	0.00	675.00	-163.00	-100%
Collins, Brown & Lewis	0.00	0.00	0.00	0.00	856.00	113,549.84	-2,394.40	166,155.44	856.00	0%	13.50	2,700.00	-200.00	2,500.00	-842.50	-98%
Quinn, Brian & Michellk	0.00	0.00	0.00	0.00	23.25	4,806.25	-106.25	4,700.00	23.25	0%	15.75	3,150.00	-650.00	2,500.00	-7.50	-34%
Smith, Tom & Kathleer	0.00	0.00	0.00	0.00	42.75	9,232.50	-232.50	9,000.00	42.75	0%	12.50	2,500.00	0.00	2,500.00	-30.25	-73%
Wilson, Dan & Joanne	0.00	0.00	0.00	0.00	7.50	1,572.50	-72.50	1,500.00	7.50	0%	0.00	0.00	0.00	0.00	-7.50	-100%
<b>Report Totals</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>4,649.75</b>	<b>291886.37</b>	<b>8,774.47</b>	<b>554485.84</b>	<b>4,649.75</b>	<b>0%</b>	<b>110</b>	<b>23600</b>	<b>2,900.00</b>	<b>38,525.00</b>	<b>4,539.75</b>	<b>-92%</b>

2010 Adjustment Percentage: **0.00%**

2011 Adjustment Percentage: **89.97%**

2012 Adjustment Percentage: **63.24%**