

# INSIDE Public Accounting

The competitive advantage for accounting firm leaders since 1987

## THE INSIDE PUBLIC ACCOUNTING FINANCIAL & OPERATIONAL PERFORMANCE REPORT CARD

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INSIDE Public Accounting is offering firm leaders a tool to quickly and easily compare their firms with others across the nation. **The IPA Financial / Operational Performance Report Card** ranks 22 metrics to help firms identify areas for needed improvement.

### COMPARE Net Revenue – Operational – Net Income – Compensation Metrics

Each of the metrics provides you with a quick and easy snapshot of your overall rankings. Broken out by *Top Quartile*, *Middle* and *Bottom Quartile*, these rankings provide you with a visual snapshot of your firms overall performance in specific areas.\*

The report card is also customized to firm size based on your firm's revenues (IPA Top 100 firms, \$60 million and above, \$30 million to \$60 million, \$20 million to \$30 million, \$10 million to \$20 million, \$5 million to \$10 million, \$3 million to \$5 million, and < \$3 million.)

Benchmarking is a systematic process for identifying and implementing best practices. Knowledge gained through the benchmarking process can be adapted and incorporated into your firm's processes. Therefore best practice benchmarking involves the whole process of identifying, capturing, analyzing, and implementing best practices.

\*Your firm must have participated in the IPA annual survey in order for IPA to provide you the needed data (metrics).



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More detailed findings are available in **INSIDE Public Accounting's National Benchmarking Report**,

considered the gold standard for accounting firm benchmarking since 1990.

Contact our office for more details or to order your custom Report Card.

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## THE 2017 IPA FINANCIAL AND OPERATIONAL REPORT CARD

PREPARED FOR

Flintstone Rubble & Company

	Your Data	Ranking Among All Participating Firms	Average All Participating Firms	Ranking Among All \$10 - \$20M Firms	Average All \$10 - \$20M Firms	Average 2015 Top 25 Best of the Best
<b>NET REVENUE</b>		<b>SAMPLE DATA</b>		<b>SAMPLE DATA</b>		<b>SAMPLE DATA</b>
Net Revenue Growth Rate (Organic Only)	4.4%	278 of 507	5.0%	78 of 147	5.5%	16.0%
Net Revenue per Charge Hour	\$175.23	115 of 474	\$146.22	34 of 139	\$165.22	\$207.66
Net Revenue per Equity Partner	\$1,376,826	300 of 500	\$1,666,552	82 of 143	\$1,756,254	\$2,587,561
Net Revenue per Employee	\$160,715	297 of 505	\$182,000	84 of 144	\$185,045	\$248,569
Net Revenue per Square Foot	\$503	280 of 469	\$604	90 of 133	\$654	\$922
<b>OPERATIONS</b>		<b>SAMPLE DATA</b>		<b>SAMPLE DATA</b>		<b>SAMPLE DATA</b>
Charge Hours per Professional Staff (Excl. Eq. Ptnrs.)	1,281	366 of 473	1,401	107 of 139	1,452	1,503
Utilization (All Professional Staff Incl. Eq. Ptnrs.)	60.1%	375 of 468	68.3%	117 of 138	66.8%	68.5%
Utilization (All Professional Staff Excl. Eq. Ptnrs.)	63.1%	380 of 468	72.5%	116 of 138	70.0%	72.0%
Charge Hours by Professional Staff Percentage (Excl. Eq. Ptnrs.)	79.9%	376 of 472	86.4%	121 of 138	89.1%	90.5%
Personnel Costs as Percentage of Revenue	44.0%	191 of 476	49.6%	44 of 137	49.5%	43.6%
Professional Staff : Administrative Staff Ratio	4.0	348 of 503	5.6	101 of 143	6.6	7.6
Professional Staff : Equity Partner Ratio	5.4	379 of 501	7.9	115 of 143	9.4	11.5
A/R - Days of Production Locked Up	34.3	76 of 480	66.0	21 of 138	66.5	45.2
WIP - Days of Production Locked Up	22.7	224 of 462	30.2	50 of 130	22.5	20.9
<b>NET INCOME</b>		<b>SAMPLE DATA</b>		<b>SAMPLE DATA</b>		<b>SAMPLE DATA</b>
Net Income as Percentage of Revenue	34.8%	118 of 475	31.5%	32 of 137	27.5%	36.5%
Fully Loaded Net Income as Percentage of Revenue	13.2%	259 of 450	13.8%	83 of 129	14.2%	31.6%
Net Income Growth Rate (Organic Only)	-0.9%	326 of 465	7.7%	96 of 135	5.4%	14.6%
Net Income per Charge Hour	\$60.98	114 of 459	\$50.48	37 of 133	\$46.88	\$83.95
Fully Loaded Net Income per Charge Hour	\$20.34	240 of 439	\$23.01	75 of 125	\$24.22	\$70.55
Net Income per Equity Partner	\$342,018	329 of 468	\$464,050	106 of 136	\$492,555	\$1,105,675
<b>COMPENSATION</b>		<b>SAMPLE DATA</b>		<b>SAMPLE DATA</b>		<b>SAMPLE DATA</b>
Average Equity Partner Compensation	\$283,657	351 of 469	\$410,556	109 of 135	\$436,598	\$995,856
Average Non-Equity Partner Compensation	\$179,852	250 of 307	\$189,521	60 of 99	\$204,563	\$277,654
Average Professional Staff Compensation	\$78,258	171 of 460	\$73,161	51 of 133	\$77,695	\$92,548

Total response numbers will change due to the fact that not all respondents provided the requested data. A total of 525 firms participated in the 2015 IPA Annual Survey and Analysis of Firms. Averages exclude all Big 4 data.

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TOP 25% of Responses	MIDDLE 50% of Responses	BOTTOM 25% of Responses
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