

AGENCY CONSULTING GROUP, INC.
2010/2011 COMPOSITES OF AGENCY OPERATIONS

COMPOSITES	GROUP 1		GROUP 2		GROUP 3		GROUP 4	
ACG 2007/08 REVENUES	< \$1 MILLION		\$1MM-\$2MM		\$2MM-\$3MM		> \$3 MILLION	
P-C COMMISSIONS	\$749,717	93.3%	\$1,576,135	89.6%	\$2,474,101	87.0%	\$6,558,227	82.2%
CONTINGENTS	\$16,871	2.1%	\$53,634	3.1%	\$130,815	4.6%	\$390,941	4.9%
FEEs	\$884	0.1%	\$19,871	1.1%	\$58,867	2.1%	\$124,463	1.6%
LIFE & HEALTH INVESTMENTS	\$32,939	4.1%	\$103,399	5.9%	\$167,784	5.9%	\$877,622	11.0%
MISCELLANEOUS	\$1,687	0.2%	\$2,462	0.1%	\$9,385	0.3%	\$23,935	0.3%
GROSS REVENUES	\$803,383	100.0%	\$1,758,491	100.0%	\$2,843,794	100.0%	\$7,978,379	100.0%
COMMISSION EXPENSES	\$58,085	7.2%	\$55,041	3.1%	\$31,282	1.1%	\$114,091	1.4%
NET REVENUE	\$745,298	92.8%	\$1,703,450	96.9%	\$2,812,512	98.9%	\$7,864,288	98.6%
EXPENSES								
COMPENSATION								
EXEC/SALES	\$236,632	31.8%	\$565,716	33.2%	\$895,223	31.8%	\$2,354,568	29.9%
OFFICE	\$152,786	20.5%	\$365,220	21.4%	\$610,315	21.7%	\$1,846,535	23.5%
TOTAL PAYROLL	\$389,418	52.3%	\$930,935	54.7%	\$1,505,538	53.5%	\$4,201,103	53.4%
EMPL COSTS	\$105,087	14.1%	\$207,991	12.2%	\$324,564	11.5%	\$867,431	11.0%
TOTAL COMP	\$494,505	66.4%	\$1,138,927	66.9%	\$1,830,102	65.1%	\$5,068,534	64.5%
SELLING								
T & E	\$8,496	1.1%	\$14,139	0.8%	\$26,719	1.0%	\$68,419	0.9%
AUTOMOBILE	\$7,826	1.1%	\$17,886	1.1%	\$32,344	1.2%	\$69,992	0.9%
ADV & PROMO	\$11,254	1.5%	\$28,277	1.7%	\$45,844	1.6%	\$149,421	1.9%
TOTAL SELLING	\$27,576	3.7%	\$60,302	3.5%	\$104,907	3.7%	\$287,833	3.7%
OPERATING								
OCCUPANCY	\$35,029	4.7%	\$76,826	4.5%	\$135,844	4.8%	\$357,825	4.6%
TELEPHONE	\$17,216	2.3%	\$25,041	1.5%	\$31,781	1.1%	\$123,469	1.6%
POSTAGE	\$5,888	0.8%	\$14,479	0.9%	\$23,063	0.8%	\$53,477	0.7%
OFF SUP & PRT	\$14,980	2.0%	\$19,249	1.1%	\$27,281	1.0%	\$92,799	1.2%
DUES,SUBS,CONTR	\$3,428	0.5%	\$4,088	0.2%	\$15,188	0.5%	\$24,379	0.3%
TAXES & LICENSES	\$4,248	0.6%	\$7,325	0.4%	\$9,563	0.3%	\$32,244	0.4%
INSURANCE	\$17,291	2.3%	\$34,580	2.0%	\$55,125	2.0%	\$154,140	2.0%
PRO FEES	\$10,807	1.5%	\$15,672	0.9%	\$27,000	1.0%	\$81,789	1.0%
EQUIPMENT	\$9,838	1.3%	\$18,057	1.1%	\$17,719	0.6%	\$59,769	0.8%
BAD DEBTS	\$3,205	0.4%	\$6,473	0.4%	\$6,188	0.2%	\$26,739	0.3%
OUTSIDE SERVICES	\$2,907	0.4%	\$6,473	0.4%	\$9,563	0.3%	\$33,030	0.4%
DATA PROC	\$18,483	2.5%	\$41,735	2.5%	\$66,375	2.4%	\$181,665	2.3%
EDUCATION	\$2,534	0.3%	\$6,984	0.4%	\$12,656	0.5%	\$64,487	0.8%
MISCELLANEOUS	\$2,012	0.3%	\$4,259	0.3%	\$2,813	0.1%	\$7,078	0.1%
TOTAL OPERATING	\$147,867	19.8%	\$281,240	16.5%	\$440,158	15.7%	\$1,292,889	16.4%
ADMINISTRATIVE								
DEPREC & AMORT	\$33,986	4.6%	\$101,185	5.9%	\$113,625	4.0%	\$259,522	3.3%
OFFICER'S LIFE	\$3,354	0.5%	\$8,347	0.5%	\$12,938	0.5%	\$21,234	0.3%
INTEREST	\$19,750	2.7%	\$21,463	1.3%	\$22,781	0.8%	\$103,022	1.3%
OTHER	\$1,491	0.2%	\$6,814	0.4%	\$1,125	0.0%	\$4,719	0.1%
TOTAL ADMIN.	\$58,580	7.9%	\$137,809	8.1%	\$150,469	5.4%	\$388,496	4.9%
TOTAL EXPENSES	\$728,529	97.8%	\$1,618,278	95.0%	\$2,525,636	89.8%	\$7,037,751	89.5%
PRE-TAX PR/LOSS	\$16,769	2.3%	\$85,173	5.0%	\$286,876	10.2%	\$826,537	10.5%
EMPLOYEES-AVG #	6.6		16.8		24.0		65.3	
REVENUE/EMPLOYEE	113,612.5		101395.8		117041.7		120359.5	
COMP/EMPLOYEE	75,381.9		67793.3		76159.0		77571.7	
SPREAD	38,230.6		33602.6		40882.7		42787.8	
P-T PROF./EMPL	2,556.3		5069.8		12347.0		12649.8	