



## Your Report

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Variable: {warranty\_claims\_percent\_electrical\_industry}

Definition: Percentage of annual revenue spent on warranty claims/returns for electrical services and equipment.

Value: Client-provided

Top Performers: Elite 10-20% achieve <1.2% via technician training, quality control, and manufacturer partnerships (ServiceTitan, ECM benchmarks).

Value Tiers: N/A – Not applicable

Red Flag Trigger: >4%

Default Value: 2%

Variable: {prior\_year\_revenue\_electrical\_industry}

Definition: Prior-year gross revenue for U.S. electrical contractors from industry surveys.

Value: Client-provided

Top Performers: N/A – Not applicable

Value Tiers: Small (<\$1M): \$650K; Mid (\$1-5M): \$2.5M; Large (>\$5M): \$12M (NECA, IBISWorld).

Red Flag Trigger: N/A – Not applicable

Default Value: \$1,640,000

Variable: {owner\_operations\_time\_percentage\_electrical\_industry}

Definition: Percentage of owner/operator time spent on daily field or operational tasks vs. strategic work.

Value: Client-provided

Top Performers: Elite achieve 0-5% by delegating to managers and focusing on sales/growth (Nexstar, EGIA).

Value Tiers: N/A – Not applicable

Red Flag Trigger: >25% (especially >\$2M revenue)

Default Value: 15%

Variable: {revenue\_per\_tech\_electrical\_industry}

Definition: Annual gross revenue generated per full-time field technician in electrical services.

Value: Client-provided

Top Performers: Top 20% exceed \$750K via high attach rates, upsells, and 2,000+ billable hours/tech (ServiceTitan 2023, Nexstar).

Value Tiers: <\$1M rev: \$400K; \$1-3M: \$500K; \$3-10M: \$600K; >\$10M: \$700K+

Red Flag Trigger: <\$350K

Default Value: \$568,000

Variable: {technician\_idle\_time\_percentage\_electrical\_industry}

Definition: Percentage of total shift time technicians spend idle (non-billable, waiting for calls/parts).

Value: Client-provided

Top Performers: Elite <10% through dynamic dispatching and call volume management (Jobber, FieldEdge).

Value Tiers: N/A – Not applicable

Red Flag Trigger: >25%

Default Value: 20%

Variable: {net\_margins\_electrical\_industry}

Definition: Net profit margin after all expenses as percentage of gross revenue in electrical services.

Value: Client-provided

Top Performers: Top 20% achieve 15-20% via cost controls, high gross margins (45-55%), low overhead (ServiceTitan, NECA).

Value Tiers: <\$1M rev: 8%; \$1-5M: 11%; >\$5M: 13%

Red Flag Trigger: <5%

Default Value: 10%

Variable: {inefficiency\_baseline\_per\_factor\_electrical\_industry}

Definition: Average percentage productivity loss per common inefficiency factor (e.g., dispatching, travel, parts delays) in electrical services.

Value: Client-provided

Top Performers: Elite limit to <4% per factor via software/tech optimization (ServiceTitan, Housecall Pro).

Value Tiers: N/A – Not applicable

Red Flag Trigger: >8% per factor

Default Value: 5%

Variable: {owner\_workweek\_hours\_electrical\_industry}

Definition: Average weekly working hours for electrical business owners/operators.

Value: Client-provided

Top Performers: Elite work 40-45 hours focused on high-value tasks like sales (ECM, Nexstar).

Value Tiers: N/A – Not applicable

Red Flag Trigger: >65 hours

Default Value: 55

Variable: {max\_owner\_managed\_techs\_electrical\_industry}

Definition: Maximum number of field technicians effectively managed by an owner before needing dedicated operations support.

Value: Client-provided

Top Performers: N/A – Not applicable

Value Tiers: N/A – Not applicable

Red Flag Trigger: >12 techs without ops manager

Default Value: 10

Variable: {revenue\_threshold\_for\_ops\_manager\_electrical\_industry}

Definition: Annual revenue level at which electrical contractors should hire a dedicated operations manager.

Value: Client-provided

Top Performers: N/A – Not applicable

Value Tiers: N/A – Not applicable

Red Flag Trigger: >\$2M without ops manager

Default Value: \$2,000,000

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