



HVAC Performance Benchmarks

How do you measure up?

Benchmark numbers for contractors are published in a variety of sources, but seldom are breakdowns available in a meaningful way, such as gross profit by department. The following benchmarks are from a survey of contractors attending HVAC Comfortech. Remember, these are not typical contractors. They tend to be larger and more profitable than the norm. However, they do provide a solid benchmark of profitable companies.

Gross Profit

| | |
|--|-------|
| Overall..... | 37% |
| Residential Service..... | 46% |
| Residential Replacement..... | 40% |
| Residential New Construction | 26% |
| Commercial Service..... | 43% |
| Commercial Equipment | 32% |
| Overhead..... | 30% |
| Net Profit Before Taxes* | 10% |
| Residential Service Agreement Price..... | \$155 |

Employee Averages

| | |
|--------------------------------|-----------|
| Sales Per Employee..... | \$104,533 |
| Gross Profit Per Employee..... | \$39,679 |
| Net Profit Per Employee | \$10,251 |

Truck Averages

| | |
|------------------------------|-----------|
| Sales Per Truck | \$182,888 |
| Gross Profit Per Truck | \$73,632 |
| Net Profit Per Truck..... | \$17,354 |

*Note: Due to averaging, it is not possible to subtract the overhead from the gross to arrive at the net. These numbers were determined by separate questions.

Source: *Contracting Business*/Decision Analyst survey of contractors attending HVAC Comfortech.

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