



## Your Report

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Variable: {install\_dept\_revenue\_percent\_electrical\_industry}

Definition: Percentage of total revenue from electrical installation/replacement department (e.g., panels, rewires, EV chargers, lighting upgrades).

Value: N/A

Top Performers: Elite 10-20% achieve 60-70% via aggressive replacement sales, 70%+ attach rates, and reduced service reliance (ServiceTitan, Electrical Contractor Magazine 2023).

Value Tiers: <\$1M rev: 40-55%; \$1-5M: 55-65%; >\$5M: 60-75% (NECA, ServiceTitan benchmarks).

Red Flag Trigger: <30% (over-reliant on service) or >85% (lacks recurring revenue).

Default Value: 60%

Variable: {branch\_a\_revenue\_percent\_electrical\_industry}

Definition: Percentage of total company revenue generated by Branch A (primary branch) in multi-branch electrical firms.

Value: N/A

Top Performers: N/A – Not applicable.

Value Tiers: 2-3 branches: 45-60%; 4+ branches: 30-50% (Nexstar multi-location data).

Red Flag Trigger: >70% (over-dependence on single branch, risk if underperforms).

Default Value: 50%

Variable: {departmental\_gross\_margin\_percent\_electrical\_industry}

Definition: Blended gross margin across electrical departments (service + install).

Value: N/A

Top Performers: 52-58% via optimized material costs, high service attach, efficient installs (ServiceTitan top quartile 2023, ECM).

Value Tiers: <\$1M rev: 45-50%; \$1-5M: 48-53%; >\$5M: 50-55%.

Red Flag Trigger: <42% overall.

Default Value: 50%

Variable: {service\_gross\_margin\_percent\_electrical\_industry}

Definition: Gross margin on electrical service department revenue (repairs, maintenance).

Value: N/A

Top Performers: 75-82% through diagnostic fees, flat-rate pricing, high parts attach (ServiceTitan, Nexstar electrical).

Value Tiers: N/A – Consistent across sizes.

Red Flag Trigger: <60%.

Default Value: 72%

Variable: {install\_gross\_margin\_percent\_electrical\_industry}

Definition: Gross margin on electrical installation/replacement department revenue.

Value: N/A

Top Performers: 42-48% with volume purchasing, prefab, efficient crews (ServiceTitan top 2023, ECM).

Value Tiers: <\$1M rev: 35-40%; \$1-5M: 38-43%; >\$5M: 40-45%.

Red Flag Trigger: <32%.

Default Value: 40%

Variable: {departmental\_operating\_expenses\_percent\_electrical\_industry}

Definition: Operating expenses (non-material) as percentage of total electrical revenue.

Value: N/A

Top Performers: 24-28% with lean staffing, tech utilization >75%, low overhead (Nexstar, ServiceTitan electrical).

Value Tiers: <\$1M: 28-33%; \$1-5M: 26-31%; >\$5M: 24-29%.

Red Flag Trigger: >34%.

Default Value: 28%

Variable: {applicants\_per\_opening\_electrical\_industry}

Definition: Average number of qualified applicants per open electrical technician position.

Value: N/A

Top Performers: 10-18 via strong employer branding, referrals, training partnerships (NECA, Jobber surveys 2023).

Value Tiers: N/A – Shortage impacts all sizes similarly.

Red Flag Trigger: <3 (severe talent shortage risk).

Default Value: 6

Variable: {quality\_of\_hire\_score\_electrical\_industry}

Definition: Average performance score (1-10) of new electrical hires after 6-12 months.

Value: N/A

Top Performers: 8.5-9.5 with structured onboarding, skills assessments (Electrical Contractor

Magazine, NECA).

Value Tiers: N/A – Score-based.

Red Flag Trigger: <6.5 (high turnover risk).

Default Value: 7.5

Variable: {departmental\_margin\_electrical\_industry}

Definition: Departmental contribution margin (gross profit minus direct dept expenses) as % of dept revenue.

Value: N/A

Top Performers: 32-38% with tight cost control (ServiceTitan departmental data).

Value Tiers: Service depts: 55-65%; Install: 22-32%.

Red Flag Trigger: <18% per dept.

Default Value: 30%

Variable: {recruitment\_pipeline\_health\_score\_electrical\_industry}

Definition: Composite score (0-100) assessing recruitment funnel strength (applicants, interviews, offers).

Value: N/A

Top Performers: 85-95 with automated tools, referral programs (Jobber, Housecall Pro 2023).

Value Tiers: N/A – Score-based.

Red Flag Trigger: <50.

Default Value: 70

Variable: {departmental\_net\_profit\_percent\_electrical\_industry}

Definition: Net profit margin after all expenses for electrical departments.

Value: N/A

Top Performers: 14-18% via high GM, low OpEx, 10%+ owner involvement cap (Nexstar, ServiceTitan top 2023).

Value Tiers: <\$1M: 6-11%; \$1-5M: 9-13%; >\$5M: 11-16%.

Red Flag Trigger: <6%.

Default Value: 11%

Generated on Jan 27 2026, 2:04 PM

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