

# Revenue Analysis

Last Modified on 10/23/2023 11:17 am EDT

Pathway: Report > Analysis > Revenue Analysis

The Revenue Analysis Report offers a detailed breakdown of billed revenue based on the selected report Type. This provides users with the flexibility to analyze and interpret both monthly and total revenue data from various perspectives.

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
RESIDENTIAL	248,006.94	298,743.77	973,931.89	285,575.58	327,234.03	1,085,903.11	320,418.88	361,340.37	1,116,385.28	316,877.24	342,474.55	30,081.41	5,706,973.05
COMMERCIAL	732,271.17	760,356.76	773,519.64	779,099.28	807,452.67	845,476.52	831,056.68	862,428.38	866,433.36	905,820.44	866,075.60	143,045.59	9,173,036.09
ROLL OFF-TEMP	398,110.12	391,223.48	412,797.76	403,699.02	409,956.09	451,299.46	423,197.74	455,805.41	446,136.17	433,458.48	164,119.50	269.58	4,390,072.81
ROLL OFF-PERM	85,000.04	80,076.93	95,473.44	91,026.73	94,324.22	96,441.15	91,912.46	115,209.89	102,813.01	104,755.39	24,293.37	618.00	981,944.63
BROKER	1,100.00	601.88	2,131.49	631.73	648.00	715.96	857.75	715.96	673.57	336.50	307.88	0.00	8,720.72
GOVERNMENT	100.63	100.63	100.63	102.06	102.06	112.23	112.23	1,026.96	1,975.65	1,385.65	5,633.39	0.00	10,752.12
MUNICIPAL	685,934.15	681,785.56											
HOA	173,256.59	113,885.42											
VENDOR	0.00	0.00											
FINANCELATEFEE	0.00	7.50											
FINTEST	339.64	2,344.99											
<b>Total</b>	<b>2,324,119.28</b>	<b>2,329,126.92</b>											

  

SITE ID	SITE NAME	DATE	TYPE	WORKORDER #	QTY	DESCRIPTION	AMOUNT	SALESREP
44437001	Kohl's Department Store	2022-04-07	Work Order Charge	3810359	0.6300	Roll Off Disposal Per Ton	28.35	House Acct non
43200001	CPI WIRECLOTH & SCREENS	2022-04-20	Work Order Charge	3941799	1.8700	Roll Off Disposal Per Ton	84.15	House Acct non
44576001	HEB 00675 PRODUCE	2022-04-05	Work Order Charge	3849282	4.0500	Roll Off Disposal Per Ton	182.25	House Acct non
44576001	HEB 00675 PRODUCE	2022-04-13	Work Order Charge	3889878	5.0100	Roll Off Disposal Per Ton	225.45	House Acct non
44576001	HEB 00675 PRODUCE	2022-04-08	Work Order Charge	3862966	3.8600	Roll Off Disposal Per Ton	173.70	House Acct non
43932001	ENERGY METALS INC.	2022-04-13	Work Order Charge	3896432	1.4900	Roll Off Disposal Per Ton	67.05	House Acct non
43932001	ENERGY METALS INC.	2022-04-13	Work Order Charge	3613693	1.6800	Roll Off Disposal Per Ton	75.60	House Acct non
44576002	HEB 00063 PRODUCE	2022-04-06	Work Order Charge	3849535	11.4800	Roll Off Disposal Per Ton	516.60	House Acct non
43200001	CPI WIRECLOTH & SCREENS	2022-04-20	Work Order Charge	3941800	1.7600	Roll Off Disposal Per Ton	79.20	House Acct non
43423001	SOUTH PARK FUNERAL HOME	2022-04-18	Work Order Charge	3910693	2.2100	Roll Off Disposal Per Ton	99.45	House Acct non
43932001	ENERGY METALS INC.	2022-04-20	Work Order Charge	3666508	0.8600	Roll Off Disposal Per Ton	38.70	House Acct non
43932001	ENERGY METALS INC.	2022-04-25	Work Order Charge	3945104	1.5900	Roll Off Disposal Per Ton	71.55	House Acct non
44576002	HEB 00063 PRODUCE	2022-04-12	Work Order Charge	3889626	1.0000	Roll Off Haul	225.00	House Acct non

## Permissions

Permission ID	Permission Name
134	Report Main Menu
286	Revenue Analysis Reports

## Parameter Descriptions

Parameter	Description
Type	Identifies the report that billed revenue data will be loaded for.
Year	Specifies the year the report should generate billed revenue data on.
Division	Restricts the report to only display billed revenue data for the selected division.
Service Region	Restricts the report to only display billed revenue data for the selected service region.

## Run The Report

1. Select the **Type** of report you would like to use to examine revenue data with.

2. Select the **Year** the report should pull data from.
3. Select the **Division(s)** the report should be restricted to. Otherwise, select 'All' and filter limits will not be applied.
4. Select the **Service Region(s)** the report should be restricted to. Otherwise, select 'All' and filter limits will not be applied.
5. Select **Load** to run the report.

## Billed By Account Class

Select the "Billed by Account Class" report Type to view billed total revenue by the account class for the selected Year, Division and Service Region.

REVENUE ANALYSIS													REPORTS > ANALYSIS > REVENUE ANALYSIS	
TYPE	Billed by Account Class													
YEAR	DIVISION			SERVICE REGION										
2023	CORPUS, DAYTON, H			All									LOAD	Search
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	
RESIDENTIAL	50,862.80	636.05	361.99	4.95	10.00	12.55	17.50	22.22	4.95	0.00	0.00	0.00	51,933.01	
COMMERCIAL	47,890.38	206,791.39	41,702.12	428.41	800.79	1,019.80	1,876.06	35,396.03	2,324,303.76	298.80	0.00	0.00	2,660,507.54	
ROLL OFF-TEMP	25,400.35	16,479.88	0.00	1,052.58	181.57	-1,230.88	0.00	12,962.33	-181.57	0.00	0.00	0.00	54,664.26	
ROLL OFF-PERM	899.39	3,107.89	1,855.28	0.00	687.55	0.00	25.00	0.00	0.00	0.00	0.00	0.00	6,575.11	
BROKER	197.41	197.41	197.41	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	592.23	
GOVERNMENT	0.00	0.00	0.00	0.00	0.00	3,677.83	0.00	0.00	0.00	0.00	0.00	0.00	3,677.83	
MUNICIPAL	1,695.59	1,695.59	1,695.59	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,086.77	
HOA	69.17	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	69.17	
VENDOR	0.00	0.00	-327.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-327.50	
FINANCELATEFEE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
FINTEST	15.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,020.01	0.00	0.00	0.00	2,035.01	
<b>Total</b>	<b>127,030.09</b>	<b>228,908.21</b>	<b>45,484.89</b>	<b>1,485.94</b>	<b>1,679.91</b>	<b>3,479.30</b>	<b>1,918.56</b>	<b>48,380.58</b>	<b>2,326,147.15</b>	<b>298.80</b>	<b>0.00</b>	<b>0.00</b>	<b>2,784,813.43</b>	

Column	Description
Jan - Dec	Displays monthly billed revenue totals for each account class.
<b>Total</b> <i>*Displayed at Bottom</i>	Displays the sum of billed monthly revenue amounts for all account classes.
<b>Total</b> <i>*Column</i>	Displays the annual billed revenue total for each account class.

## Billed By Bill Group

Select the "Billed by Bill" report Type to view billed total revenue by the bill group for the selected Year, Division and Service Region.

REVENUE ANALYSIS													REPORTS > ANALYSIS > REVENUE ANALYSIS	
TYPE	Billed by Bill Group													
YEAR	DIVISION	SERVICE REGION												
2023	CORPUS, DAYTON, H	All	LOAD										Search	
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	
COR-Q1-JAN-APR-JUL-OCT	0.00	140.86	78.02	4.95	0.00	0.00	0.00	0.00	4.95	0.00	0.00	0.00	228.78	
DAY-Q1-JAN-APR-JUL-OCT	0.00	135.90	0.00	-10.00	0.00	2.55	7.50	0.00	0.00	0.00	0.00	0.00	135.95	
DAY-Q2-FEB-MAY-AUG-NOV	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
DAY-Q3-MAR-JUN-SEP-DEC	0.00	0.00	50.00	0.00	0.00	0.00	0.00	0.00	834.96	0.00	0.00	0.00	884.96	
DAY-RESI MONTHLY ADVANCE	47,233.14	123.72	195.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	47,551.89	
DAY-COMM MONTHLY ADVANCE	0.00	-181.11	25.00	0.00	0.00	3,677.83	0.00	3.25	0.00	0.00	0.00	0.00	3,524.97	
DAY-COMM MONTHLY ARREARS	0.00	472.24	211.66	254.58	638.77	1,029.80	1,886.06	22.76	-181.57	0.00	0.00	0.00	4,334.30	
DAY-COMM MONTHLY CURRENT	-117.19	0.00	309.78	0.00	0.00	0.00	0.00	0.50	0.00	0.00	0.00	0.00	193.09	
DAY-ROLF BI-WEEKLY	26,299.74	20,796.45	1,855.28	1,052.58	531.95	-1,230.88	25.00	262.50	1,190.00	0.00	0.00	0.00	50,782.62	
DAY-ROLF MONTHLY	447.46	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	447.46	
DAY-ROLF LIBERTY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
COR-RESI MON CURRENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
DAY-MANUAL INVOICES	-250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-250.00	
DAY-CREDIT HOLD	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
DAY-BAD DEBT \ INACTIVE	125.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	225.00	
HOU-COMMERCIAL ARREARS	46,309.20	207,446.07	42,988.62	172.20	347.35	0.00	0.00	39.27	2,323,666.93	0.00	0.00	0.00	2,620,969.64	
HOU-RO ARREARS	0.00	-1.00	0.00	0.00	55.00	0.00	0.00	0.00	235.46	0.00	0.00	0.00	289.46	
HOU-MANUAL INVOICES	10.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00	
HOU-Q1-JAN-APR-JUL-OCT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
HOU-Q2-FEB-MAY-AUG-NOV	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
HOU-Q3-MAR-JUN-SEP-DEC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
COR-COMM MON ADVANCE	-110.00	-168.24	0.00	11.63	6.24	0.00	0.00	0.00	396.42	0.00	0.00	0.00	136.05	
COR-COMM MON ARREARS	7,082.74	55.00	-1.00	0.00	0.00	0.00	0.00	100.80	0.00	298.80	0.00	0.00	7,536.34	
DAY-WEEKLY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
COR-ROLF BI-WEEKLY	0.00	-557.52	0.00	0.00	100.60	0.00	0.00	12,699.83	0.00	0.00	0.00	0.00	12,242.91	
VENDORS	0.00	0.00	-327.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-327.50	
COR-ROLF MONTHLY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
COR-BAD DEBT \ INACTIVE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Invoice Test Only	0.00	645.84	0.00	0.00	0.00	0.00	0.00	35,251.67	0.00	0.00	0.00	0.00	35,897.51	
<b>Total</b>	<b>127,030.09</b>	<b>228,908.21</b>	<b>45,484.89</b>	<b>1,485.94</b>	<b>1,679.91</b>	<b>3,479.30</b>	<b>1,918.56</b>	<b>48,380.58</b>	<b>2,326,147.15</b>	<b>298.80</b>	<b>0.00</b>	<b>0.00</b>	<b>2,784,813.43</b>	

Column	Description
Jan - Dec	Displays monthly billed revenue totals for each bill group.
Total *Displayed at Bottom	Displays the sum of billed monthly revenue amounts across all bill groups.
Total *Column	Displays the annual billed revenue total for each bill group.

## Billed By Code

Choose the "Billed by Code" report Type to view billed total revenue by charge code for the selected Year, Division and Service Region.

REVENUE ANALYSIS													REPORTS > ANALYSIS > REVENUE ANALYSIS	
TYPE	Billed by Code													
YEAR	DIVISION		SERVICE REGION											
2023	CORPUS, DAYTON, H		All										LOAD	Search
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	
Municipal Roll Off	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Roll Off Over Tonnage	0.00	0.00	0.00	0.00	30.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	30.00	
Roll Off Packer Install	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Packer Haul Less Than 34YD	0.00	0.00	675.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	675.00	
Packer Haul 34YD OR LARGER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Roll Off Rebate	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Roll Off Relocate	166.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	166.00	
Roll Off Daily Rental	1,023.00	-10.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,013.00	
Roll Off Rental Monthly	17,443.34	3,355.34	3,361.06	166.00	0.00	544.41	0.00	315.00	0.00	0.00	0.00	0.00	25,185.15	
Roll Off Repair	75.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75.00	
Roll Off Tire in Load	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Roll Off Tire with Rim in Load	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Roll Off Wait Fee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Monthly Recycle Svc - 96 Gallo	15.82	79.10	90.82	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	185.74	
Monthly Trash Svc - 96 Gallon	13,410.54	1,689.23	340.04	-10.00	0.00	0.00	0.00	0.00	231.00	0.00	0.00	0.00	15,660.81	
96 Gallon Extra Cart	728.48	24.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	752.48	
Bulk Pickup	0.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	36.00	0.00	0.00	0.00	186.00	
Cancel Fee	10.00	-58.25	-1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-49.25	
Residential Cart Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00	0.00	0.00	0.00	50.00	
Residential Hand Throw	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Municipal Residence-Hand	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Municipal Residence-Cart	-250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-250.00	
Municipal Residence-Extra Cart	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Municipal Residential Service	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Returned Check Amount	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Returned Check Fee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Side Load Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Locking Bar	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Tax Credit	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
**writeoff or imported Rev Adj	0.00	0.00	-327.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-327.50	
Write Off	0.00	-725.76	0.00	0.00	0.00	-1,628.38	0.00	0.00	-1,631.34	0.00	0.00	0.00	-3,985.48	
<b>Total</b>	<b>127,030.09</b>	<b>228,908.21</b>	<b>45,484.89</b>	<b>1,485.94</b>	<b>1,679.91</b>	<b>3,479.30</b>	<b>1,918.56</b>	<b>48,380.58</b>	<b>2,326,147.15</b>	<b>298.80</b>	<b>0.00</b>	<b>0.00</b>	<b>2,784,813.43</b>	

Column	Description
Jan - Dec	Displays monthly billed revenue totals for each charge code.
<b>Total</b> <i>*Displayed at Bottom</i>	Displays the sum of billed monthly revenue amounts for all charge codes.
<b>Total</b> <i>*Column</i>	Displays the annual billed revenue total for each charge code.

## Billed By Division

Choose the "Billed by Division" report Type to view billed total revenue by the division for the selected Year, Division and Service Region.

REVENUE ANALYSIS													REPORTS > ANALYSIS > REVENUE ANALYSIS	
TYPE	Billed by Division													
YEAR	DIVISION		SERVICE REGION											
2023	CORPUS, DAYTON, H		All										LOAD	Search
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	
CORPUS	7,322.74	-529.90	177.02	16.58	106.84	0.00	0.00	12,800.63	401.37	298.80	0.00	0.00	20,594.08	
DAYTON	73,348.63	21,347.20	2,596.75	1,297.16	1,170.72	3,434.30	814.40	289.01	1,838.44	0.00	0.00	0.00	106,136.61	
HOUSTON	46,358.72	208,090.91	42,711.12	172.20	402.35	45.00	1,104.16	35,290.94	2,323,907.34	0.00	0.00	0.00	2,658,082.74	
<b>Total</b>	<b>127,030.09</b>	<b>228,908.21</b>	<b>45,484.89</b>	<b>1,485.94</b>	<b>1,679.91</b>	<b>3,479.30</b>	<b>1,918.56</b>	<b>48,380.58</b>	<b>2,326,147.15</b>	<b>298.80</b>	<b>0.00</b>	<b>0.00</b>	<b>2,784,813.43</b>	

Column	Description
Jan - Dec	Displays monthly billed revenue totals for each division.
<b>Total</b> <i>*Displayed at Bottom</i>	Displays the sum of billed monthly revenue amounts for all divisions.
<b>Total</b> <i>*Column</i>	Displays the annual billed revenue total for each division.

## Billed By LOB

Select the "Billed by LOB" report Type to view billed total revenue by the line of business for the selected Year, Division and Service Region.

REVENUE ANALYSIS														REPORTS > ANALYSIS > REVENUE ANALYSIS	
TYPE														Billed by LOB	
YEAR	DIVISION			SERVICE REGION										LOAD	Search
2023	CORPUS, DAYTON, H			All											
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL		
Commercial	42,901.93	193,967.40	34,205.32	43.25	87.75	758.07	1,138.91	35,114.27	2,325,637.05	75.00	0.00	0.00	2,633,928.95		
Medical Waste	0.00	386.25	147.41	195.25	461.90	842.05	587.25	0.00	0.00	0.00	0.00	0.00	2,620.11		
Miscellaneous	9,718.50	5,536.75	-1.00	194.86	355.99	67.55	107.40	31.51	4.95	65.00	0.00	0.00	16,081.51		
NO LOB	0.00	-725.76	-327.50	0.00	0.00	-1,628.38	0.00	0.00	-1,631.34	0.00	0.00	0.00	-4,312.98		
Residential	41,340.48	2,938.62	614.37	-10.00	177.32	0.00	0.00	189.27	473.65	0.00	0.00	0.00	45,723.71		
Roll Off	33,069.18	26,804.95	10,846.29	1,062.58	596.95	3,440.01	85.00	13,045.53	1,662.84	158.80	0.00	0.00	90,772.13		
<b>Total</b>	127,030.09	228,908.21	45,484.89	1,485.94	1,679.91	3,479.30	1,918.56	48,380.58	2,326,147.15	298.80	0.00	0.00	2,784,813.43		

Column	Description
Jan - Dec	Displays monthly billed revenue totals for each line of business.
<b>Total</b> <i>*Displayed at Bottom</i>	Displays the sum of billed monthly revenue amounts for all lines of business.
<b>Total</b> <i>*Column</i>	Displays the annual billed revenue total for each line of business.

## Billed By Sales Rep

Select the "Billed by Sales Rep" report Type to view billed total revenue by each sales representative for the selected Year, Division and Service Region.

REVENUE ANALYSIS													REPORTS > ANALYSIS > REVENUE ANALYSIS			
TYPE: Billed by Salesrep																
YEAR: 2023	DIVISION: CORPUS, DAYTON, H			SERVICE REGION: All									LOAD		Search	
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL			
Billy Killian	0.00	0.00	0.00	0.00	0.00	0.00	309.85	0.00	0.00	0.00	0.00	0.00	309.85			
Chelsea Durham	2,122.43	675.00	0.00	0.00	0.00	0.00	0.00	0.00	302.62	0.00	0.00	0.00	3,100.05			
Dave Hulvey	7,317.02	9,059.47	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16,376.49			
Leo Barerra	0.00	0.00	154.25	79.25	79.25	79.25	79.25	0.00	0.00	0.00	0.00	0.00	471.25			
Alek Orloff	0.00	582.74	0.00	0.00	0.00	0.00	0.00	0.00	4.95	0.00	0.00	0.00	587.69			
Michael Avera	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Michael Avera	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Remigio Caballero	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Alvaro Calderon	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Oscar Ortega	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Mark Sexton	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Cassie Dolph	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Robert Smith	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
John Briggs	2,833.37	4,818.94	3,226.68	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,878.99			
Janet Bettcher	13,150.78	23,396.38	11,292.19	0.00	55.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	47,894.35			
Regina Trevino	7.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.50			
Alexis Garza	46.51	20.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	66.51			
Ikeia Beauty	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Carolyn McNeil	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Andi Gilmore	1,006.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,006.50			
Shawwna Cunningham	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Charlie Weller	0.00	34.95	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	34.95			
Michaela Moorman	369.62	3,577.46	197.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,144.39			
Jessica Garcia	42.96	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	42.96			
Vina Pratt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Charisma Reyna	62.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	62.49			
Stevan Silva	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Megan Kaus	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Andrew Johnson	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
<b>Total</b>	<b>127,030.09</b>	<b>228,908.21</b>	<b>45,484.89</b>	<b>1,485.94</b>	<b>1,679.91</b>	<b>3,479.30</b>	<b>1,918.56</b>	<b>48,380.58</b>	<b>2,326,147.15</b>	<b>298.80</b>	<b>0.00</b>	<b>0.00</b>	<b>2,784,813.43</b>			

Column	Description
Jan - Dec	Displays monthly billed revenue totals for each sales representative.
<b>Total</b> <i>*Displayed at Bottom</i>	Displays the sum of billed monthly revenue amounts for all sales representatives.
<b>Total</b> <i>*Column</i>	Displays the annual billed revenue total for each sales representative.

## Billed By Service Region

Choose the "Billed by Service Region" report Type to view billed total revenue by the service region for the selected Year and Division.

REVENUE ANALYSIS													REPORTS > ANALYSIS > REVENUE ANALYSIS	
TYPE	Billed by service region													
YEAR	CORPUS, DAYTON, H											LOAD	Search	
2023														
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	
WOODCREEK	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
PARKSIDE AT KW GLEN	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
ATASCA WOODS	42.96	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	42.96	
ATASCOCITA NORTH	334.17	-5.36	0.00	0.00	181.57	0.00	0.00	0.00	1,846.19	0.00	0.00	0.00	2,356.57	
KINGS LAKE ESTATES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
ATASCA OAKS	468.35	20.00	10.00	10.00	10.00	10.00	10.00	22.22	0.00	0.00	0.00	0.00	560.57	
OAKS OF ATASCOCITA	23.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23.48	
STILLWATER HOA	0.00	0.00	0.00	-10.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-10.00	
KINGWOOD GREENS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
LIBERTY COUNTRY CLUB	7.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.50	
THE COMMONS	63.83	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	63.83	
PINEY WOODS	112.30	452.24	201.66	244.53	442.95	974.80	792.65	3.79	0.00	0.00	0.00	0.00	3,224.92	
ENCLAVE AT OLDE OAKS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
CORPUS OPEN MARKET	7,097.74	195.86	177.02	11.63	100.60	0.00	0.00	12,794.33	4.95	298.80	0.00	0.00	20,680.93	
DAYTON OPEN MARKET	72,056.04	20,880.32	2,385.09	1,052.58	531.95	4,077.88	7.50	263.00	2,020.01	0.00	0.00	0.00	103,274.37	
HOUSTON OPEN MARKET	12,385.93	10,796.10	6,535.73	0.00	21.19	45.00	1,083.41	39.27	240.41	0.00	0.00	0.00	31,147.04	
LOS ANGELES	532.69	91.25	91.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	715.19	
NO SVC RGN	465.00	-675.81	0.00	5.00	10.49	-1,628.38	0.00	6.30	-1,631.34	0.00	0.00	0.00	-3,448.74	
PEARLAND MUNICIPAL	33,440.10	197,153.61	36,084.14	172.20	381.16	0.00	25.00	35,251.67	2,323,666.93	0.00	0.00	0.00	2,626,174.81	
<b>Total</b>	<b>127,030.09</b>	<b>228,908.21</b>	<b>45,484.89</b>	<b>1,485.94</b>	<b>1,679.91</b>	<b>3,479.30</b>	<b>1,918.56</b>	<b>48,380.58</b>	<b>2,326,147.15</b>	<b>298.80</b>	<b>0.00</b>	<b>0.00</b>	<b>2,784,813.43</b>	

Column	Description
Jan - Dec	Displays monthly billed revenue totals for each service region.
Total <i>*Displayed at Bottom</i>	Displays the sum of billed monthly revenue amounts for all service regions.
Total <i>*Column</i>	Displays the annual billed revenue total for each service region.

## Billed By Source

Choose the "Billed by Source" report Type to access the total billed revenue categorized by the source of account origination (cold call, acquisition, referral, etc.) for the specified Year, Division, and Service Region.

REVENUE ANALYSIS													REPORTS > ANALYSIS > REVENUE ANALYSIS	
TYPE	Billed by Source													
YEAR	CORPUS, DAYTON, H											LOAD	Search	
2023	All													
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	
	86,823.22	76,810.83	27,601.38	173.38	192.06	2,449.50	7.50	35,456.90	717.64	0.00	0.00	0.00	230,232.41	
SEO Web Inquiry	338.75	1,917.41	429.03	11.56	9.13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,705.88	
Referral	253.57	3,271.58	253.57	0.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,779.72	
Cold Call	470.07	9,829.98	766.73	254.53	565.61	933.80	489.90	314.76	4.95	298.80	0.00	0.00	13,929.13	
Acquisition	0.00	194.00	-101.00	0.00	0.00	0.00	0.00	2,847.50	0.00	0.00	0.00	0.00	2,940.50	
Yelp-HD	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Existing Customer	5,720.32	11,279.41	3,356.06	0.00	0.00	0.00	25.00	0.00	0.00	0.00	0.00	0.00	20,380.79	
Cart Hanger	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Call In	30,370.56	31,790.27	10,480.59	1,011.49	601.53	96.00	1,396.16	749.27	1,757.63	0.00	0.00	0.00	78,253.50	
Import	3,053.60	93,814.73	2,698.53	34.98	310.58	0.00	0.00	9,012.15	2,323,666.93	0.00	0.00	0.00	2,432,591.50	
<b>Total</b>	<b>127,030.09</b>	<b>228,908.21</b>	<b>45,484.89</b>	<b>1,485.94</b>	<b>1,679.91</b>	<b>3,479.30</b>	<b>1,918.56</b>	<b>48,380.58</b>	<b>2,326,147.15</b>	<b>298.80</b>	<b>0.00</b>	<b>0.00</b>	<b>2,784,813.43</b>	

Column	Description
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<b>Jan - Dec</b>	Displays monthly billed revenue totals for each source.
<b>Total</b> <i>*Displayed at Bottom</i>	Displays the sum of billed monthly revenue amounts for all sources.
<b>Total</b> <i>*Column</i>	Displays the annual billed revenue total for each source.

## Billed By State

Select the "Billed by State" report Type to view billed total revenue by each state for the selected Year, Division and Service Region.

REVENUE ANALYSIS													REPORTS > ANALYSIS > REVENUE ANALYSIS	
TYPE: Billed by State														
YEAR: 2023		DIVISION: CORPUS, DAYTON, H			SERVICE REGION: All			LOAD		Search				
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	
Minnesota	0.00	0.00	0.00	0.00	0.00	0.00	25.00	0.00	0.00	0.00	0.00	0.00	25.00	
Ohio	0.00	452.24	201.66	244.53	442.95	974.80	792.65	3.79	0.00	0.00	0.00	0.00	3,112.62	
Ontario	0.00	20.00	10.00	10.00	10.00	55.00	1,093.41	22.22	0.00	0.00	0.00	0.00	1,220.63	
Pennsylvania	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Tennessee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Texas	126,565.09	229,111.78	45,323.23	1,226.41	1,216.47	4,077.88	7.50	48,348.27	2,327,778.49	298.80	0.00	0.00	2,783,953.92	
Wisconsin	0.00	0.00	-50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-50.00	
<b>Total</b>	<b>126,565.09</b>	<b>229,584.02</b>	<b>45,484.89</b>	<b>1,480.94</b>	<b>1,669.42</b>	<b>5,107.68</b>	<b>1,918.56</b>	<b>48,374.28</b>	<b>2,327,778.49</b>	<b>298.80</b>	<b>0.00</b>	<b>0.00</b>	<b>2,788,262.17</b>	

Column	Description
<b>Jan - Dec</b>	Displays monthly billed revenue totals for each state.
<b>Total</b> <i>*Displayed at Bottom</i>	Displays the sum of billed monthly revenue amounts for all states.
<b>Total</b> <i>*Column</i>	Displays the annual billed revenue total for each state.