

AGENCY CONSULTING GROUP PRODUCTIVITY -- TABLE 3

	GROUP 1		
	GROSS REVENUE < \$1 MILLION		
	2012	2011	% CHANGE
# EMPLOYEES	6.33	6.56	-3.5%
REVENUE PER EMPLOYEE	\$125,227	\$113,613	10.2%
COMPENSATION PER EMPLOYEE	\$83,176	\$75,382	10.3%
SPREAD	\$42,051	\$38,231	10.0%
	GROUP 1	GROUP 2	
	2012	2011	% CHANGE
# EMPLOYEES	16.6	16.8	-1.2%
REVENUE PER EMPLOYEE	\$107,441	\$101,396	6.0%
COMPENSATION PER EMPLOYEE	\$71,760	\$67,793	5.9%
SPREAD	\$35,681	\$33,603	6.2%
	GROUP 2	GROUP 3	
	2012	2011	% CHANGE
# EMPLOYEES	24	24.03	-0.1%
REVENUE PER EMPLOYEE	\$120,373	\$117,042	2.8%
COMPENSATION PER EMPLOYEE	\$78,267	\$76,159	2.8%
SPREAD	\$42,107	\$40,883	3.0%
	GROUP 3	GROUP 4	
	2012	2011	% CHANGE
# EMPLOYEES	64.34	65.34	-1.5%
REVENUE PER EMPLOYEE	\$128,089	\$120,359	6.4%
COMPENSATION PER EMPLOYEE	\$82,476	\$77,572	6.3%
SPREAD	\$45,612	\$42,788	6.6%