

C.H. BRIGGS COMMISSION REPORT - UPDATED 10/01/2020



SALES DATA

DATE	JOB#	PROJECT NAME	SOLD TO	QTY/PRODUCT	ARCHITECT/ DESIGNER	REP	COMMISSIONABLE SALES AMOUNT	COMMISSION %	TOTAL COMMISSION	REP REWARD EARNED	STATUS	PAY BY DATE
12/5/2019	8732	Verizon Branchburg	Gilbane	Furniture/Casework	Nelson	Lisa	\$35,235	5.00%	\$1,762	\$350	Installed 9/28/20 Not Paid	
1/16/2020	8755	PHL Airport PHASE 1	Artisan	AquaGUARD Trough Sinks	CD&A	Maria	\$45,562	4.00%	\$1,822	\$500	Paying Rep Reward on Full Project	10/15/2020
1/16/2020	8755	PHL Airport PHASE 2	Artisan	AquaGUARD Trough Sinks	CD&A	Maria	\$20,114	4.00%	\$805	\$500	Paying on PH1	Installing Jan 2021
1/21/2020	8761	Chester County PICU	Tracey Mechanical	(1) Shower Base		Maria	\$1,784	2.50%	\$45	\$0		10/15/2020
3/25/2020	8787	Marcus Tower	CR Home	(2) Na-TRO Trough Sinks		Lisa	\$10,246	5.00%	\$512	\$200		10/15/2020
3/27/2020	8791	Comcast Inverness	Englewood Supply	(6) Na-TRO Trough Sinks	NORR	Maria	\$31,766	5.00%	\$1,588	\$350		10/15/2020
4/2/2020	8792	JHHS EB BL 3 ICTR	Price Modern	(4) Circo Occasional Tables	JHHS	Royce	\$3,680	3.50%	\$129	\$25		10/15/2020
4/21/2020	8798	Jefferson Health	Premier Office Solution	(90) Universal Overbed Tables		Royce	\$70,110	5.00%	\$3,506	\$500		10/15/2020
5/1/2020	8803	Cooper P 10 FL	Spectrum	(6) Circo Occasional Tables		Maria	\$12,006	3.50%	\$420	\$200		10/15/2020
5/22/2020	8813	Crown Heights - Covid Testir	TNS Specialty Products	Hybrid Casework		Maria	\$25,170	5.00%	\$1,259	\$350		10/15/2020
6/3/2020	8817	RWJBH Community Med Cnt	Dancker	(1) Occasional Table		Maria	\$935	3.50%	\$33	\$0		10/15/2020
6/8/2020	8821	Amerisure	Merit Construction	(2) Adaptz Tables		Lisa	\$14,177	5.00%	\$709	\$200	Shipped 9/15 Awaiting Payment	
7/13/2020	8839	JHS Hydroworks Equip Cab	Merrick Industrial	Modular Casework	HDR	Lisa	\$5,425	5.00%	\$271	\$100		
7/15/2020	8837	Rivian Stamping PHASE 1	Dries Bros. Plumbing	(7) AquaGUARD Trough Sinks	FARNSWORTH GROU	Barbara/Stephanie	\$50,405	5.00%	\$2,520	\$500		
7/17/2020	8840	Rivian NW Expansion	Dries Bros. Plumbing	(2) AquaGUARD Trough Sinks	FARNSWORTH GROU	Barbara/Stephanie	\$10,240	2.50%	\$256	\$100		
8/11/2020	8853	RWJBH Community Med Phc	Dancker	(4) Elipz Tables	Francis Cauffman	Maria	\$5,585	5.00%	\$279	\$100		
8/17/2020	8862	BSSF	Jennings Dill	(99) Futrus Cubica Curved Sini	McMillan Pazdan Smi	Barbara	\$185,600	5.00%	\$9,280	\$1,500		
9/8/2020	8868	PACU	Pyramid Construction	(22) Headwall Backlit Panels	Flad	Stephanie	\$47,817	5.00%	\$2,391	\$350		
9/28/2020	8774	Eagleville Sinks	Beams Custom Wood	(112) Sink Modules	Ewing Cole	Maria	\$140,512	3.00%	\$4,215	\$1,250		
9/28/2020	8875	Eagleville Shower Walls	Beams Custom Wood	(97) Shower Walls	Ewing Cole	Maria	\$206,805	3.00%	\$6,204	\$1,750		
									TOTAL COMMISSION EARNED	\$38,006		
									COMMISSION TO BE PAID THIS CYCLE	\$9,313		
									EARNED BUT NOT YET PAID	\$28,692		

*Commissions & Rep Rewards are paid to Distributor & Rep within 45 days of the close of each accounting month from final payment.

TOTAL COMMISSION EARNED
COMMISSION TO BE PAID THIS CYCLE
EARNED BUT NOT YET PAID

Reps Reward Totals Earned This Cycle

Rep	Earned	Paid This Month	Paid Out
Brian	\$0	\$0	\$1,150
Maria	\$4,500	\$1,400	\$2,675
Stephanie	\$650	\$0	\$100
Lisa	\$1,200	\$200	\$2,950
Paul	\$0	\$0	\$200
Barbara	\$1,800	\$0	\$500
Nicole	\$0	\$0	\$1,300
Royce	\$0	\$525	\$1,050
Rich Brown	\$0	\$0	\$750
Nicole Block			
Deborah	\$0		\$450
Taperall			

*Commissions & Rep Rewards are paid to Distributor & Rep within 45 days of the close of each accounting month from final payment.

Commission breakdown	Rep Reward System
Standard Furniture - 7%	\$2,500-\$4,999 = \$50
Competitively & Custom Bid Product - 5%	\$5,000-\$9,999 = \$100
Recurring Furniture Orders - 3.5%	\$10,000-\$19,999 = \$200
Recurring Competitively Bid Orders - 50%	\$20,000-\$49,999 = \$350
Spec Owner - 75% of commission earned	\$50,000-\$74,999 = \$500
In-territory - 25% of commission earned	\$75,000-\$99,999 = \$750
	\$100,000-\$124,999 = \$1,250
	per each additional \$25,000 = \$250
	Recurring orders - Rep Reward paid at 50%

Recurring orders receive 50% of the commissionable sale/rep reward