

Table 11
Operating Profits (Before Incentive/Bonus Payments & Income Taxes) as a Percentage of Net Revenues

	<i>Net Profit Before Incentive/Bonus Payments and Taxes</i>			
	25 th Percentile	Median	Mean	75 th Percentile
Overall	6.1%	13.0%	14.2%	21.4%
Staff Size 1 to 20	3.1	14.9	14.2	27.0
Staff Size 21 to 50	6.7	13.8	15.0	22.6
Staff Size 51 to 100	5.5	11.0	14.0	21.0
Staff Size 101 to 200	8.2	12.9	13.9	19.4
Staff Size 201 to 350	5.9	11.9	12.8	17.3
Staff Size 351 to 750	7.4	16.1	12.1	20.9
Staff Size over 750	9.2	16.0	16.0	20.5
Architectural	6.9	12.3	14.0	22.0
Architectural/Interiors	5.3	15.2	16.9	35.7
Engineering (Prime)	6.9	13.6	14.7	20.4
Engineering (Subconsultant)	5.5	13.2	14.5	22.8
Engineering (Survey)	6.5	12.5	14.3	24.4
A/E	7.1	9.5	10.9	16.7
Landscape Architecture	-1.3	6.1	8.7	21.5
Environmental	6.9	13.3	15.2	24.9
All U.S.	4.5	12.0	13.3	20.5
Northeast	6.1	10.5	12.2	16.9
South	3.7	11.6	13.6	23.9
Midwest	8.8	16.0	15.9	21.3
Southwest	5.0	11.4	16.6	31.0
Mountain	7.0	13.4	14.4	23.5
West	5.2	14.0	13.0	20.7
Canada	3.1	10.3	15.5	28.0
Private	7.5	14.1	15.0	23.0
Government	3.6	12.0	13.1	19.1
Mixed	7.8	12.2	13.7	20.2
Transportation	3.8	11.5	13.2	20.2
Government (Buildings)	9.1	15.3	15.6	24.0
Water/Wastewater	0.3	11.4	11.6	22.3
Industrial	8.3	13.6	15.2	24.7
Energy-Utilities	5.6	16.7	17.5	30.2
Commercial (Users)	-3.1	5.4	4.3	10.8
Commercial (Developers)	4.6	33.6	24.4	37.9
Housing	12.3	19.2	16.9	25.4
Healthcare	1.5	8.5	10.3	23.1
No Specialty	6.9	12.5	13.9	20.3