

**SECTION I**  
**SUMMARY GRAPHS**

**Comparison Groups**

We have assigned the following comparison groups for the state of Wisconsin.  
 For more targeted benchmarks, PCPS firms can access further reports at [www.aicpa.org/pcps](http://www.aicpa.org/pcps) and other firms can consider purchasing results reports at <http://map.pcps.org> \*

<b>All Wisconsin</b>	All respondents from the state of Wisconsin
<b>Small Wisconsin</b>	Small firms (<\$300K in revenues) in Wisconsin
<b>Medium Wisconsin</b>	Medium firms (\$300-\$999K in revenues) in Wisconsin
<b>Large Wisconsin</b>	Large firms (>\$1M in revenues) in Wisconsin

**Caveats**

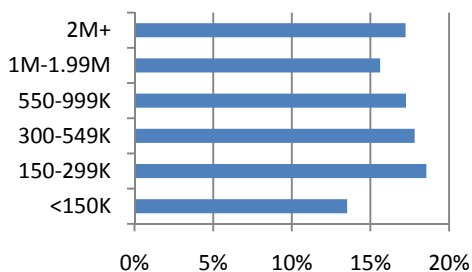
Graphs are automatically generated, and so may be stretched or condensed.  
 \* Visit <http://map.pcps.org> for information about additional reports with more comparison groups.

**Contents, By Page**

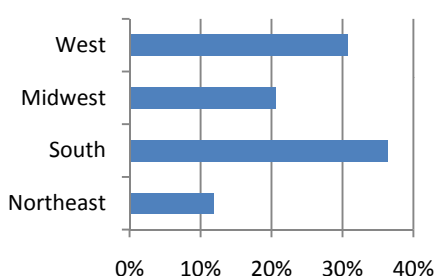
1. Introduction / Firmographics	4. Proportion of Fees by Service	7. New Hires, PTO and Benefits
2. Selected Financials	5. Professional Staff	
3. Expenses / Owner Income	6. Non-Professional Staff	

**Firmographics -- National**

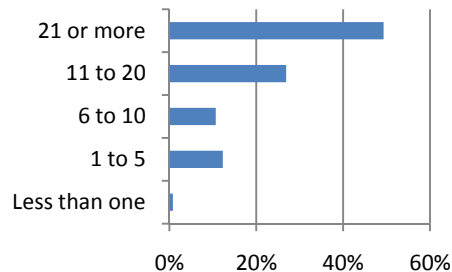
**Firm Size**



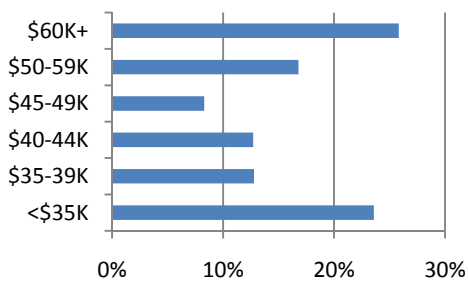
**Region**



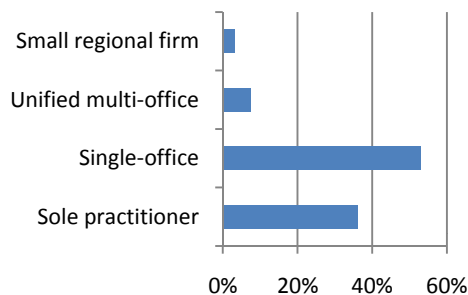
**Firm Tenure (in years)**



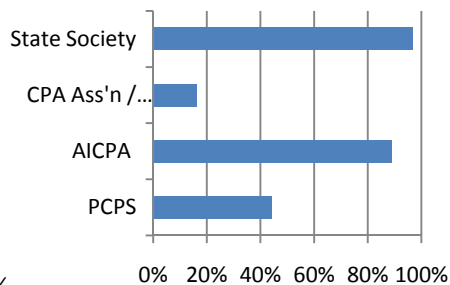
**Average Household Income\***



**Firm Type**

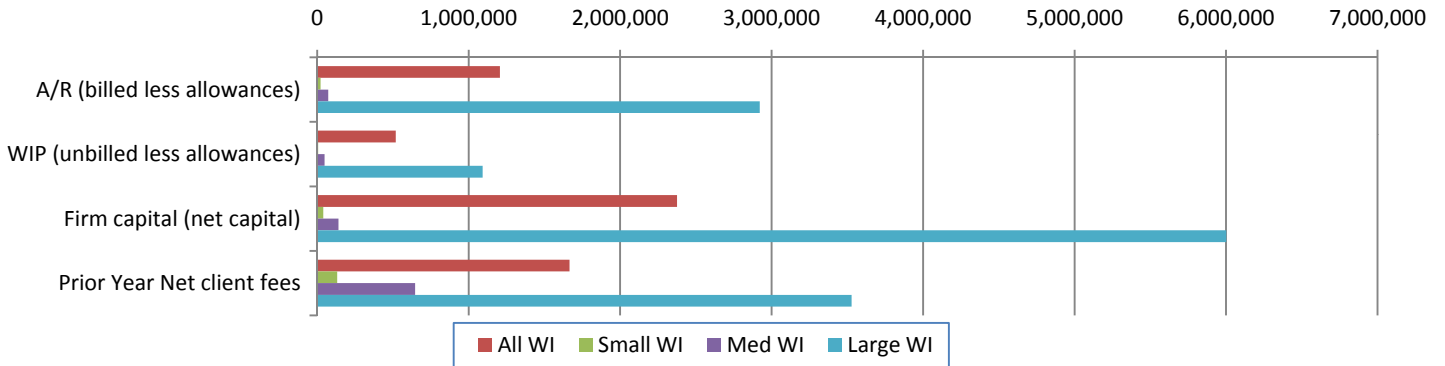


**Association / Network Membership**

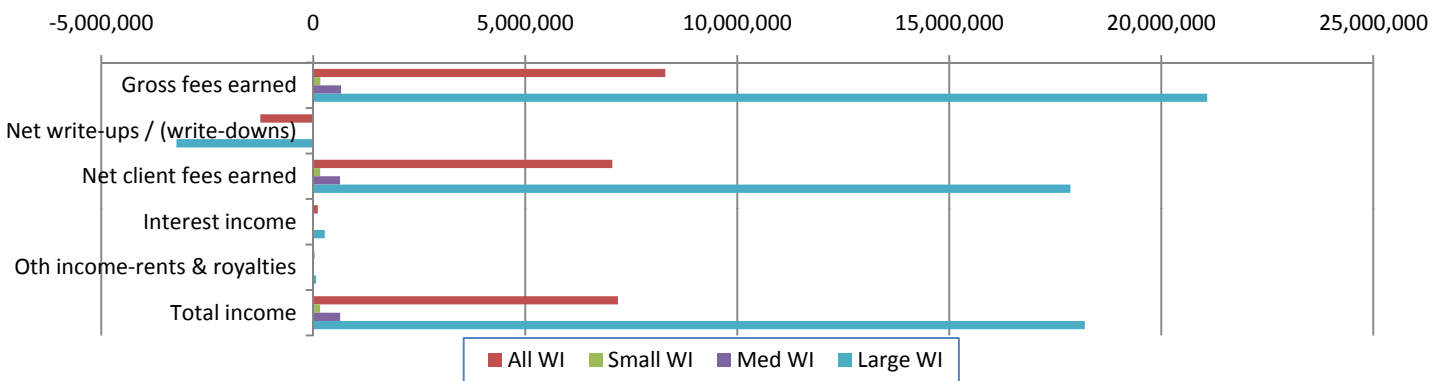


\* Census data obtained via zip code look up of firm address; used to estimate cost of living

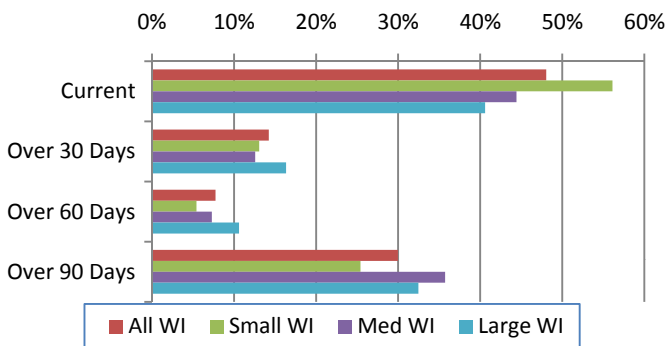
**Selected Financials**



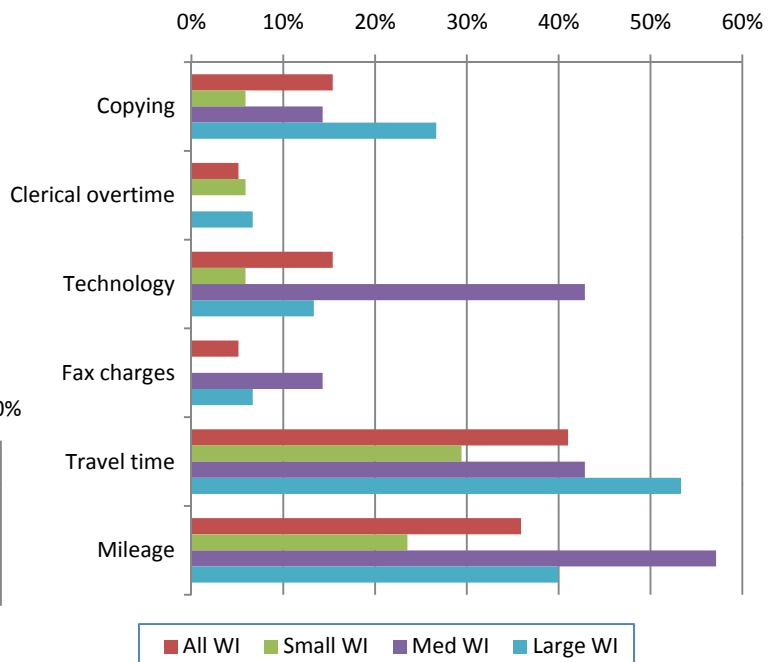
**Income**



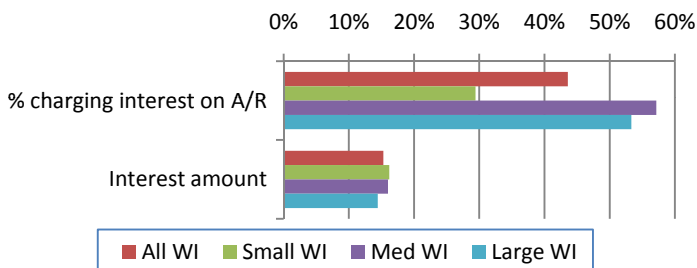
**Accounts Receivable Aging**



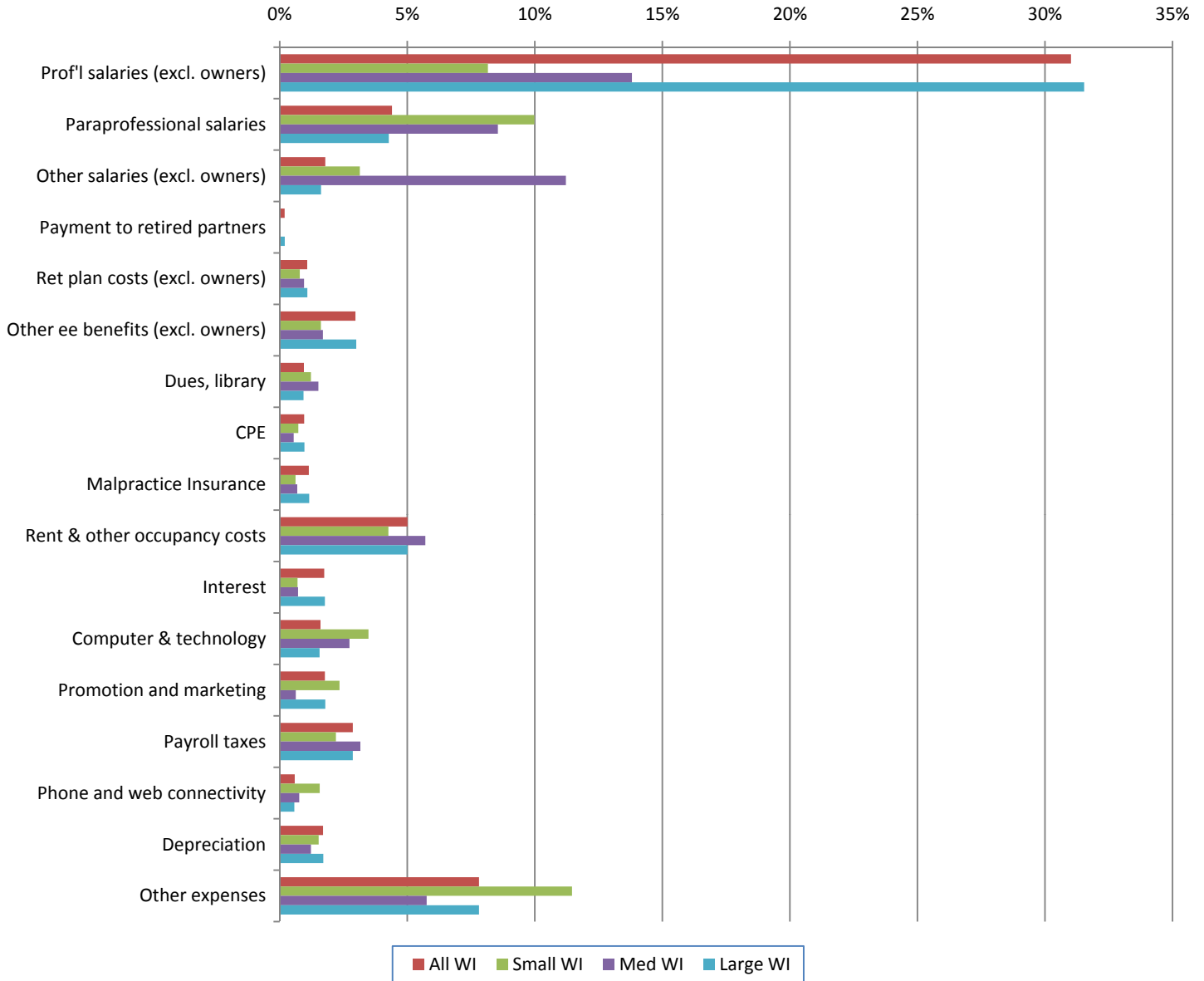
**Services Billed For**



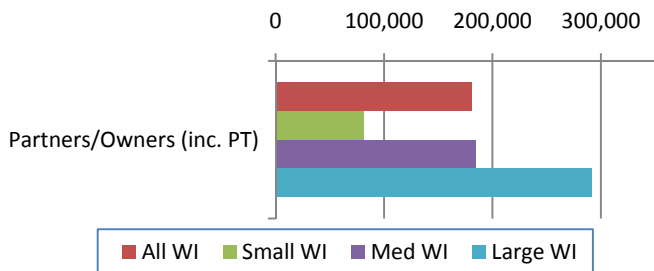
**Interest on A/R**



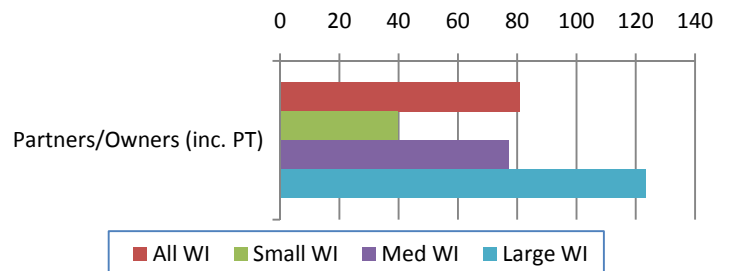
**Expenses (shown as % of Net Revenues)**



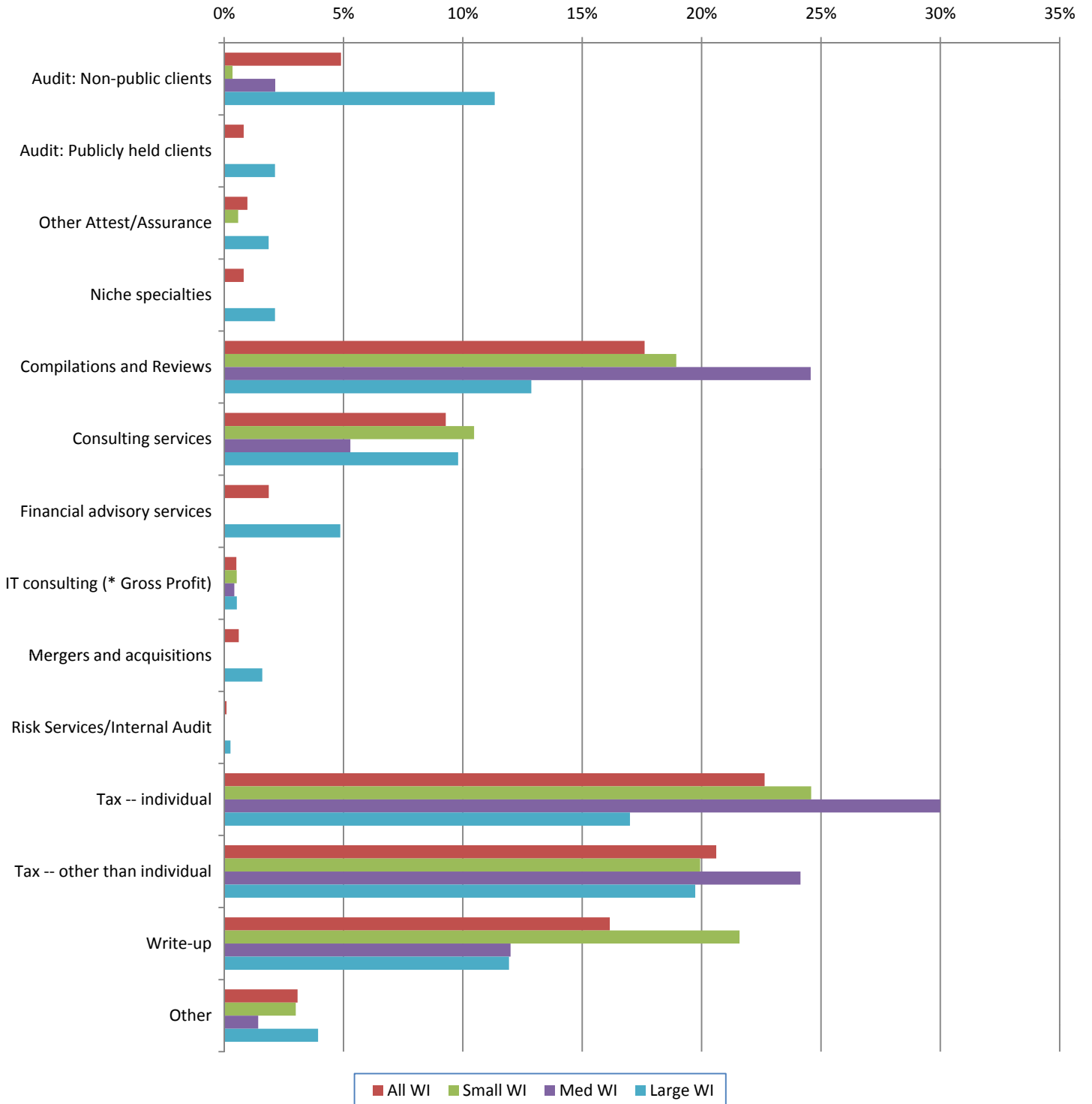
**Net Remaining Per Owner**



**Net Remaining Per Owner-Hour**

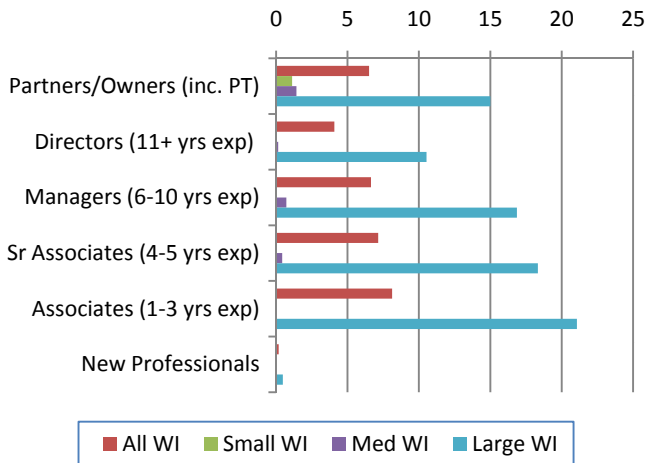


**Proportion of Fees by Service**

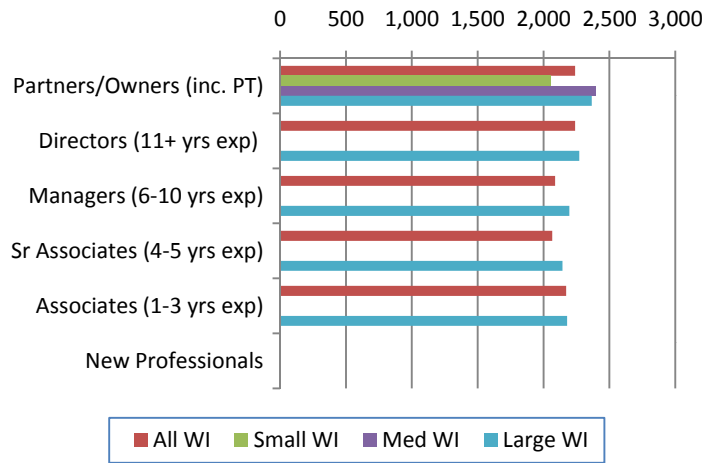


**Professional Staff**

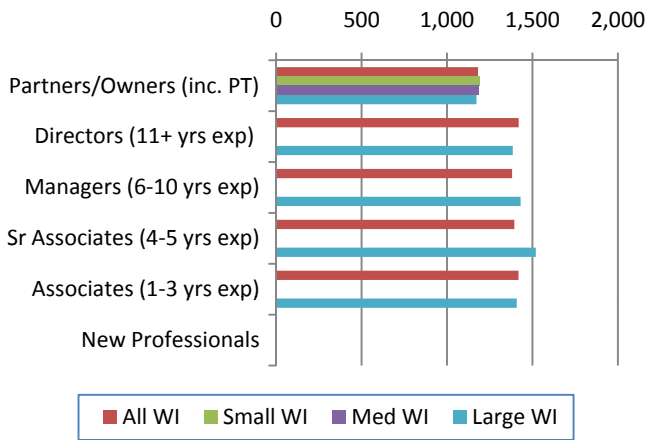
**Number of....**



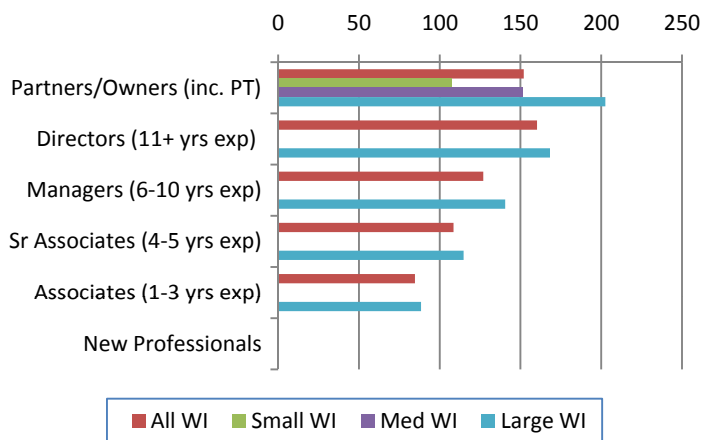
**Compensated Hours**



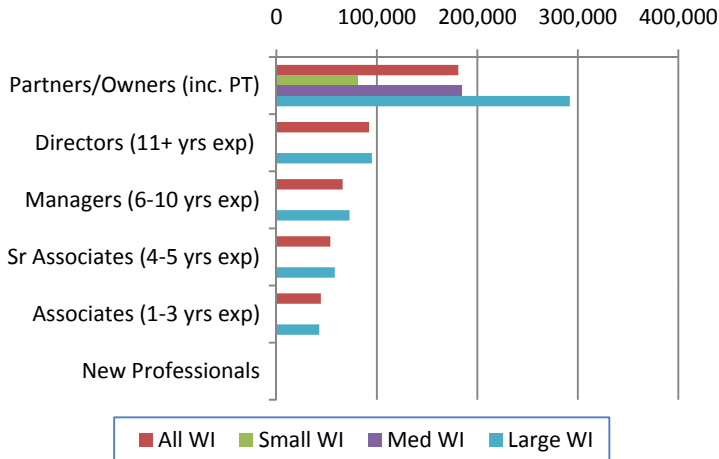
**Chargeable Hours**



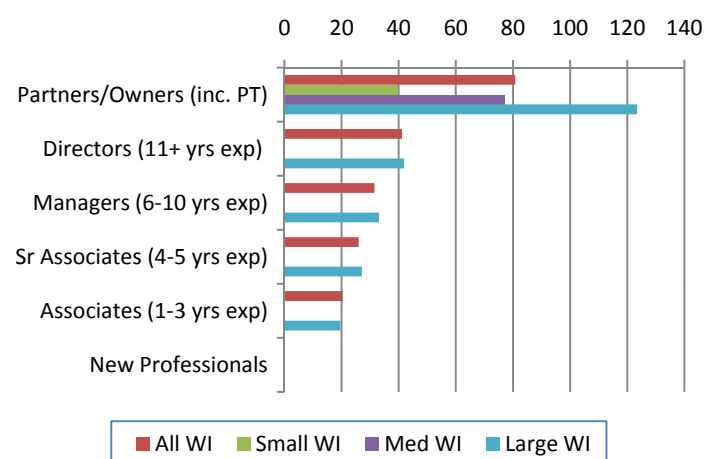
**Billing Rate**



**Annual Compensation**

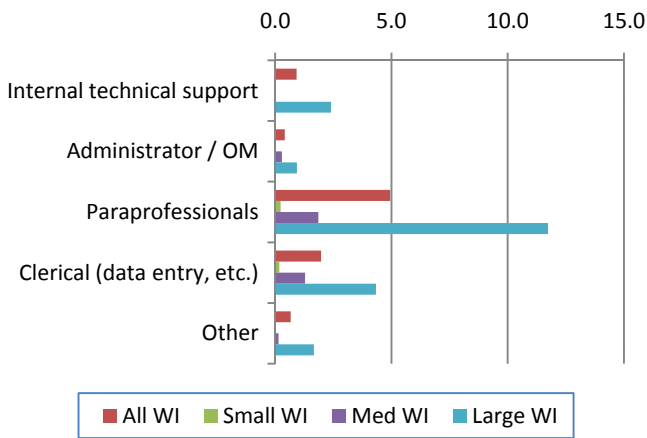


**Compensation Per Hour**

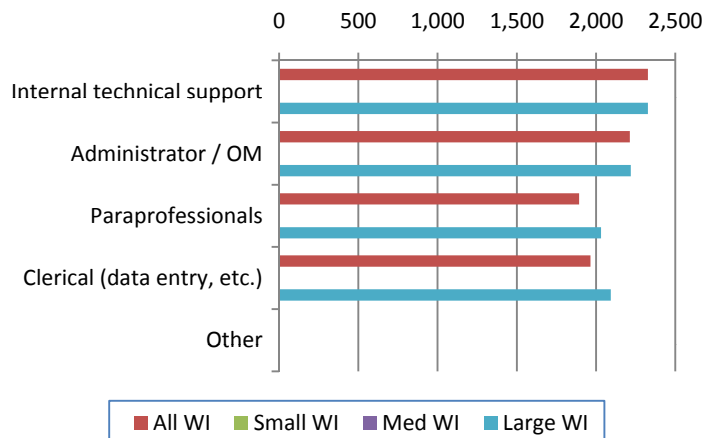


**Non-Professional Staff**

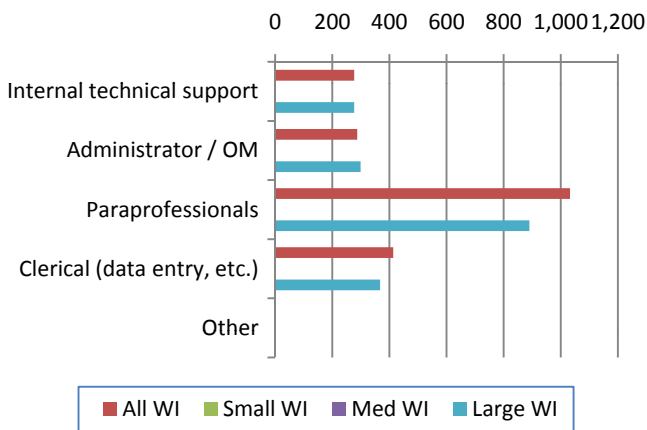
**Number of....**



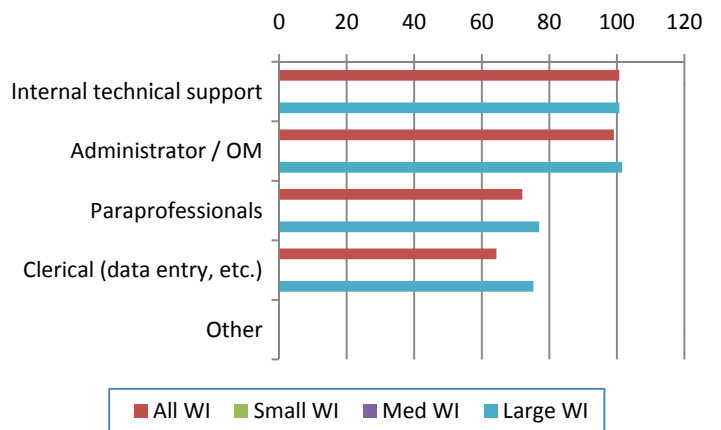
**Compensated Hours**



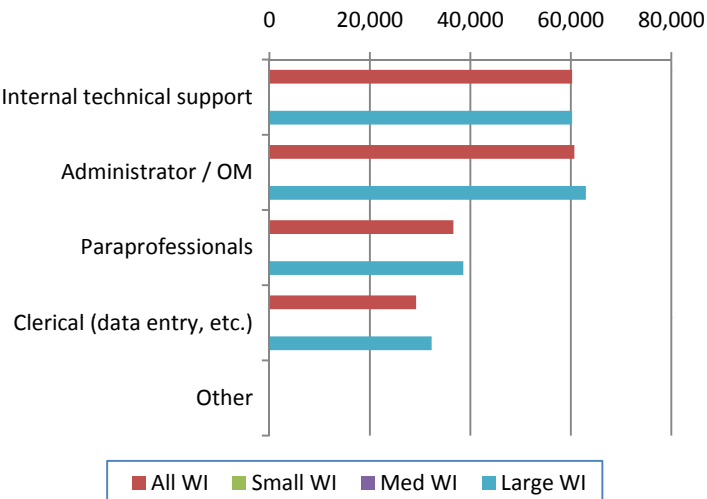
**Chargeable Hours**



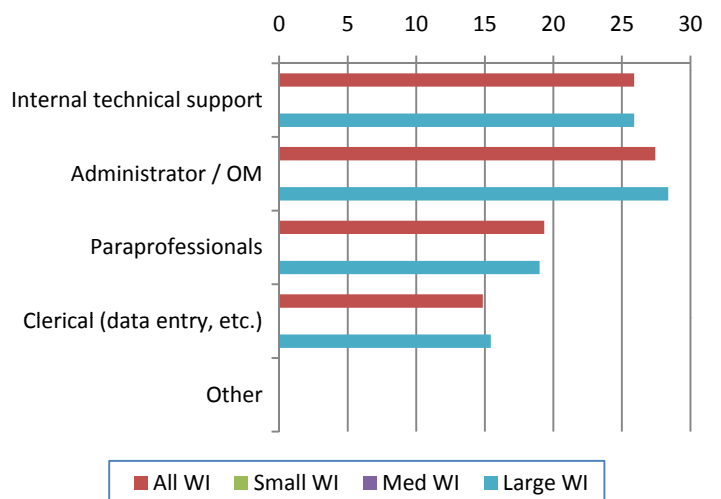
**Billing Rate**



**Annual Compensation**

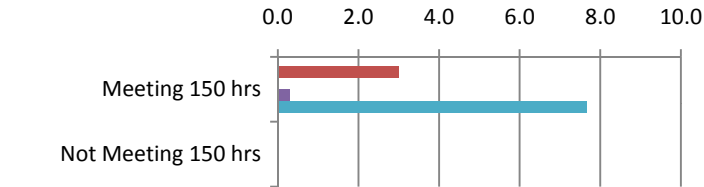


**Compensation Per Hour**

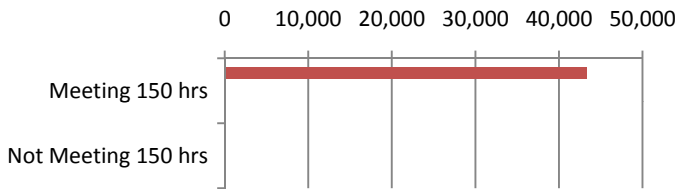


**New Hires, Paid Time Off and Benefits**

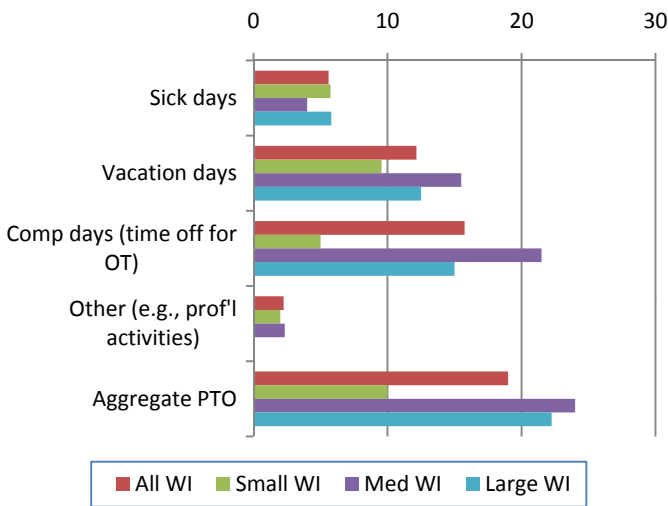
**Number of New Hires**



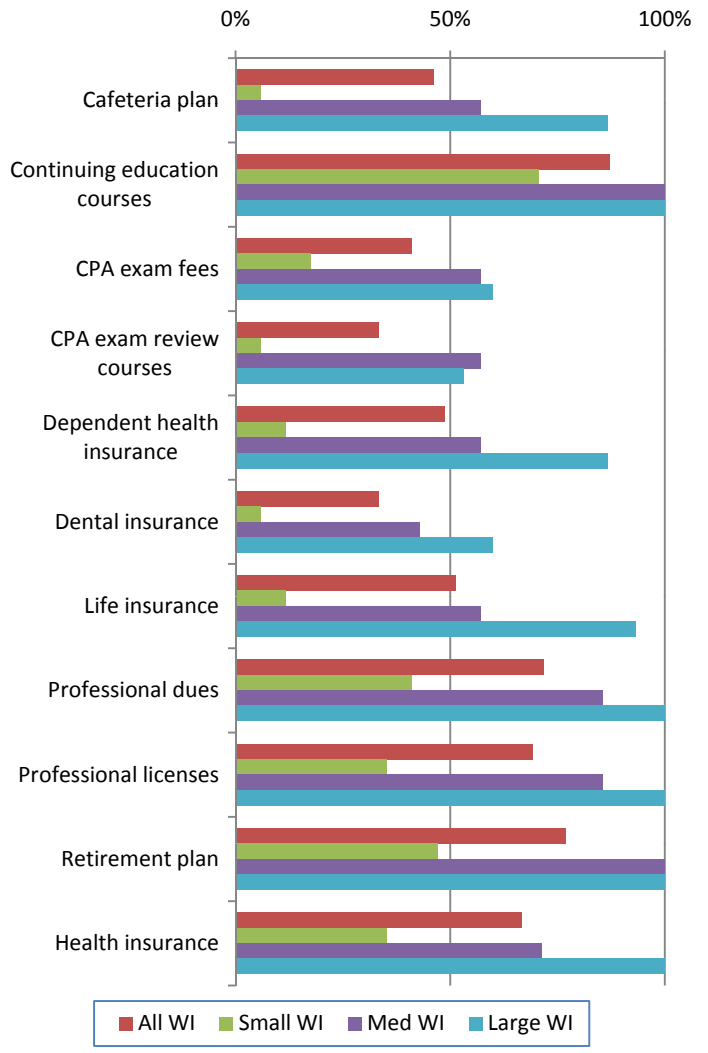
**Salary of New Hires**



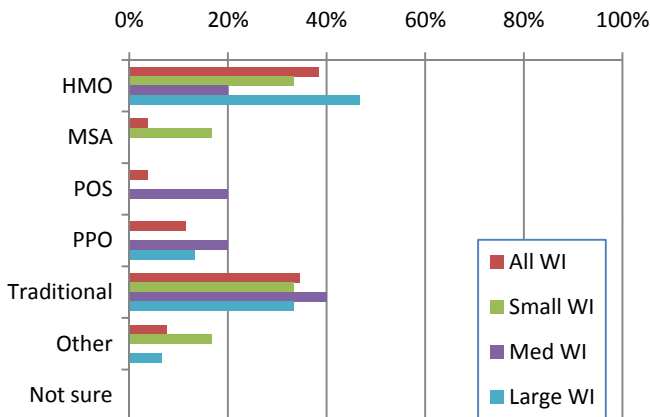
**Paid Time Off (PTO) - # of Days**



**Benefits**



**Health Insurance Type**



**% of Health Insurance Paid by Firm**

