

# **Classification of Accounts**

## **Shinn Builder Groups**

### **Financial Analysis and Business Management**



## **4000–4990 Indirect Construction Cost**

### **Report in the Field Operations Section**

#### ***4000–4090 Salaries and Wages***

- 4010 Superintendents
- 4020 Laborers
- 4030 Production manager
- 4040 Architects, drafters, estimators, purchasers
- 4050 Warranty and customer service manager
- 4060 Warranty and customer service wages
- 4070 Other indirect construction wages

#### ***4100–4190 Payroll Taxes and Benefits***

- 4110 Payroll taxes
- 4120 Workers' compensation insurance
- 4130 Health and accident insurance
- 4140 Retirement, pension, profit sharing
- 4150 Union benefits
- 4190 Other benefits

#### ***4200–4290 Field Office Expenses***

- 4210 Rent, field office
- 4230 Repairs and maintenance, field office
- 4250 Utilities, field office
- 4260 Telephone, field office
- 4265 Mobile phones, pagers, radios—field office
- 4290 Other field office expenses

#### ***4300–4390 Field Warehouse and Storage Expenses***

- 4310 Rent, field warehouse and storage
- 4330 Repairs and maintenance, field warehouse and storage
- 4350 Utilities, field warehouse and storage
- 4360 Telephone, field warehouse and storage

#### ***4400–4490 Construction Vehicles, Travel, and Entertainment***

- 4410 Lease payments, construction vehicles
- 4420 Mileage reimbursement
- 4430 Repairs and maintenance, construction vehicles
- 4440 Operating expenses, construction vehicles
- 4450 Taxes, licenses, insurance, construction vehicles
- 4460 Travel, construction department
- 4470 Customer business entertainment, construction
- 4480 Training and education, construction
- 4490 Recruiting fees and expenses, construction

***4500–4590 Construction Equipment***

- 4510 Rent, construction equipment
- 4530 Repairs and maintenance, construction equipment
- 4540 Operating expenses, construction equipment
- 4550 Taxes and insurance, construction equipment
- 4560 Small tools and supplies

***4600–4690 Expenses for Maintaining Unsold Units and Units Under Construction***

- 4610 Temporary utilities
- 4620 Trash maintenance
- 4640 Lawn care
- 4650 Utilities, completed units
- 4660 Repairs and maintenance, completed units

***4800–4890 Depreciation Expenses***

- 4820 Depreciation, construction office
- 4830 Depreciation, warehouse
- 4840 Depreciation, construction vehicles
- 4850 Depreciation, construction equipment

***4900–4990 Other***

- 4910 Insurance and bonding expenses
- 4920 Builder's risk insurance
- 4990 Absorbed indirect costs

**REPORT in the Warranty section**

***4700–4790 Warranty and Customer Service***

- 4710 Salaries and wages, warranty
- 4720 Material, warranty
- 4730 Trade contractor, warranty
- 4790 Other warranty expenses

**5000–5990 Financing Expenses**

**REPORT in the Interim Financing section**

***5000–5090 Interest***

- 5010 Interest on line of credit
- 5020 Interest on notes payable
- 5030 Interest expense on developed lots
- 5040 Interest incurred on construction loans
- 5050 Interest on completed speculative inventory
- 5090 Interest expense, other

***5100–5190 Construction Loan Points and Fees***

- 5120 Points and fees
- 5130 Appraisal and related fees
- 5140 Inspection fees

## **REPORT in the Closing Cost section**

### ***5200–5290 Closing Costs***

- 5210 Closing costs
- 5220 Title and recording
- 5230 Loan fees

## **6000–6990 Sales and Marketing Expenses**

### ***6000–6090 Sales Salaries, Commissions***

#### **REPORT in the In-House Commission section**

- 6030 Salaries, sales personnel
- 6040 Sales commissions, in-house
- 6045 Sales commissions, internet and website support

#### **REPORT in the Outside Commission section**

- 6050 Sales commissions, outside

## **REPORT in the Advertising & Promotion section**

### ***6300–6390 Advertising and Sales Promotion***

- 6310 Print advertising
- 6320 Radio advertising
- 6325 Television advertising
- 6330 Web page design and maintenance expense
- 6335 Internet marketing, advertising and fees
- 6340 Brochures and catalogs
- 6350 Signs
- 6355 Billboards
- 6365 Promotions
- 6370 Agency commissions
- 6380 Multiple listing fees
- 6390 Public relations
- 6395 Referral fees

## **REPORT in the Model section**

### ***6600–6690 Model Home Maintenance***

- 6610 Rent or lease payments, model home furnishings
- 6620 Model home rent or lease payments
- 6625 Decorating fees, model homes
- 6630 Repairs and maintenance, model homes
- 6650 Utilities, model homes
- 6670 Lawn and landscaping care, model homes
- 6680 Cleanup, model homes
- 6690 Interest on model homes

***6000–6090 Sales Salaries, Commissions***

**REPORT in the Other Marketing section**

- 6010 Compensation, sales manager
- 6060 Salaries, design center personnel
- 6065 Commissions, designers
- 6090 Other sales office salaries and wages

***6100–6190 Payroll Taxes and Benefits, Sales and Marketing***

- 6110 Payroll taxes, sales and marketing
- 6120 Workers' compensation insurance, sales and marketing
- 6130 Health and accident insurance, sales and marketing
- 6140 Retirement, pension, profit-sharing plans, sales and marketing
- 6190 Other benefits, sales and marketing

***6200–6290 Sales Office Expenses***

- 6210 Rent, sales office
- 6230 Repairs and maintenance, sales office
- 6250 Utilities, sales office
- 6260 Telephone, sales office
- 6270 Supplies, sales office

***6400–6490 Sales Vehicles, Travel, and Entertainment***

- 6410 Lease payments, sales vehicles
- 6420 Mileage reimbursement
- 6430 Repairs and maintenance, sales vehicles
- 6440 Operating expenses, sales vehicles
- 6450 Taxes, licenses, insurance, sales vehicles
- 6460 Travel, sales and marketing
- 6470 Customer business entertainment

***6500–6590 Design Center Expenses***

- 6510 Rent or lease payments, design center
- 6530 Repairs and maintenance, design center
- 6550 Utilities, design center
- 6560 Management fees, design center
- 6570 Signage, design center
- 6580 Telephone, design center
- 6585 Supplies, design center

***6700–6790 Sales and Marketing Fees***

- 6710 Market research and consultation
- 6720 Interior design fee
- 6770 Recruiting fees and expenses, sales and marketing personnel
- 6780 Training and education expenses

**6800–6890 Depreciation**

- 6810 Depreciation, sales office
- 6830 Depreciation, sales vehicles
- 6870 Depreciation, model home furnishings, decorations
- 6880 Depreciation, design center displays

**6900–6990 Other Marketing Expenses**

- 6930 Sales concessions
- 6940 Buy downs
- 6999 Other sales and marketing expenses

**8000–8990 General and Administrative Expense****REPORT in the Salaries section****8000–8090 Salaries and Wages**

- 8010 Salaries, owners
- 8020 Salaries, officers
- 8030 Salaries, management
- 8050 Salaries and wages, office and clerical
- 8090 Other general and administrative salaries and wages

**8100–8190 Payroll Taxes and Benefits**

- 8110 Payroll taxes
- 8120 Workers' compensation insurance
- 8130 Health and accident insurance
- 8140 Retirement, pension, profit-sharing plans
- 8190 Other employee benefits

**REPORT in the Other General and Administrative section****8200–8290 Office Expenses**

- 8210 Rent
- 8220 Office equipment rental
- 8230 Repairs and maintenance, administrative office space
- 8240 Repairs and maintenance, administrative office equipment
- 8250 Utilities, administrative office
- 8260 Telephone, administrative office
- 8270 Office supplies, administrative office
- 8280 Postage and deliveries
- 8290 Miscellaneous expenses, administrative office

**8300–8390 Technology and Computer Expenses**

- 8310 Computer supplies
- 8320 Leases, computer hardware
- 8330 Leases, computer software
- 8335 Software licensing and subscription fees
- 8340 Network and web development expenses
- 8350 Repairs and maintenance, computer equipment
- 8360 Maintenance, computer software

**8400–8490 Vehicles, Travel, and Entertainment**

- 8410 Lease, administrative vehicles
- 8420 Mileage reimbursement
- 8430 Repairs and maintenance, administrative vehicles
- 8440 Operating expense, administrative vehicles
- 8450 Taxes, licenses, insurance, administrative vehicles
- 8460 Travel
- 8470 Customer business expense
- 8480 Meeting expenses
- 8490 In-house meeting expenses

**8500–8590 Taxes**

- 8510 Sales and use taxes
- 8520 Real estate taxes
- 8530 Personal property taxes
- 8540 License fees
- 8590 Other taxes

**8600–8690 Insurance**

- 8610 Hazard insurance, property insurance
- 8630 General liability insurance
- 8690 Other insurance

**8700–8790 Professional Services**

- 8710 Accounting services
- 8720 Legal services
- 8730 Consulting services
- 8770 Recruiting and hiring
- 8790 Other professional expenses

**8800–8890 Depreciation Expenses**

- 8810 Depreciation, buildings
- 8830 Depreciation, vehicles
- 8840 Depreciation, furniture and equipment
- 8860 Amortization of leasehold improvements
- 8870 Depreciation computer equipment
- 8875 Depreciation computer software
- 8880 Amortization of organization cost
- 8890 Depreciation, other

***8900–8990 General and Administrative Expense, Other***

- 8900 Bad debts
- 8905 Legal settlement expenses
- 8910 Contributions
- 8911 Contributions, political
- 8920 Dues and subscriptions
- 8950 Bank charges
- 8960 Penalties and other non-deductible expenses
- 8990 Training and education expenses

**9000–9990 Other Income and Expenses**

***9100–9190 Other Income***

- 9100 Income from partnerships, joint ventures, S-corps, and LLCs
- 9120 Loss from impairment write-downs of developed lots
- 9150 Gain or loss on sale of assets
- 9190 Other

**9200–9290 Other Expenses**

- 9200 Extraordinary Expenses

**9300–9390 Provision for Income Taxes**

- 9300 Provision for federal income taxes
- 9320 Provision for state income taxes
- 9330 Provision for local income taxes

***Land:***

- Cost of Land
- Land Development
- Financing

***Permit & Fees:***

- Permits & all Fees with the land and construction of the home