## The Wealthy Landscaper Productivity Challenge

## To calculate Sales per <u>Full Time Equivalent employee</u>:

Field Labor Hours = **Your FTE** 

2000

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

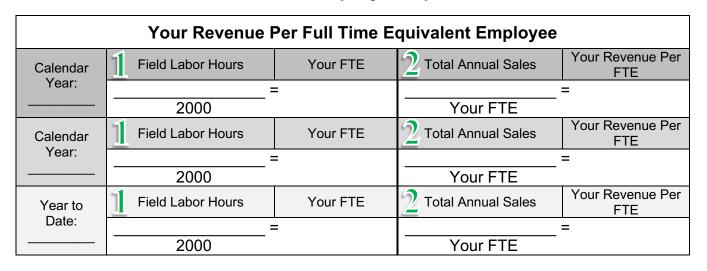
Your FTE

Total Annual Sales\* = Your Revenue Per Full Time Employee

\*taken from your P&L

NOTE: If you received PPP money or any other GIFT money in the form of a loan from the government during any of the years you are calculating your numbers for here, make sure to remove this amount from your total annual sales before proceeding with this exercise.

## How Does Your Company Compare to Itself?



## How Does Your Company Compare to the Industry?

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 <i>,</i> 591	32.82%		
2007	\$575 <i>,</i> 431	6.4	\$29,132	\$90,318	32.25%		
2012	\$557 <i>,</i> 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>	*\$129,046	*32.77%		
*Projected Data							
Source: US Census Bureau Industry Statistics NAICS 561730 *2015 = Revenue Projected **2018 = Forecast based on historical averages from data above							

See the next page for further analysis and summary of your results...

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1

Analyzing your results (check the categories your company falls into for each year calculated):							
<ul> <li>Under \$50,000/FTE =</li> <li>Under \$70,000/FTE =</li> <li>Under \$90,000/FTE =</li> <li>Under \$110,000/FTE improvements</li> <li>Under \$130,000/FTE =</li> <li>Over \$130,000/FTE =</li> </ul>	<ul> <li>Compared to Industry Average</li> <li>Serious financial underperformance</li> <li>Financial underperformance, expect</li> <li>Financial underperformance, good of</li> <li>Financial underperformance, excel</li> <li>You are close to meeting financial</li> <li>You are (likely) meeting or exceeding</li> <li>You are (likely) a high-profit contract</li> </ul>	t growing debt chance of rapi llent chance o productivity and ng financial pro	t, very little cas d improvemer f rapid verages oductivity aver	nts			
Calendar Year:       Compared to Industry Average       Under       Equal       Over         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.							
Year to Date:       Compared to Industry Average       Under       Equal       Over         Under \$50,000/FTE       = Serious financial underperformance, expect business failure       Over       Image: Second Control of C							
Name:	Company Name:						
Website:	Phone Number:	Phone Number:					
Scan and email your results to: tabitha@superlawntoolkit.com or fax your results to: 478-822-9707							
	Tabitha here to discuss your results o ity Challenge: <u>www.superlawntoolkit.o</u>	•	ns about your				
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