

Industry: 238990 - All Other Specialty Trade Contractors  
 Sales Range: Yearly sales under \$1 Million  
 Data Source: Private Companies  
 Location: US - Texas  
 Prepared On: 1/26/2017

## INDUSTRY FINANCIAL DATA AND RATIOS

### Average by Year (Number of Financial Statements)

Financial Metric	Last 12 Months (8)	2016 (8)	2015 (37)	Last 5 Years (212)	All Years (515)
Current Ratio	1.31	1.31	3.66	4.04	3.33
Quick Ratio	1.23	1.23	2.94	3.04	2.64
Gross Profit Margin	50.04%	50.04%	44.78%	42.39%	42.66%
Net Profit Margin	-7.85%	-7.85%	7.67%	1.96%	4.66%
Inventory Days	9.44	9.44	27.88	44.45	35.63
Accounts Receivable Days	109.79	109.79	80.38	59.63	58.69
Accounts Payable Days	60.44	60.44	11.28	14.93	15.71
Interest Coverage Ratio	-8.80	-8.80	6.57	7.13	9.64
Debt-to-Equity Ratio	0.91	0.91	2.53	2.47	2.02
Debt Service Coverage Ratio	24.22	24.22	-0.36	3.58	4.28
Return on Equity	17.05%	17.05%	35.93%	33.23%	41.80%
Return on Assets	-0.14%	-0.14%	16.28%	13.30%	18.19%
Gross Fixed Asset Turnover	9.40	9.40	7.81	6.89	6.64
Profit per Employee	--	--	--	(\$21,435)	\$12,434
Growth Metric	Last 12 Months (1)	2016 (1)	2015 (22)	Last 5 Years (115)	All Years (239)
Sales Growth	--	--	18.36%	1.80%	3.52%
Profit Growth	--	--	46.36%	48.55%	24.45%
Industry-Specific Metric	Last 12 Months	2016	2015	Last 5 Years	All Years
Billings in Excess of Cost to Total Assets	-- (0)	-- (0)	-- (1)	8.10% (4)	5.10% (11)
Costs and Earnings in Excess of Billings to Total Assets	-- (0)	-- (0)	-- (1)	5.30% (5)	6.60% (13)

<b>Months in Backlog</b>	-- (0)	-- (0)	-- (0)	-- (1)	3.48 (5)
<b>Direct Labor Ratio</b>	-- (0)	-- (0)	-- (0)	30.60% (4)	27.10% (6)
<b>Direct Materials to Sales</b>	-- (0)	-- (0)	-- (0)	33.20% (6)	25.30% (18)
<b>Subcontractor Expense to Sales</b>	-- (0)	-- (0)	-- (0)	18.50% (4)	12.10% (14)
<b>Revenue per Employee</b>	-- (0)	-- (0)	-- (0)	-- (2)	\$168,632 (34)

# INDUSTRY DATA COMMON SIZE

## Average by Year (Number of Financial Statements)

<b>Income Statement</b>	<b>Last 12 Months (8)</b>	<b>2016 (8)</b>	<b>2015 (37)</b>	<b>Last 5 Years (212)</b>	<b>All Years (515)</b>
Sales (Income)	100.00%	100.00%	100.00%	100.00%	100.00%
Cost of Sales (COGS)	55.58%	55.58%	55.22%	57.61%	57.34%
Subcontractor Expense	--	--	--	18.50%	12.10%
Gross Profit	50.04%	50.04%	44.78%	42.39%	42.66%
Depreciation	0.71%	0.71%	0.93%	1.54%	1.48%
Overhead or S,G,& A Expenses	33.62%	33.62%	32.29%	34.04%	31.95%
Payroll	29.49%	29.49%	18.28%	19.29%	19.29%
Rent	3.01%	3.01%	1.17%	2.06%	2.06%
Advertising	0.40%	0.40%	0.57%	0.60%	0.60%
Other Operating Income	0.00%	0.00%	0.01%	0.00%	0.00%
Other Operating Expenses	6.16%	6.16%	3.44%	4.28%	4.10%
Operating Profit	-7.38%	-7.38%	8.13%	2.54%	5.14%
Interest Expense	0.38%	0.38%	0.37%	0.53%	0.44%
Other Income	0.00%	0.00%	0.00%	0.03%	0.04%
Other Expenses	0.09%	0.09%	0.09%	0.07%	0.07%
Net Profit Before Taxes	-7.85%	-7.85%	7.67%	1.96%	4.66%
Adjusted Net Profit Before Taxes	-7.85%	-7.85%	7.67%	1.96%	4.66%
EBITDA	-6.69%	-6.69%	8.97%	4.03%	6.58%
Taxes Paid	0.00%	0.00%	0.24%	1.37%	1.71%
Net Income	-7.85%	-7.85%	7.43%	0.59%	2.96%
<b>Balance Sheet</b>	<b>Last 12 Months (8)</b>	<b>2016 (8)</b>	<b>2015 (37)</b>	<b>Last 5 Years (212)</b>	<b>All Years (515)</b>
Cash (Bank Funds)	8.87%	8.87%	11.91%	10.85%	10.62%
Accounts Receivable	52.99%	52.99%	37.65%	30.85%	31.45%
Inventory	0.76%	0.76%	0.23%	0.54%	0.62%
Other Current Assets	2.63%	2.63%	1.31%	1.49%	1.50%
Costs and Earnings in Excess of Billings	--	--	--	5.30%	6.60%
Total Current Assets	67.61%	67.61%	60.98%	56.17%	58.69%
Gross Fixed Assets	110.81%	110.81%	83.46%	94.48%	83.89%
Accumulated Depreciation	59.70%	59.70%	52.38%	59.47%	50.67%
Net Fixed Assets	38.04%	38.04%	31.09%	35.00%	33.22%
Other Assets	5.53%	5.53%	7.94%	8.82%	8.09%

Total Assets	100.00%	100.00%	100.00%	100.00%	100.00%
Accounts Payable	4.80%	4.80%	5.21%	6.80%	8.21%
Notes Payable / Current Portion of Long Term Debt	0.62%	0.62%	0.57%	0.44%	0.80%
Other Current Liabilities	15.54%	15.54%	8.01%	9.76%	10.76%
Billings in Excess of Costs	--	--	--	8.10%	5.10%
Total Current Liabilities	54.06%	54.06%	44.82%	38.34%	38.69%
Total Long Term Liabilities	7.16%	7.16%	22.62%	35.41%	40.82%
Total Liabilities	61.22%	61.22%	67.44%	73.75%	79.51%
Preferred Stock	0.00%	0.00%	0.00%	0.00%	0.00%
Common Stock	1.83%	1.83%	0.33%	0.80%	0.87%
Additional Paid-in Capital	-0.07%	-0.07%	0.96%	1.10%	2.51%
Other Stock / Equity	1.36%	1.36%	1.06%	0.00%	0.70%
Ending Retained Earnings	37.67%	37.67%	13.69%	15.64%	10.43%
Total Equity	38.78%	38.78%	32.56%	26.25%	20.49%
Total Liabilities + Equity	100.00%	100.00%	100.00%	100.00%	100.00%

\*There is not enough real-time industry data to include an average for this metric. Instead this figure represents the industry benchmark found through industry research.