

**Architectural, engineering, and related services
INDUSTRY INCOME STATEMENT AND BALANCE SHEET
METRICS**

Average by Year (Number of Financial Statements)

Income Statement	Last 12 Months (22)	2015 (37)	2014 (56)	Last 5 Years (277)	All Years (1,215)
Sales (Income)	100.00%	100.00%	100.00%	100.00%	100.00%
Cost of Sales (COGS)	25.66%	27.93%	26.43%	26.61%	24.68%
Gross Profit	77.67%	72.07%	73.57%	73.39%	75.32%
Depreciation	1.74%	0.68%	0.74%	0.83%	1.43%
Overhead or S,G,& A Expenses	54.72%	47.76%	42.79%	45.72%	51.31%
Payroll	42.44%	47.11%	39.87%	39.64%	42.70%
Rent	1.94%	3.07%	3.63%	3.42%	3.50%
Advertising	0.92%	1.06%	1.06%	0.95%	0.92%
Other Operating Income	0.00%	0.00%	0.00%	0.00%	0.00%
Other Operating Expenses	7.13%	3.72%	7.17%	6.80%	5.91%
Operating Profit	27.41%	19.91%	22.85%	20.03%	16.67%
Interest Expense	0.14%	0.12%	0.23%	0.19%	0.28%
Other Income	0.02%	0.01%	0.03%	0.03%	0.03%
Other Expenses	0.06%	0.03%	0.03%	0.03%	0.02%
Net Profit Before Taxes	27.35%	19.77%	22.62%	19.84%	16.40%
Adjusted Net Profit Before Taxes	27.35%	19.77%	22.62%	19.84%	16.41%
EBITDA	29.64%	20.57%	23.60%	20.86%	18.11%
Taxes Paid	5.06%	3.61%	3.88%	4.31%	3.14%
Net Income	23.41%	16.16%	18.74%	15.52%	13.26%

**INDUSTRY INCOME STATEMENT AND BALANCE SHEET
METRICS (CONTINUED)**

Balance Sheet	Last 12 Months (22)	2015 (37)	2014 (56)	Last 5 Years (277)	All Years (1,215)
Cash (Bank Funds)	33.41%	17.62%	17.97%	17.19%	15.09%
Accounts Receivable	29.28%	28.13%	30.27%	31.10%	37.02%
Inventory	0.00%	0.00%	0.05%	0.09%	0.10%
Other Current Assets	2.76%	2.67%	2.20%	3.09%	4.29%
Total Current Assets	86.89%	71.93%	69.01%	71.64%	70.41%
Gross Fixed Assets	43.59%	53.59%	45.87%	50.31%	47.31%
Accumulated Depreciation	25.00%	35.67%	26.32%	32.33%	25.12%
Net Fixed Assets	12.99%	17.93%	19.55%	17.99%	22.20%
Other Assets	10.52%	10.14%	11.44%	10.38%	7.40%
Total Assets	100.00%	100.00%	100.00%	100.00%	100.00%
Accounts Payable	16.34%	13.96%	17.72%	16.79%	19.04%
Notes Payable / Current Portion of Long Term Debt	0.71%	0.54%	0.87%	0.74%	0.73%
Other Current Liabilities	27.87%	26.46%	21.05%	21.66%	19.10%
Total Current Liabilities	52.05%	51.77%	50.35%	45.76%	43.51%
Total Long Term Liabilities	6.41%	6.44%	8.72%	8.32%	11.61%
Total Liabilities	62.99%	58.21%	59.07%	54.08%	55.11%
Preferred Stock	0.00%	0.00%	0.00%	0.00%	0.00%
Common Stock	0.13%	0.34%	0.71%	0.58%	0.66%
Additional Paid-in Capital	0.00%	2.16%	1.35%	0.59%	0.26%
Other Stock / Equity	2.70%	1.52%	1.11%	0.79%	3.62%
Ending Retained Earnings	50.41%	41.77%	35.10%	41.82%	38.68%
Total Equity	43.22%	41.79%	40.93%	45.92%	44.89%
Total Liabilities + Equity	100.00%	100.00%	100.00%	100.00%	100.00%