

The Wealthy Landscaper Productivity Challenge

To calculate Sales per Full Time Equivalent employee:

1 $\frac{\text{Field Labor Hours}}{2000} = \text{Your FTE}$

2 $\frac{\text{Total Annual Sales}^*}{\text{Your FTE}} = \text{Your Revenue Per Full Time Employee}$

(Remove holiday, vacation and office hours from total hours for this calculation)

*taken from your P&L

Your Revenue Per Full Time Equivalent Employee				
ENTER YOUR INFO HERE	1 Field Labor Hours	Your FTE	2 Total Annual Sales	Your Revenue Per FTE
	_____ = _____		_____ = _____	
	2000		Your FTE	

How Do You Compare?

Year	Average Sales/Firm	Average # Employees/Firm	Average Pay/Employee	Average Sales/Employee	Payroll as a % of Sales
2002	\$462,164	6.3	\$24,155	\$73,591	32.82%
2007	\$575,431	6.4	\$29,132	\$90,318	32.25%
2012	\$557,806	6.2	\$29,821	\$89,710	33.24%
2015	*\$665,787	5.9	<u>\$37,228</u>	<u>*\$111,996</u>	*32.77%
2018	*\$745,573	*5.8	<u>*42,965</u>	<u>*\$129,046</u>	*32.77%
*Projected Data					
Source: US Census Bureau Industry Statistics NAICS 561730					
*2015 = Revenue Projected		**2018 = Forecast based on historical averages from data above			

Analyzing your results (check the category your company falls into):

- Under \$50,000/FTE** = Serious financial underperformance, expect business failure
- Under \$70,000/FTE** = Financial underperformance, expect growing debt, very little cash
- Under \$90,000/FTE** = Financial underperformance, good chance of rapid improvements
- Under \$110,000/FTE** = Financial underperformance, excellent chance of rapid improvements
- Under \$130,000/FTE** = You are close to meeting financial productivity averages
- Over \$130,000/FTE** = You are (likely) meeting or exceeding financial productivity averages
- Over \$200,000/FTE** = You are (likely) a high-profit contractor like my top students.

Name: _____ Company Name: _____

Website: _____ Phone Number: _____

Scan and email your results to: tony@tonybassconsulting.com

Fax your results to: 478-822-9707

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