

PSMJ's Financial Performance Excel-Based Benchmarking Model

Participate to Receive Your Free Version of Our Best-Selling Tool!

- ✓ Focuses on 16 key indicators as you begin your benchmarking process
- ✓ Compares your firm to 35 peer groups using the latest industry data
- ✓ Plots your firm's data
- ✓ Saves hours of time and effort

Peer Group

- 01 - Overall
- 02 - Staff Size 1 to 20
- 03 - Staff Size 21 to 50
- 04 - Staff Size 51 to 100
- 05 - Staff Size 101 to 200
- 06 - Staff Size 201 to 350
- 07 - Staff Size 351 to 750
- 08 - Staff Size over 750
- 09 - Architectural
- 10 - Architectural/Interiors
- 11 - Engineering (Prime)
- 12 - Engineering (Subco...)
- 13 - Engineering (Survey)
- 14 - A/E
- 15 - Environmental
- 16 - All U.S.
- 17 - Northeast
- 18 - Southeast
- 19 - Midwest
- 20 - Southwest
- 21 - Mountain
- 22 - West
- 23 - All Canada
- 24 - Private
- 25 - Government
- 26 - Mixed
- 27 - Transportation
- 28 - Water/Wastewater
- 29 - Industrial



See How Your Firm Stacks Up to Peers of Similar Size, Type, Market Sector, and the Industry's Most Successful Firms

2022 Financial Performance Benchmarking Model: Participant Version

Table # - Table Title	Peer Group	25th Percentile	Median	75th Percentile	COE Median (No Peer Group)	Your Firm	Where You Stand
011 - Operating Profits (Before Incentive/Bonus/Taxes) % of Net Revenues	Staff Size 51 to 100	9.5%	19.4%	27.4%	33.8%	23.5%	>
020 - Net Revenues per Direct Labor Hour		\$115.95	\$134.58	\$146.82	\$141.20	\$80.43	<<
021 - Direct Labor Costs per Direct Labor Hour		\$36.11	\$40.10	\$45.09	\$39.73	\$35.77	<<
022 - Total Hourly Costs (THC) per Direct Labor Hour		\$91.51	\$107.42	\$119.18	\$93.10	\$61.49	<<
024 - Labor Utilization Rate (Payroll Dollars)		54.7%	58.7%	64.0%	64.2%	76.2%	>>
025 - Target Multiplier on Direct Labor		3.00	3.21	3.50	3.38	3.00	<
026 - Net Direct Labor Multiplier Achieved		2.99	3.26	3.65	3.67	2.25	<<
027 - Net Payroll Multiplier (i.e. Revenue Factor)		1.68	1.94	2.15	2.29	1.71	<
031 - Operating Overhead Rate (Before Incentive/Bonus)		136.0%	157.7%	188.5%	137.8%	67.9%	<<
062 - Accounts Receivable Collections (Days)		57.3	73.5	85.7	61.6	77.3	>
063 - Average Work-in-Process (Days)		4.1	13.2	25.5	10.4	28.8	>>
079 - Net Revenues Backlog Change (From Last Year)		0.0%	10.5%	28.5%	23.0%	-13.0%	<<
082 - Gross Revenues Change (From Last Year)		-2.9%	9.0%	19.5%	19.5%	24.0%	>>
093 - Staff Size Change (Percentage)		-5.1%	1.4%	8.6%	10.6%	6.3%	>
101 - Net Revenues per Total Staff		\$143,128	\$165,333	\$183,051	\$192,242	\$122,368	<<
131 - Equity per Total Staff		\$40,050	\$59,163	\$79,630	\$59,380	\$37,176	<<



Charts & Graphs Turn Hard Data into Persuasive Arguments for Positive Change



Compare Your Firm's Performance to Historical Trends

