

SECTION I
SUMMARY GRAPHS

Comparison Groups

We have assigned the following comparison groups for the census subregion of West North Central. For more targeted benchmarks, PCPS firms can access further reports at www.aicpa.org/pcps and other firms can consider purchasing results reports at <http://map.pcps.org> *

All WNC	All respondents from the census subregion of West North Central
Small WNC	Small firms (<\$300K in revenues) in West North Central
Medium WNC	Medium firms (\$300-\$999K in revenues) in West North Central
Large WNC	Large firms (>\$1M in revenues) in West North Central

* There were not enough North Dakota respondents to enable reliable statewide benchmarks.

Caveats

Graphs are automatically generated, and so may be stretched or condensed.

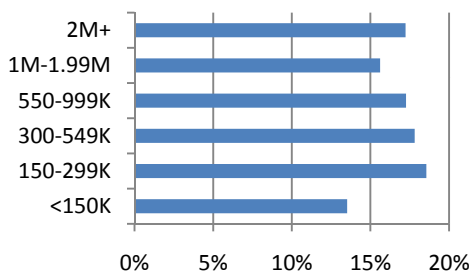
* Visit <http://map.pcps.org> for information about additional reports with more comparison groups.

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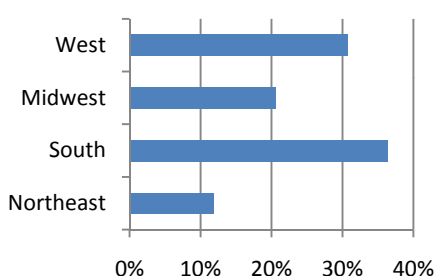
1. Introduction / Firmographics	4. Proportion of Fees by Service	7. New Hires, PTO and Benefits
2. Selected Financials	5. Professional Staff	
3. Expenses / Owner Income	6. Non-Professional Staff	

Firmographics -- National

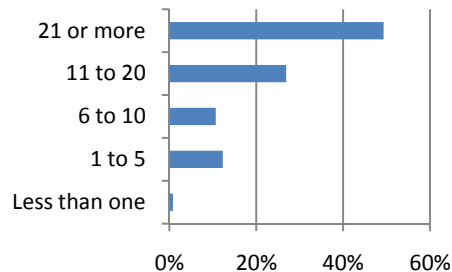
Firm Size



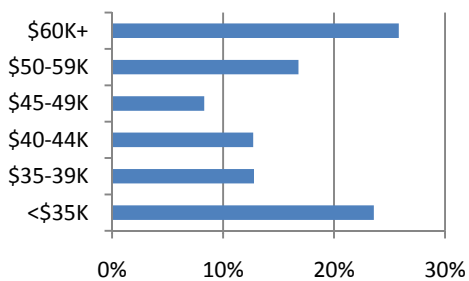
Region



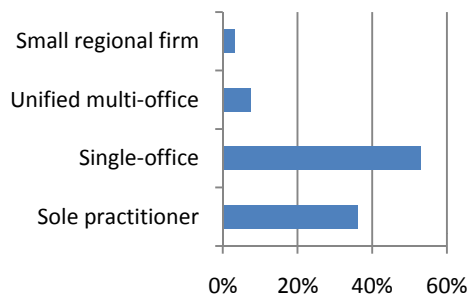
Firm Tenure (in years)



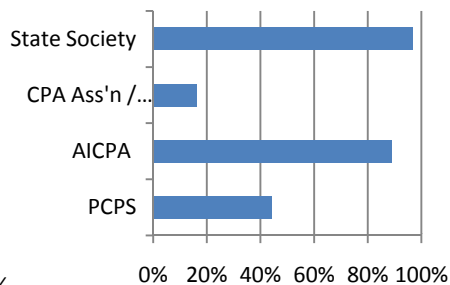
Average Household Income*



Firm Type

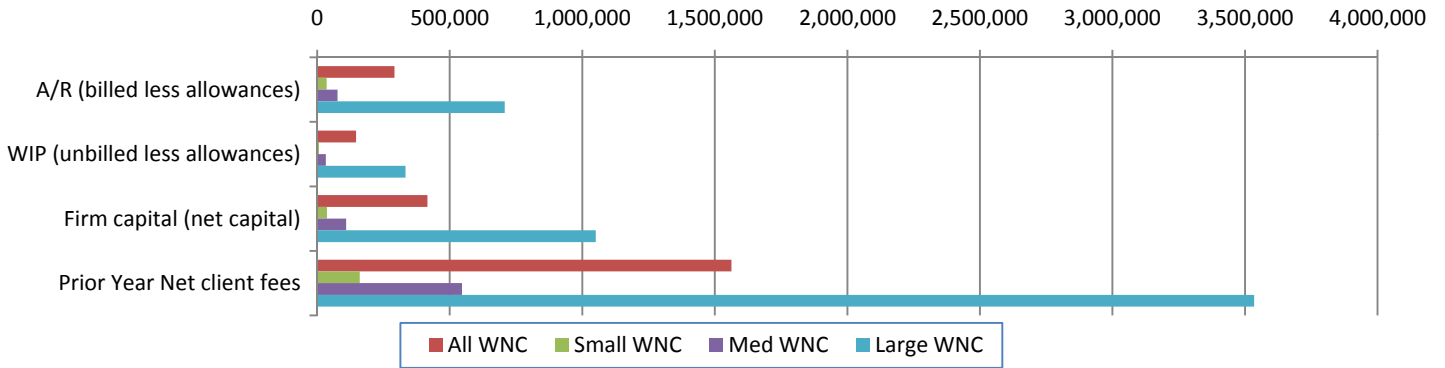


Association / Network Membership

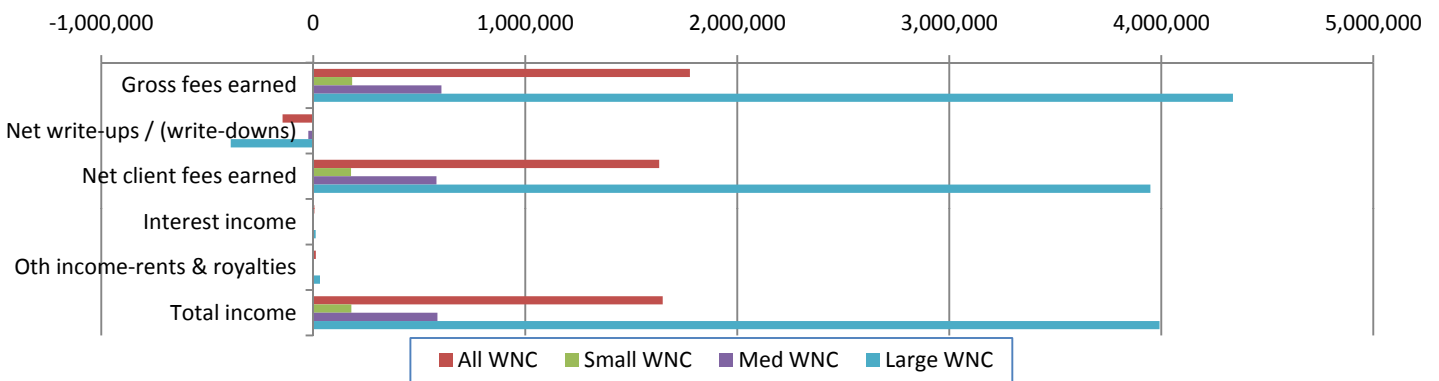


* Census data obtained via zip code look up of firm address; used to estimate cost of living

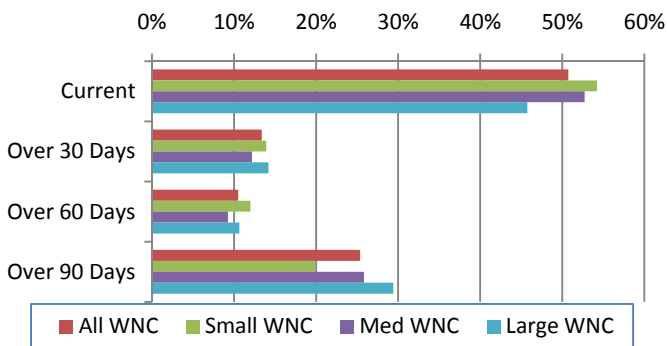
Selected Financials



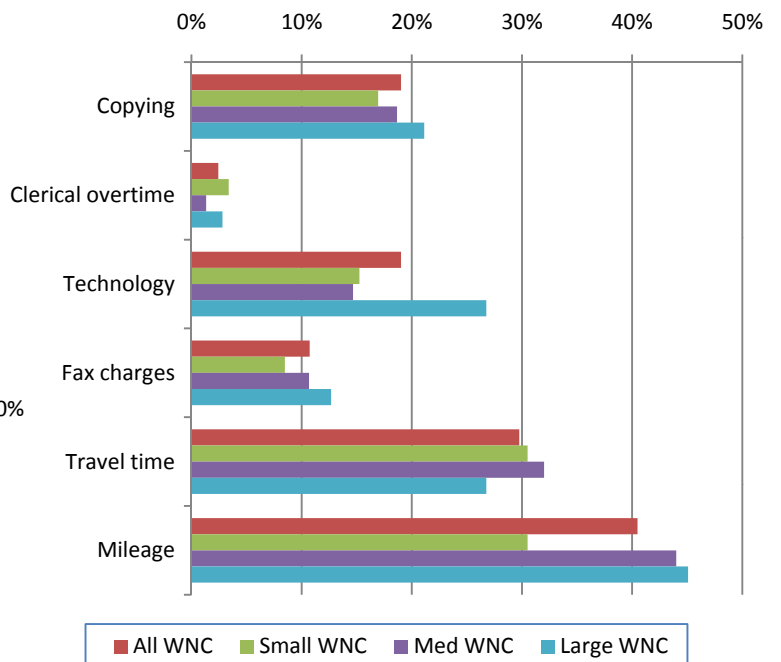
Income



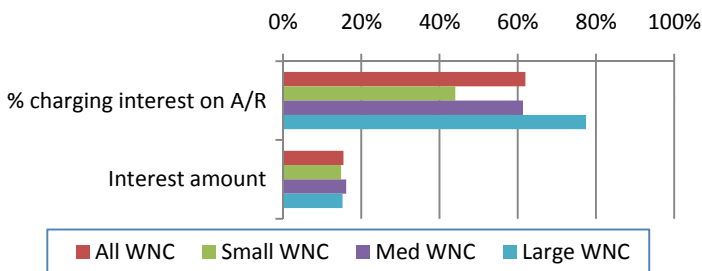
Accounts Receivable Aging



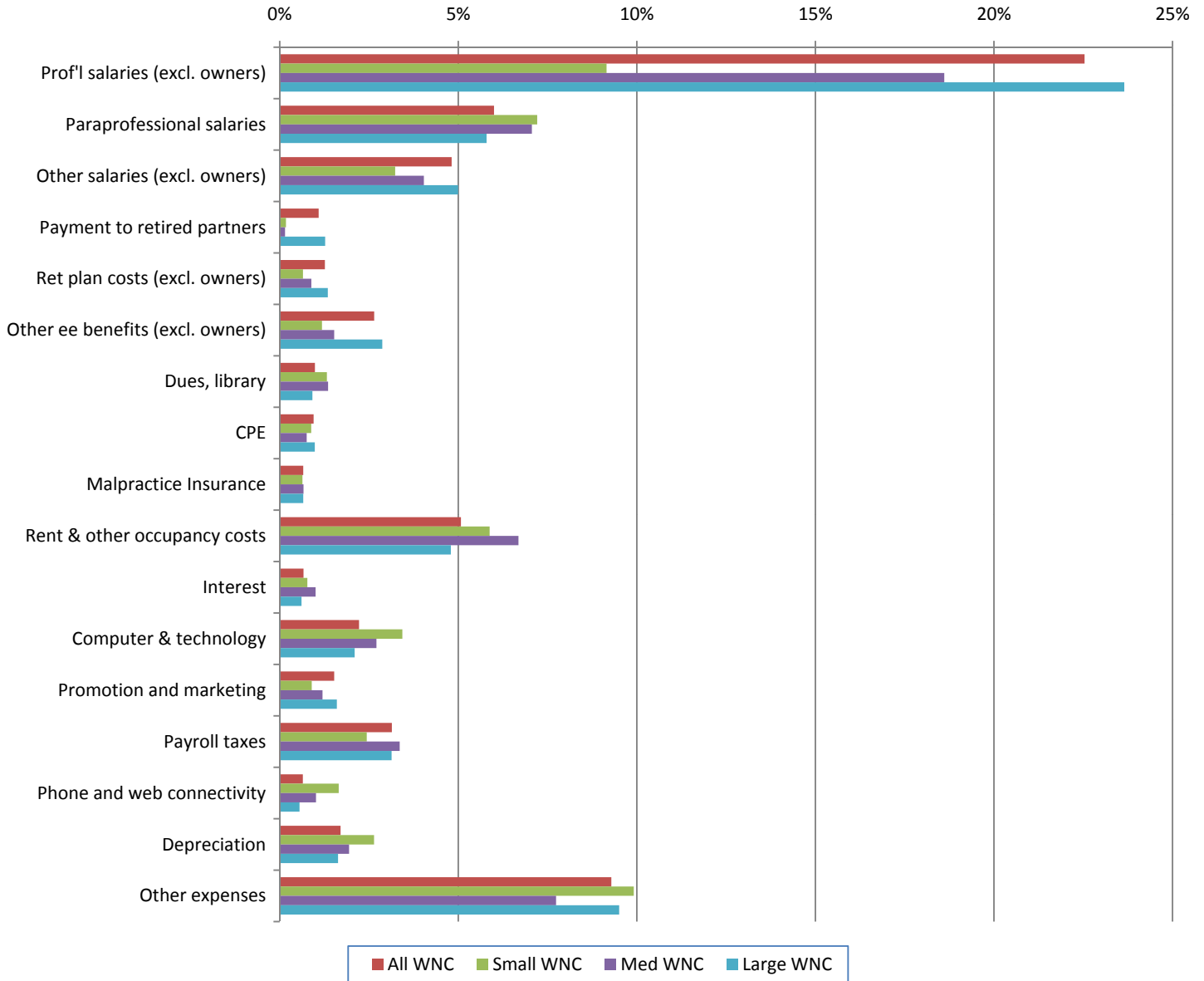
Services Billed For



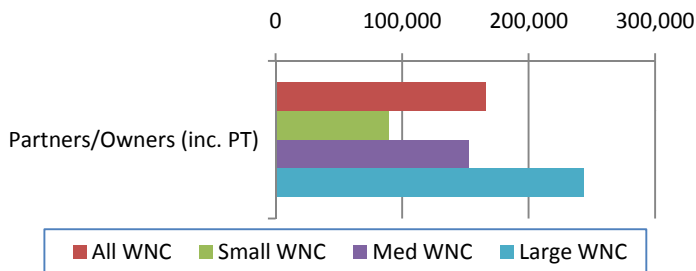
Interest on A/R



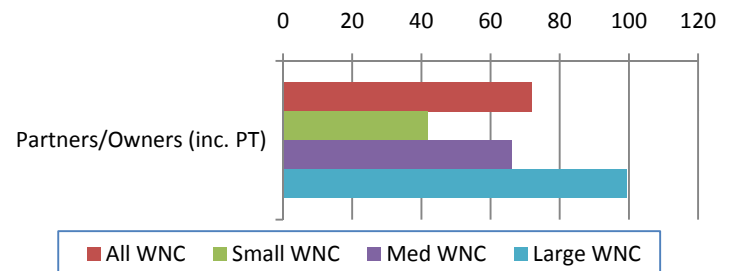
Expenses (shown as % of Net Revenues)



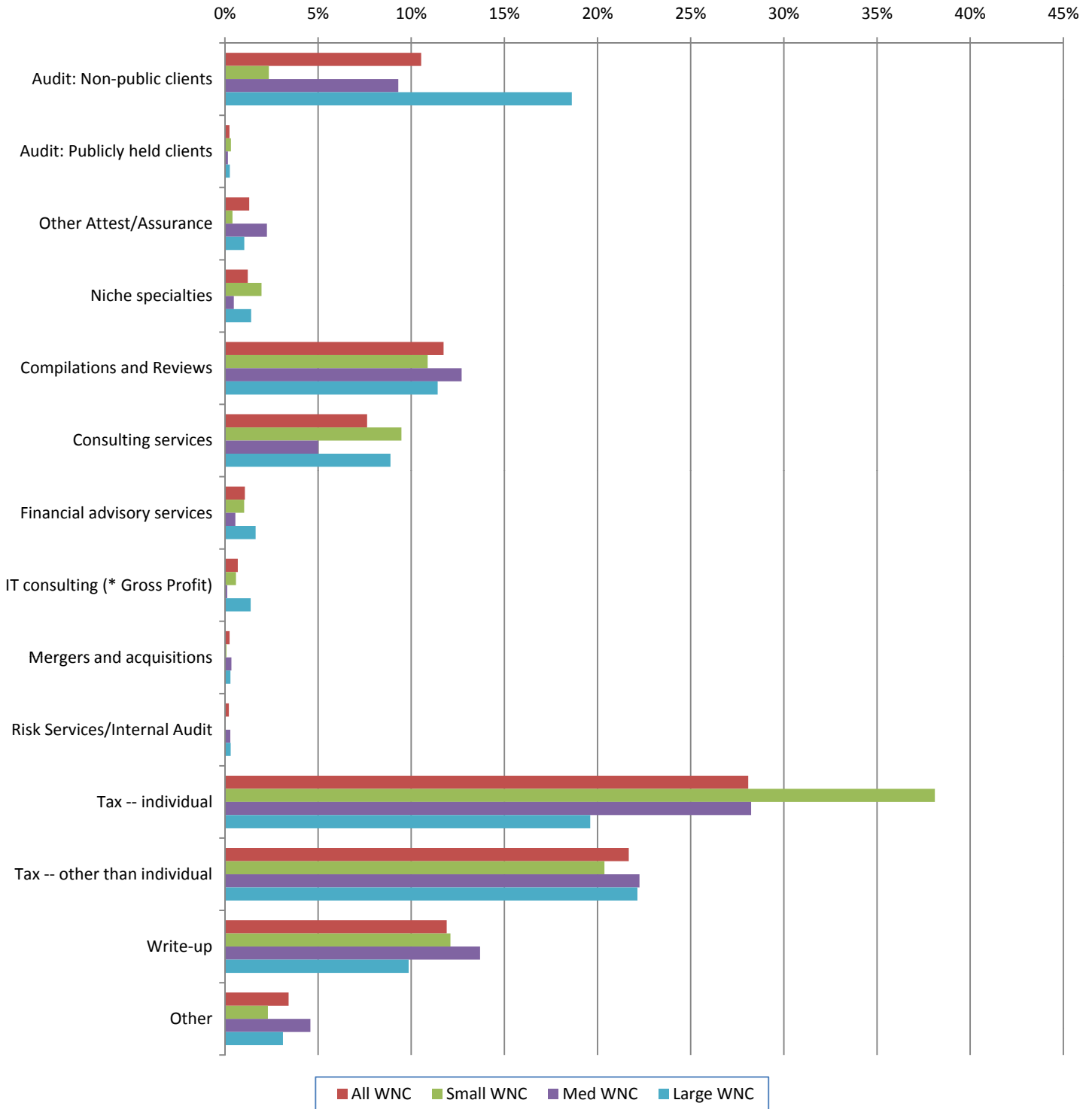
Net Remaining Per Owner



Net Remaining Per Owner-Hour

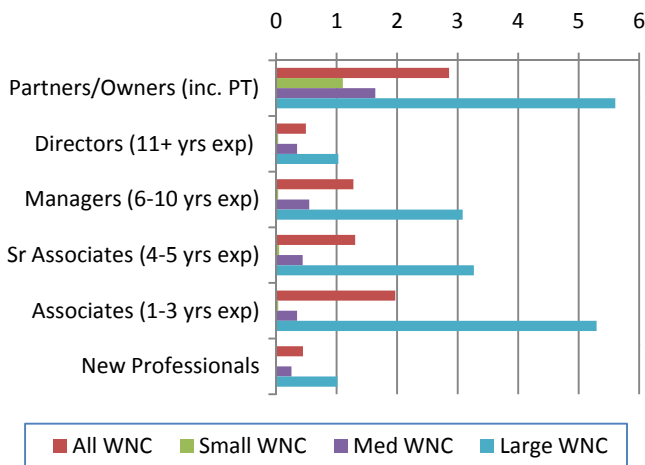


Proportion of Fees by Service

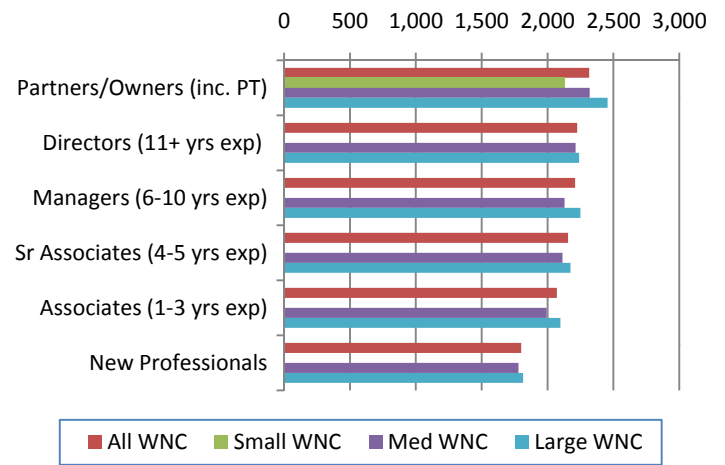


Professional Staff

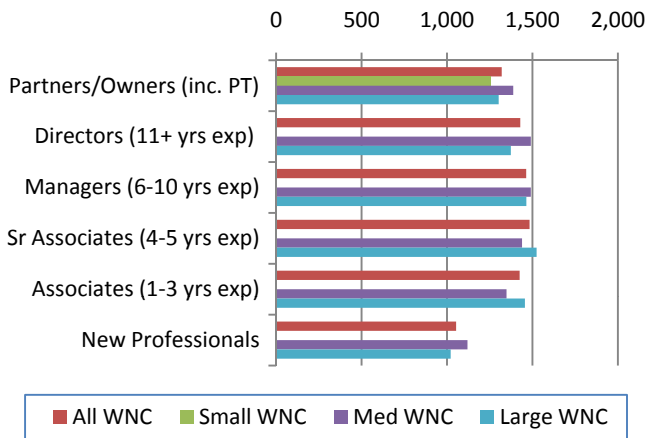
Number of....



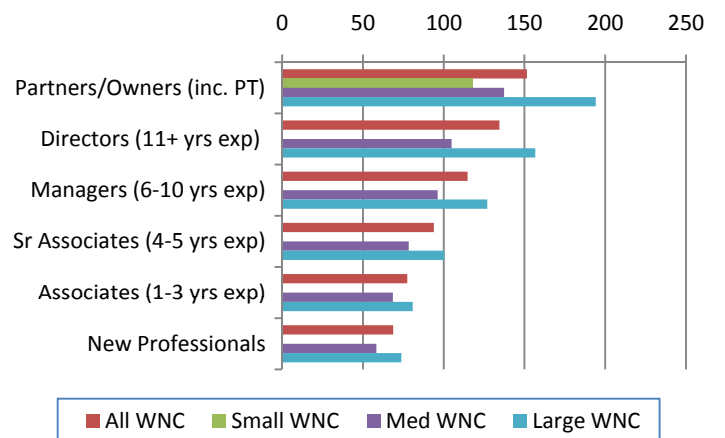
Compensated Hours



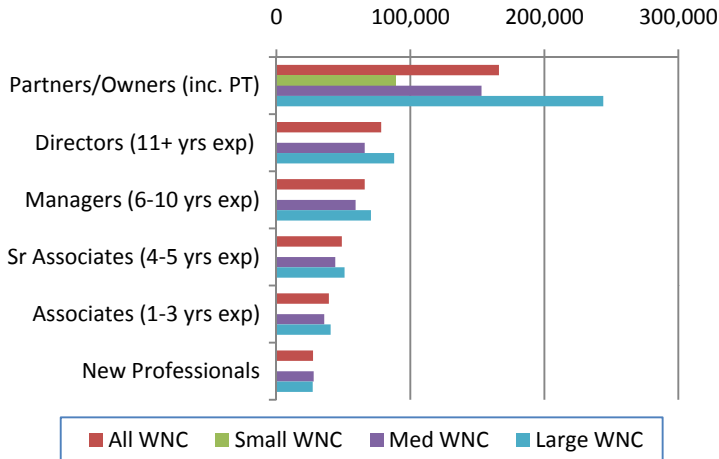
Chargeable Hours



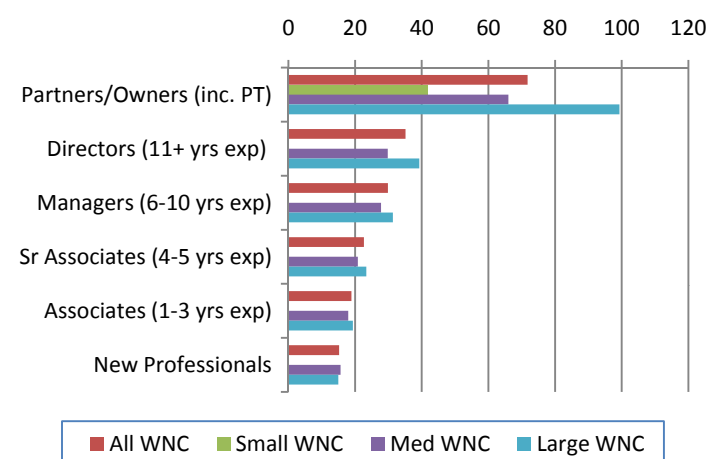
Billing Rate



Annual Compensation

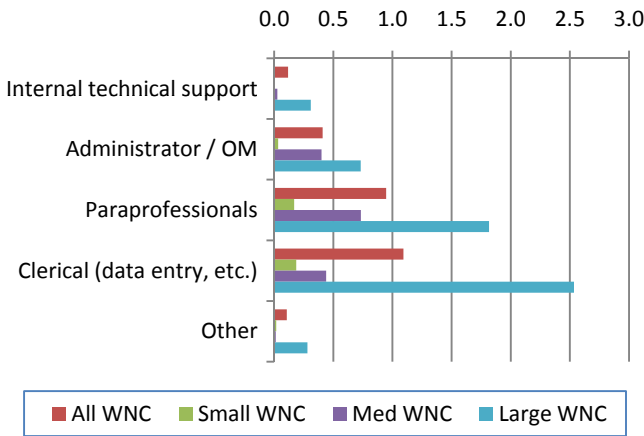


Compensation Per Hour

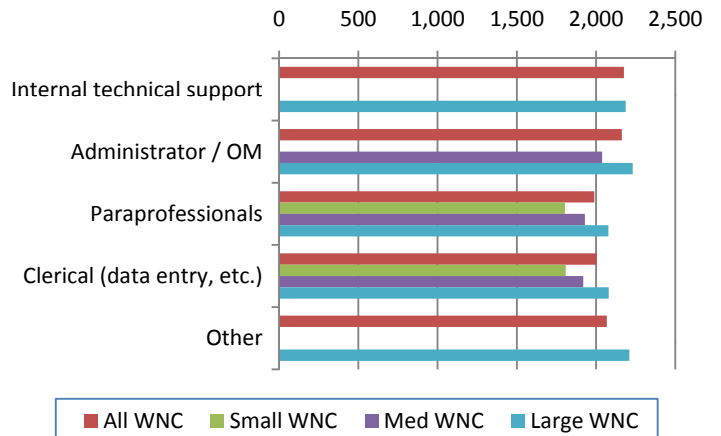


Non-Professional Staff

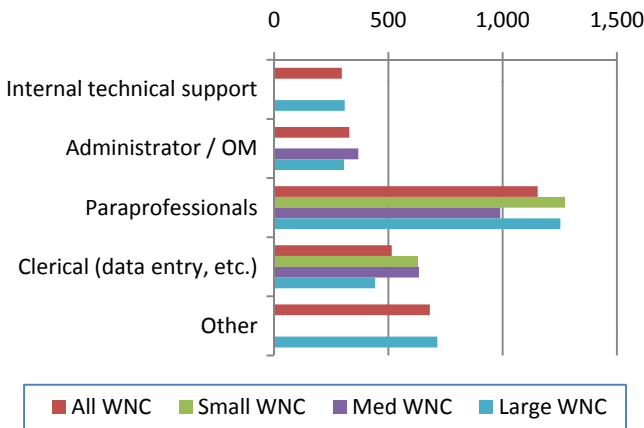
Number of....



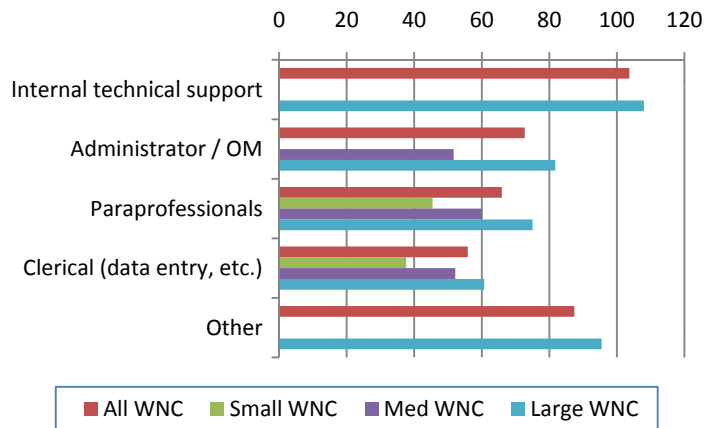
Compensated Hours



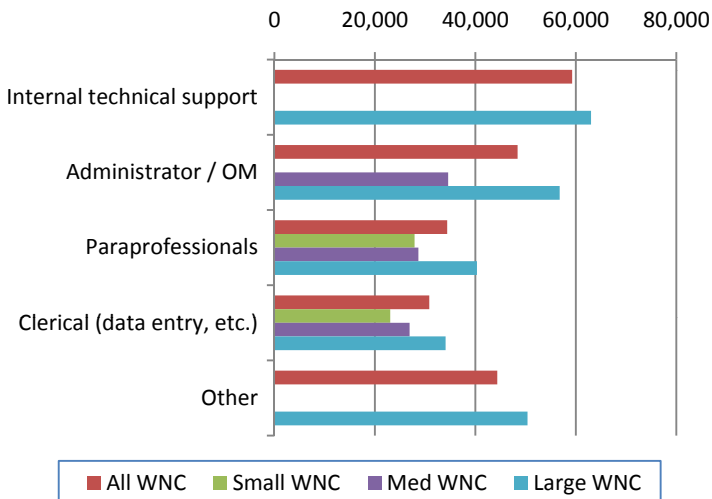
Chargeable Hours



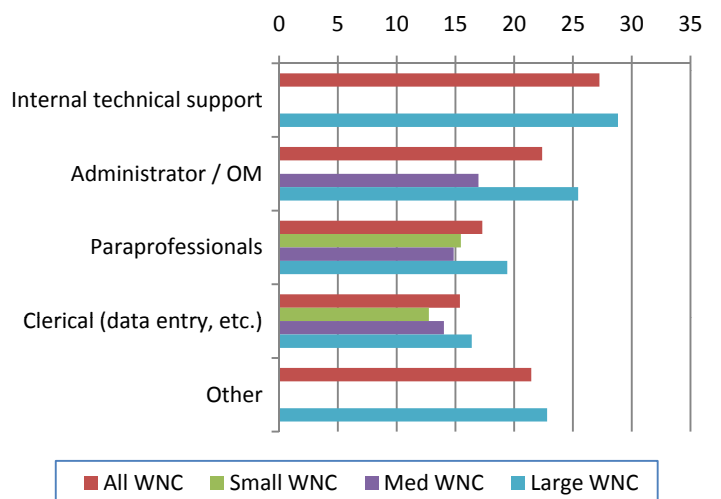
Billing Rate



Annual Compensation

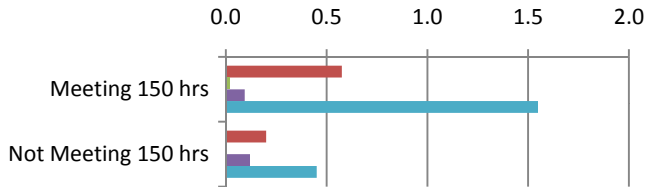


Compensation Per Hour

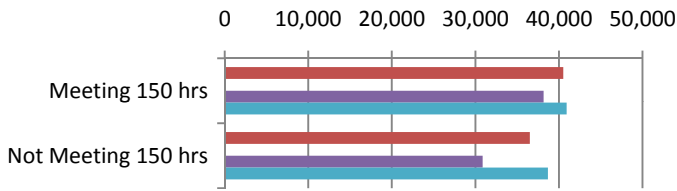


New Hires, Paid Time Off and Benefits

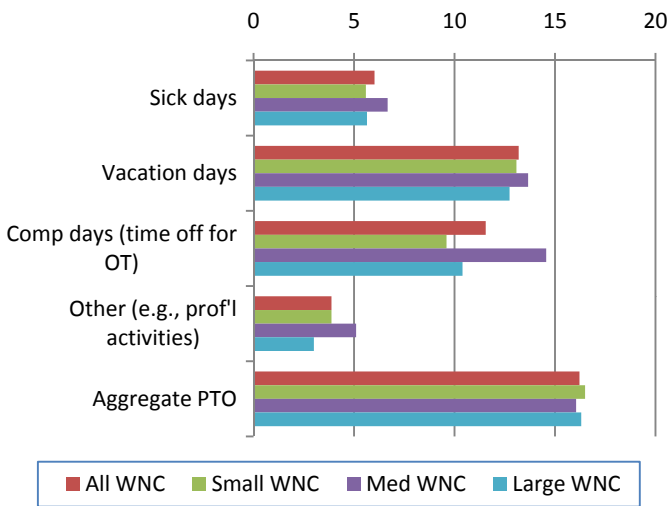
Number of New Hires



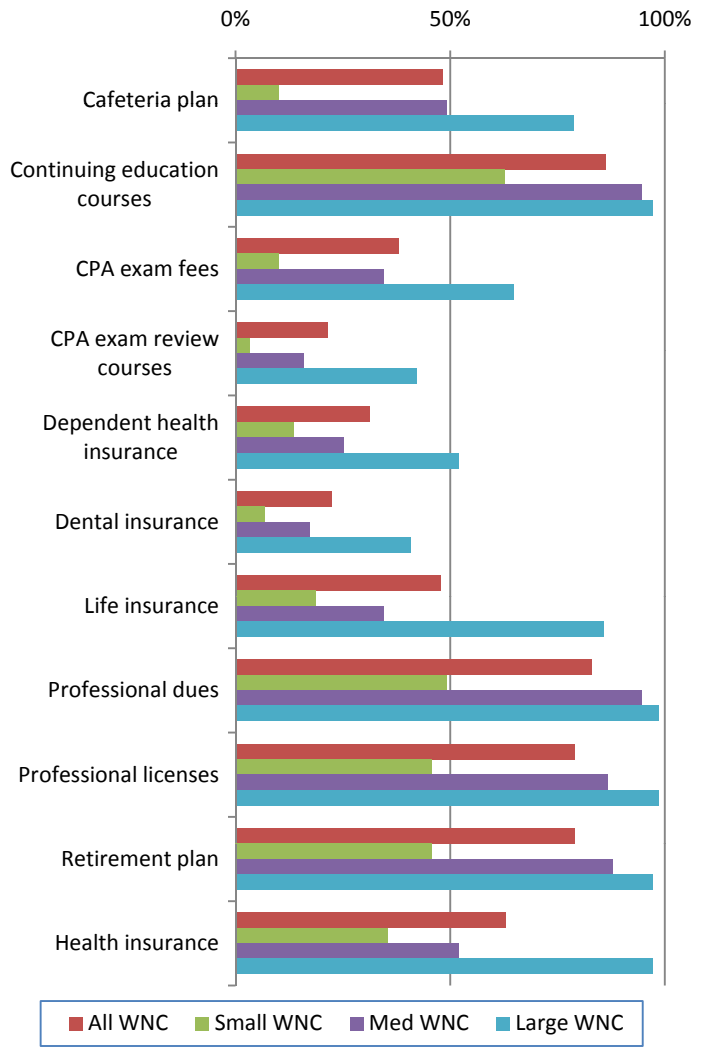
Salary of New Hires



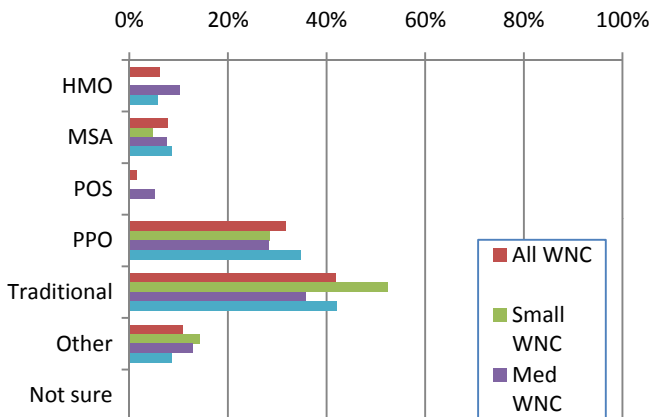
Paid Time Off (PTO) - # of Days



Benefits



Health Insurance Type



% of Health Insurance Paid by Firm

