

**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>			
	<b>25<sup>th</sup> Percentile</b>	<b>Median</b>	<b>Mean</b>	<b>75<sup>th</sup> Percentile</b>
Overall	8.2%	14.3%	15.3%	23.0%
Staff Size 1 to 20	8.0	13.1	13.3	24.4
Staff Size 21 to 50	8.7	17.4	16.5	24.1
Staff Size 51 to 100	8.7	15.0	17.1	25.7
Staff Size 101 to 200	8.0	11.5	14.2	19.6
Staff Size 201 to 350	8.9	13.6	14.2	18.9
Staff Size 351 to 750	7.8	11.6	12.8	14.4
Staff Size over 750	9.9	19.9	17.6	22.4
Architectural	5.4	11.2	11.2	25.1
Architectural/Interiors	12.2	20.7	20.9	30.5
Engineering (Prime)	7.5	13.6	14.6	20.0
Engineering (Subconsultant)	9.0	16.6	17.1	25.1
Engineering (Survey)	6.3	11.0	13.2	18.4
A/E	7.1	12.2	13.3	19.1
Environmental	8.9	15.5	16.1	22.5
All U.S.	5.6	11.3	14.0	23.3
Northeast	7.1	11.3	13.3	17.3
South	9.9	14.3	17.1	24.2
Midwest	10.2	14.9	14.9	20.4
Southwest	9.1	18.7	17.3	26.5
Mountain	5.5	17.9	16.7	24.5
West	7.1	12.0	13.4	21.5
Canada	10.1	17.6	20.3	31.1
Private	10.3	16.3	17.3	25.4
Government	8.2	14.9	14.8	20.1
Mixed	5.6	10.4	12.2	16.8
Transportation	5.9	10.4	15.3	22.3
Other Government (Buildings)	10.1	16.6	15.7	25.2
Water/Wastewater	7.4	14.4	13.6	20.5
Industrial	9.8	18.7	19.0	28.4
Energy-Utilities	8.5	11.9	15.1	25.5
Commercial Users/ Developers	5.8	20.2	18.1	30.7
Education	10.4	20.4	22.4	30.3
Housing	6.1	12.8	16.3	28.0
Healthcare	6.3	10.2	9.3	12.5
No Specialty	7.9	14.3	14.6	21.3