

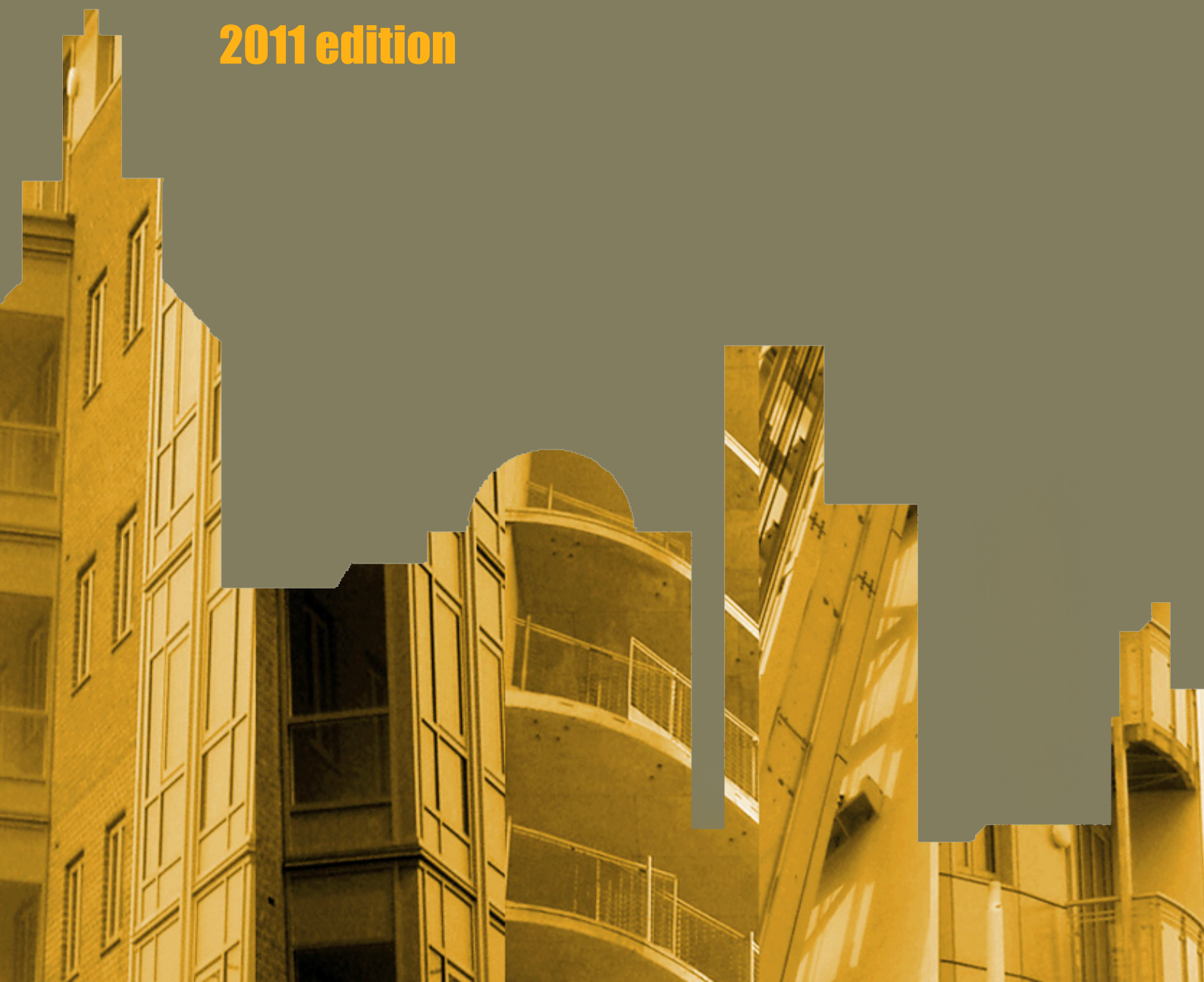
SAMPLE



Engineers Performance

**A Survey of the Fee Incomes, Costs & Profits,
Staffing and Performance Indicators in
Consulting Engineering Firms**

2011 edition



Pages from Engineers Performance which are included in this sample are highlighted in the contents list, below. This sample is intended for illustrative purposes only, to show the type of information covered and examples of the layout. Data has been amended - these are NOT the published tables / charts.

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Engineers Performance 2011 edition Contents

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The information in this publication is based on a survey of consulting engineers undertaken over the 12 month period ending in July 2010. Whilst every effort has been made to ensure the accuracy of information in this publication, Mirza & Nacey Research Ltd can accept no responsibility for any errors of fact, omissions, or opinions expressed. The information supplied should be used as an aid to decision making and not as the sole basis for taking such decisions.

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Engineers' Fee Earnings

The data in this section is expressed as 'average fee earnings per firm'. Here we look at what 'average' practices are earning, as distinct from the total market statistics reported on pages 6-11.

Average fee earnings per practice grow in line with practice size, so that a ten person firm generates fee earnings which are seven times greater than a two person consultancy. Chart 2-9 demonstrates just how close the relationship is between firm size and turnover; average fee earnings for the full

range of respondents are very close to the 'line of best fit'.

Table 2-6 shows the range in fee earnings amongst firms in each size group. xx per cent of one person firms generate a fee income of under £50,000; while xx per cent of two person firms earn between £100,000 and £200,000

CHART 2-8

Firm average (median) fee earnings, 2009/10, analysed by size of firm SAMPLE ONLY

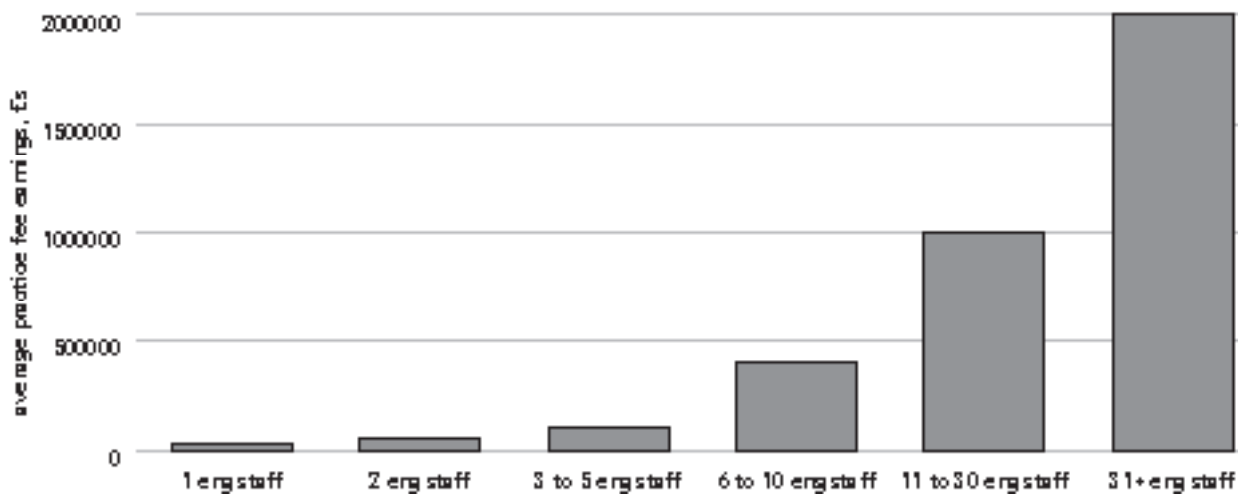


TABLE 2-6

Range of firm's fee earnings, 2009/10

SAMPLE ONLY

per cent reporting fee earnings	size of firm (number engineering staff)						
	1	2	3 to 5	6 to 10	11 to 30	31+	ALL
<£30,000	5	5	5	5	5	5	5
£30-49,999	5	5	5	5	5	5	5
£50-99,999	5	5	5	5	5	5	5
£100-199,999	5	5	5	5	5	5	5
£200-299,999	5	5	5	5	5	5	5
£300-499,999	5	5	5	5	5	5	5
£500-999,999	5	5	5	5	5	5	5
£1m-1,999,999	5	5	5	5	5	5	5
£2,000,000+	5	5	5	5	5	5	5

CHART 2-9

Relationship between practice average (mean) fee earnings and number of staff employed, 2009/10

SAMPLE ONLY

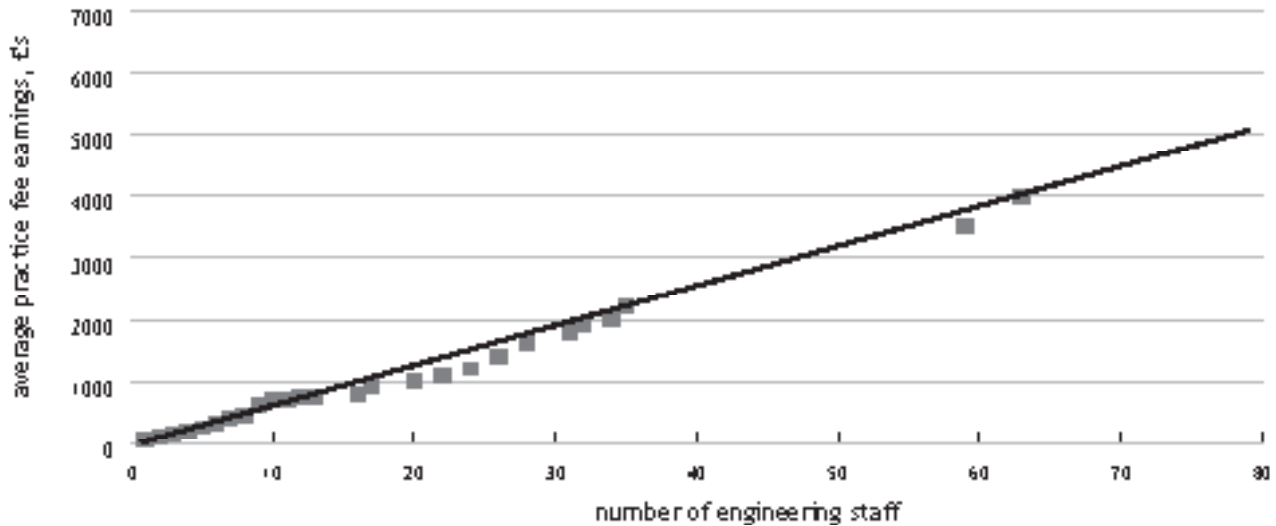


TABLE 2-7

Firm average (mean) fee earnings, 2009/10, for selected sizes of firm

SAMPLE ONLY

size of firm (number engineering staff)	average fee earnings per firm, £'s mean
1 eng staff	45,000
2 eng staff	45,000
5 eng staff	145,000
10 eng staff	445,000
20 eng staff	1,045,000
50 eng staff	4,045,000

TABLE 2-8

Firm average (median) fee earnings, 2009/10, analysed by size of firm

SAMPLE ONLY

size of firm (number engineering staff)	fee earnings per firm, £'s		
	lower quartile	MEDIAN	upper quartile
1	45,000	45,000	45,000
2	45,000	45,000	45,000
3 to 5	45,000	45,000	45,000
6 to 10	45,000	45,000	45,000
11 to 30	45,000	45,000	45,000
31+	45,000	45,000	45,000

Fee earnings per Principal / Director

CHART 4-1

Average (median) fee earnings 2009/10 per Principal/Director, analysed by size of firm

SAMPLE ONLY

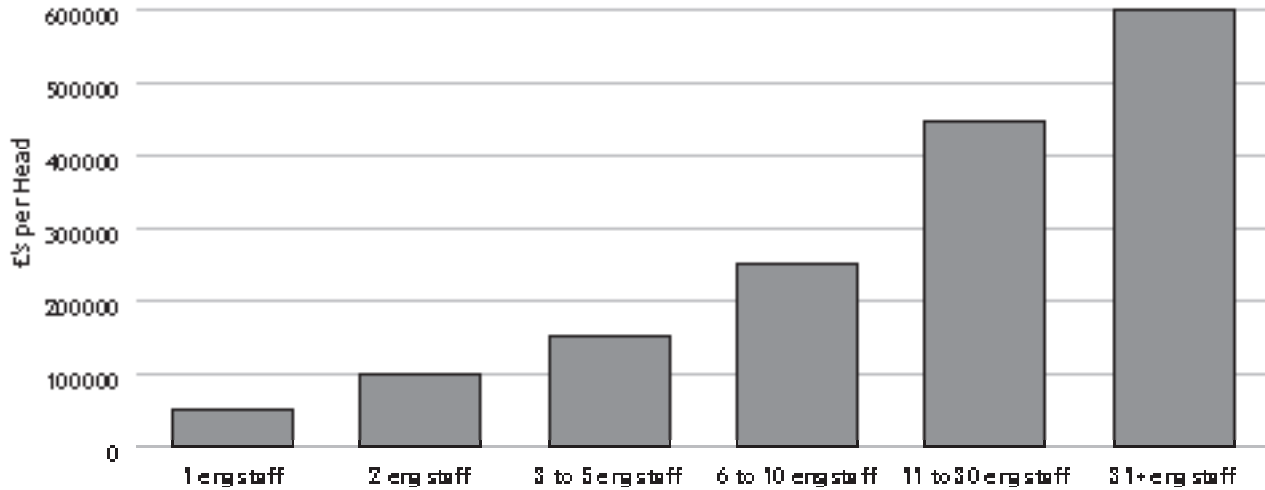


TABLE 4-1

Fee earnings 2009/10 per Principal/Director, analysed by size of firm

size of firm (number engineering staff)	fee earnings per Principal, £'s SAMPLE ONLY		
	lower quartile	median	upper quartile
1	45,000	45,000	45,000
2	45,000	45,000	45,000
3 to 5	45,000	45,000	45,000
6 to 10	45,000	45,000	45,000
11 to 30	45,000	45,000	45,000
31+	45,000	45,000	45,000