

	My 2015 Data	2015 All Companies	2015 Company Type: Industrial & Nonresidential	2015 Industrial & Nonresidential: Revenue - \$10 - 25 Million	2015 Industrial & Nonresidential: Region: Southeast U.S.	2015 Industrial & Nonresidential: Best In Class - Top Quartile	2015 Industrial & Nonresidential: Best In Class - Revenue Less Than \$50 Million
FINANCIAL INFORMATION							
KEY RATIOS - ALL SHOWN AS MEDIANS EXCEPT INVENTORY DAYS							
Number of Participants		801	701	601	501	401	301
LIQUIDITY RATIOS							
Current Ratio	1.6	1.5	1.4	1.3	1.2	1.1	1.0
Quick Ratio	1.4	1.3	1.2	1.1	1.0	0.9	0.8
Days of Cash	18.2	18.1	18.0	17.9	17.8	17.7	17.6
Working Capital Turnover	10.9	10.8	10.7	10.6	10.5	10.4	10.3
PROFITABILITY RATIOS							
Return on Assets	10.0%	9.0%	8.0%	7.0%	6.0%	5.0%	4.0%
Return on Equity	26.3%	25.3%	24.3%	23.3%	22.3%	21.3%	20.3%
Times Interest Earned	28.6	28.5	28.5	28.5	28.5	28.5	28.5
LEVERAGE RATIOS							
Debt to Equity	1.9	1.8	1.7	1.6	1.5	1.4	1.3
Revenue to Equity	7.8	7.7	7.6	7.5	7.4	7.3	7.2
Asset Turnover	2.9	2.8	2.7	2.6	2.5	2.4	2.3
Fixed Asset Ratio	26.1%	25.1%	24.1%	23.1%	22.1%	21.1%	20.1%
Equity to SG&A Expenses	1.6	1.5	1.4	1.3	1.2	1.1	1.0
Underbillings to Equity	11.3%	10.3%	9.3%	8.3%	7.3%	6.3%	5.3%
Average Backlog to Equity	3.4	3.3	3.2	3.1	3.0	2.9	2.8
EFFICIENCY RATIOS							
Average Backlog to Working Capital	4.5	4.4	4.3	4.2	4.1	4.0	3.9
Average Months in Backlog	5.4	5.3	5.2	5.1	5.0	4.9	4.8
Days in Accounts Receivable	55.3	55.2	55.1	55.0	54.9	54.8	54.7
Days in Inventory	3.7	3.6	3.5	3.4	3.3	3.2	3.1
Days in Accounts Payable	33.5	33.4	33.3	33.2	33.1	33.0	32.9
Operating Cycle	40.6	40.5	40.4	40.3	40.2	40.1	40.0
DETAILED FINANCIAL VALUES - ALL SHOWN AS AVERAGES							
Contract Revenue as of year-end.	\$131,360,069	\$130,360,069	\$129,360,069	\$128,360,069	\$127,360,069	\$126,360,069	\$125,360,069
BALANCE SHEET							
Current Assets:							
Cash and cash equivalents	17.0%	17.0%	16.9%	16.8%	16.7%	16.6%	16.5%
Marketable securities and short-term investments	3.0%	3.0%	2.9%	2.8%	2.7%	2.6%	2.5%
Accounts receivable:							
Contract Receivables currently due	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%
Retainages on contracts	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%
Unbilled work	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Other receivables	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
(Less) Allowance for doubtful accounts	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Accounts Receivable, Net	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%	53.0%
Notes receivable, current	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Inventories	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Costs and recognized earnings in excess of billings on uncompleted contracts	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Investments in and advances to construction joint ventures	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Income taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other current assets	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Total Current Assets	82.0%	82.0%	82.0%	82.0%	82.0%	82.0%	82.0%
Total Property Plant & Equipment	39.0%	39.0%	39.0%	39.0%	39.0%	39.0%	39.0%
(Less) accumulated depreciation	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Property, Plant and Equipment, Net	14.0%	14.0%	14.0%	14.0%	14.0%	14.0%	14.0%
Noncurrent Assets:							
Long-term investments	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Notes receivable	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Investments in and advances to construction joint ventures	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Investments in unconsolidated affiliates	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred income taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Goodwill	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Other Intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other Noncurrent Assets	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Total Other Noncurrent Assets	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Total Noncurrent Assets	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
Total Assets	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Current Liabilities:							

Trade, including currently due subcontractors	24.0%	24.0%	23.9%	23.8%	23.7%	23.6%	23.5%
Subcontractors retainages	5.0%	5.0%	4.9%	4.8%	4.7%	4.6%	4.5%
Other payables	1.0%	1.0%	0.9%	0.8%	0.7%	0.6%	0.5%
Total Accounts Payable	31.0%	31.0%	30.9%	30.8%	30.7%	30.6%	30.5%
Accrued expenses	5.0%	5.0%	4.9%	4.8%	4.7%	4.6%	4.5%
Billings in excess of costs and recognized earnings on uncompleted contracts	11.0%	11.0%	10.9%	10.8%	10.7%	10.6%	10.5%
Income taxes Payable	0.0%	0.0%	-0.1%	-0.2%	-0.3%	-0.4%	-0.5%
Total Other Current Liabilities	1.0%	1.0%	0.9%	0.8%	0.7%	0.6%	0.5%
Notes payable and lines of credit	3.0%	3.0%	2.9%	2.8%	2.7%	2.6%	2.5%
Current maturities of long-term debt, including capitalized leases	1.0%	1.0%	0.9%	0.8%	0.7%	0.6%	0.5%
Total Current Liabilities	53.0%	53.0%	52.9%	52.8%	52.7%	52.6%	52.5%
Noncurrent Liabilities:							
Long-term debt, excluding current maturities	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Deferred income taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Total Noncurrent Liabilities	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%
Total Liabilities	61.0%	61.0%	61.0%	61.0%	61.0%	61.0%	61.0%
Minority Interests	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Worth:							
Corporation:							
Common stock, par value	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Preferred stock, stated value	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
(Less) treasury stock	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Total corporation equity	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%
Partnership/LLC Capital	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Additional paid-in capital	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
Retained earnings	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%
Other equity	1.0%	1.0%	0.9%	0.8%	0.7%	0.6%	0.5%
Total Net Worth	39.0%	39.0%	38.9%	38.8%	38.7%	38.6%	38.5%
Total Liabilities and Net Worth	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Statement of Operations							
Construction Contracts Revenue	98.0%	98.0%	97.9%	97.8%	97.7%	97.6%	97.5%
Other Operations Revenue	2.0%	2.0%	1.9%	1.8%	1.7%	1.6%	1.5%
Total Revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Direct Costs							
Direct Labor	18.0%	18.0%	17.9%	17.8%	17.7%	17.6%	17.5%
Materials	18.0%	18.0%	17.9%	17.8%	17.7%	17.6%	17.5%
Subcontracts	36.0%	36.0%	35.9%	35.8%	35.7%	35.6%	35.5%
Equipment	4.0%	4.0%	3.9%	3.8%	3.7%	3.6%	3.5%
Other Direct Costs	8.0%	8.0%	7.9%	7.8%	7.7%	7.6%	7.5%
Total Direct Costs	83.0%	83.0%	82.9%	82.8%	82.7%	82.6%	82.5%
Indirect Costs	2.0%	2.0%	1.9%	1.8%	1.7%	1.6%	1.5%
Total Costs	85.0%	85.0%	84.9%	84.8%	84.7%	84.6%	84.5%
Gross Profit	15.0%	15.0%	14.9%	14.8%	14.7%	14.6%	14.5%
SG&A Expenses							
Base Payroll / Payroll Related (Exclusive of Owner Bonuses)	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Professional Fees	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Sales & Marketing Costs	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Technology Costs	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Administrative Bonuses	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Other Expenses	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Total SG&A Expenses	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%
Income (Loss) from Operations	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Interest income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other investment income (loss)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other income (expense)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest expense	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Other Income (Expense), net	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Income (Loss) Before Income Taxes	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
Income taxes (benefit)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Income (LOSS)	4.0%	4.0%	3.9%	3.8%	3.7%	3.6%	3.5%

*The data displayed throughout this report is fictionalized for sample purposes