

ASFE

FY'10-11 FINANCIAL SURVEY SUMMARY

Business Practices Committee
Richard Ross, Chair

Table 1 Financial Performance Survey Results

ASFE - Business Practice Committee

GENERAL INFORMATION

Size of Firm Net Fees, \$M	Responses		Membership	
	Number	% Total	Number	% Total
<1	5	11	102	38
1 - 2.5	7	15	39	15
2.5 - 5	8	17	41	15
5 - 10	8	17	29	11
10 - 20	8	17	20	7
20 - 30	1	2	5	2
>30	10	21	31	12
Total	47	100%	267	100

Table 2 Financial Performance Survey Results

ASFE - Business Practice Committee

Size of Firm Net Fees, \$M		Predistribution Profit %	Discretionary Profit Distribution %
<1	Range	10.1 to 33.9	3.0 to 12.6
	Median	14.0	7.2
1 - 2.5	Range	4.0 to 29.7	0 to 6.9
	Median	6.7	2.0
2.5 - 5	Range	1.8 to 55.0	0 to 48.0
	Median	9.1	5.2
5 - 10	Range	-3.6 to 18.3	0 to 16.3
	Median	5.2	2.6
10 - 20	Range	0.1 to 37.1	0 to 31.7
	Median	5.2	2.7
20 - 30	Range	4.5	2.5
	Median	4.5	2.5
>30	Range	2.4 to 38.4	0.5 to 17.2
	Median	10.7	5.3
Total	Median	9.3	4.7

Table 3 Financial Performance Survey Results

ASFE - Business Practice Committee

Size of Firm Net Fees, \$M		Net Multiplier	Utilization %
<1	Range	2.69 to 3.96	45.5 to 100
	Median	3.51	57.7
1 - 2.5	Range	2.56 to 3.40	38.0 to 71.0
	Median	2.73	58.7
2.5 - 5	Range	2.87 to 4.50	46.1 to 71.0
	Median	3.11	54.8
5 - 10	Range	2.76 to 3.86	51.0 to 75.7
	Median	3.15	61.6
10 - 20	Range	2.94 to 3.63	51.5 to 78.3
	Median	3.14	59.5
20 - 30	Range	3.16	55.0
	Median	3.16	55.0
>30	Range	2.81 to 3.42	48.1 to 70.2
	Median	3.15	58.6
Total	Median	3.10	59.0

Table 4 Financial Performance Survey Results

ASFE - Business Practice Committee

Size of Firm Net Fees, \$M		Predistribution Overhead %	Marketing Cost %
<1	Range	142.0 to 246.3	1.9 to 12.6
	Median	157.2	4.0
1 - 2.5	Range	116.2 to 227.5	1.3 to 8.7
	Median	147.4	5.3
2.5 - 5	Range	157.0 to 229.5	0.3 to 10.0
	Median	182.3	3.8
5 - 10	Range	148.1 to 282.7	0.2 to 7.1
	Median	195.9	4.0
10 - 20	Range	127.6 to 221.0	2.5 to 7.0
	Median	185.2	3.7
20 - 30	Range	174.0	8.0
	Median	174.0	8.0
>30	Range	115.8 to 234.1	1.0 to 12.4
	Median	177.0	7.7
Total	Median	179.0	5.0

Table 5 Financial Performance Survey Results

ASFE - Business Practice Committee

Size of Firm Net Fees, \$M		% of Total Payroll		
		Group Ins.	V/H/S	Cost of Space
<1	Range	2.0 to 11.2	1.0 to 10.0	4.5 to 7.3
	Median	8.8	8.7	6.4
1 - 2.5	Range	1.2 to 14.0	1.9 to 10.0	5.0 to 11.4
	Median	8.8	8.8	8.5
2.5 - 5	Range	6.0 to 12.7	5.0 to 10.0	4.0 to 13.1
	Median	7.4	8.9	9.0
5 - 10	Range	3.1 to 13.5	4.9 to 10.6	5.7 to 19.0
	Median	8.5	8.8	9.3
10 - 20	Range	5.9 to 12.3	4.6 to 11.1	1.7 to 15.7
	Median	8.5	8.2	9.5
20 - 30	Range	15.3	12.3	16.1
	Median	15.3	12.3	16.1
>30	Range	3.6 to 13.2	7.8 to 12.6	6.2 to 12.8
	Median	9.1	10.9	9.6
Total	Median	8.7	8.9	9.1

Table 6 Financial Performance Survey Results

ASFE - Business Practice Committee

Size of Firm Net Fees, \$M		Average Collection Period (Days)	
		Work in Progress	Billed A/R
<1	Range	1 to 32	30 to 80
	Median	15	71
1 - 2.5	Range	0 to 68	52 to 142
	Median	16	71
2.5 - 5	Range	1 to 50	50 to 132
	Median	18	78
5 - 10	Range	2 to 53	43 to 116
	Median	17	74
10 - 20	Range	4 to 25	50 to 134
	Median	19	74
20 - 30	Range	27	68
	Median	27	68
>30	Range	6 to 31	51 to 87
	Median	14	65
Total	Median	17	68

Table 7 Financial Performance Survey Results

ASFE - Business Practice Committee

Size of Firm Net Fees, \$M		Fee Backlog A/R (Weeks)
<1	Range	10 to 52
	Median	21
1 - 2.5	Range	1 to 43
	Median	6
2.5 - 5	Range	11 to 38
	Median	20
5 - 10	Range	20 to 30
	Median	26
10 - 20	Range	6 to 26
	Median	21
20 - 30	Range	21
	Median	21
>30	Range	16 to 75
	Median	34
Total	Median	22

Table 8 Financial Performance Survey Results

ASFE - Business Practice Committee

Comparison of Data from Yearly Summaries

		<u>2010-11</u>	<u>2009-10</u>	<u>2008-09</u>	<u>2007-08</u>	<u>2006-07</u>	<u>2005-06</u>	<u>2004-05</u>	<u>2003-04</u>
Predistribution Profit	%	9.3	10.1	12.0	12.9	11.0	11.7	11.0	10.6
Predistribution Overhead	%	179.0	185.7	168.0	169.5	168.4	165.7	168.7	161.1
Net Multiplier	#	3.10	3.20	3.11	3.12	3.03	3.06	3.01	3.01
Utilization Ratio	%	59.0	58.9	61.3	61.2	61.7	61.9	59.4	60.6
Discretionary Profit Distribution	%	4.7	3.7	4.2	5.4	5.1	5.5	4.8	4.2
After Distribution Profit (before taxes)	%	4.6	6.4	7.8	7.5	5.9	6.2	6.2	6.4