Payroll: Scheduling for Profit

Presented by:

Derrick P. Myers, CPA, CFP, PFCI

President of Crockett, Myers & Associates, Inc.





Quick Recap of last session



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- Overall payroll targets:
- Officer/Owner Payroll

 Target 10%



Know what "your" payroll percentages really are...

Gross Payroll Dollars/Inventory Sales = %



Gross Sales

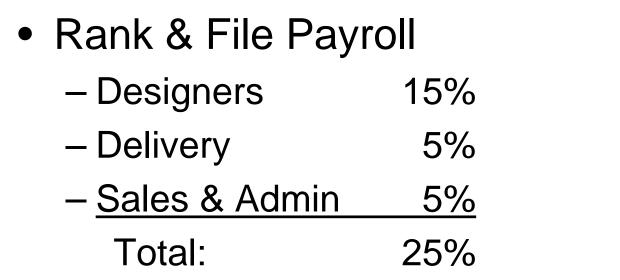
- Cash Sales
- Check Sales
- A/R Sales
- Wire in Sales
- Delivery Income
- Service & Relay Charges
- Outgoing Wire Orders

- Inventory Sales
- Fresh Flowers
- Plants
- Balloons
- Dried & Silks
- Fruit, Snack & Gourmet
- Gifts
- Cards

Other Income Delivery Income Service & Relay Charges Outgoing Wire Orders



• Overall payroll targets:





These targets include Sub-Contract and Casual labor.





Scheduling for Profit



Schedule by the Numbers

 First, determine your projected sales for the pay period.

- Look back at your historical sales for the last couple years for the same time period.
- Adjust for any large wedding or events that are not repeating.
- Also consider the current trends in your business.



 Next, use the payroll targets to determine how much you can spend in each category of payroll.

Multiply your projected sales by each categories target percentage.



Next divide that result by the average pay rate for the category. This gives you hours available per category.



• Now, put your full-time employees into the schedule.



Subtract the full-time hours from the total available to see what is left if anything.

Fill in the remaining hours with your part-time employees.



• When filling in your part-time employees be sure to factor in the busier times of day.

You don't want too few during the busy hours

Or too many during the slower times.







Let's look at some numbers

Payroll Budget Calculator



Thank you!





Questions?

Email: Derrick@crockettmyers.com

Handouts are available at: FTDi.com/FTDUniversity/WebinarMaterials

Webinar will be available to view at: YouTube.com/FTDMercuryNetwork