



Your Report

Variable: {employee_turnover_rate_percent_electrical_industry}

Definition: Annual percentage of electrical employees (primarily technicians) who leave employment voluntarily or involuntarily.

Value: N/A

Top Performers: Elite 10-20% achieve <15-20% turnover through competitive wages, apprenticeship programs, and safety incentives (ECM 2023, NECA benchmarks).

Value Tiers: <\$1M revenue: 30-45%; \$1-5M: 25-35%; >\$5M: 20-30% (ECM surveys, Nexstar).

Red Flag Trigger: >35%; >25% for >\$2M revenue firms.

Default Value: 28%

Variable: {training_hours_per_employee_annual_electrical_industry}

Definition: Average number of training hours provided per electrical employee annually, including technical, safety, code compliance, and soft skills.

Value: N/A

Top Performers: 50-70+ hours per employee, emphasizing NECA certifications and code updates (NECA, EGIA Contractor Reports).

Value Tiers: N/A – Consistent across sizes; scales with tech count.

Red Flag Trigger: <25 hours per employee.

Default Value: 40 hours

Variable: {maintenance_contracts_count_electrical_industry}

Definition: Total number of active annual electrical maintenance agreements/contracts with customers.

Value: N/A

Top Performers: 500-2,500+ contracts representing 20-30% of customer base for \$5M+ firms (ServiceTitan 2023 electrical, Nexstar).

Value Tiers: <\$1M revenue: 50-200; \$1-5M: 250-1,000; >\$5M: 1,200+.

Red Flag Trigger: <50 for >\$1M revenue or <5% of customers.

Default Value: N/A – Size dependent

Variable: {avg_contract_value_annual_electrical_industry}

Definition: Average annual revenue generated per electrical maintenance contract.

Value: N/A

Top Performers: \$400-600 via multi-visit plans and add-ons like surge protection (ServiceTitan, Jobber electrical benchmarks).

Value Tiers: N/A – Similar across sizes.

Red Flag Trigger: <\$250.

Default Value: \$400

Variable: {customer_acquisition_cost_to_lifetime_value_ratio_electrical_industry}

Definition: Ratio of cost to acquire a new customer (CAC) to their lifetime value (LTV) in electrical services.

Value: N/A

Top Performers: 1:4 or better through referrals and targeted digital ads (ServiceTitan, Housecall Pro electrical reports).

Value Tiers: N/A – Target consistent; improves with scale.

Red Flag Trigger: >1:2.5.

Default Value: 1:3.5

Variable: {inventory_turnover_ratio_derived_electrical_industry}

Definition: Number of times electrical parts inventory is sold and replenished annually (COGS / avg inventory).

Value: N/A

Top Performers: 10-15x with vendor-managed inventory and job forecasting (FieldEdge, ECM surveys).

Value Tiers: Small firms: 6-10x; Mid-large: 8-14x.

Red Flag Trigger: <6x.

Default Value: 10x

Variable: {working_capital_electrical_industry}

Definition: Current assets minus current liabilities, typically expressed as percentage of annual revenue for liquidity benchmarking.

Value: N/A

Top Performers: 25-35% of revenue, supporting material purchases and seasonality (RMA Statement Studies, BizMiner electrical).

Value Tiers: <\$1M: 15-25%; \$1-5M: 20-30%; >\$5M: 25-40% of revenue.

Red Flag Trigger: <10% of revenue.

Default Value: 20% of revenue

Variable: {break_even_revenue_electrical_industry}

Definition: Annual revenue required to cover all fixed and variable costs (fixed costs / contribution margin %).

Value: N/A

Top Performers: 35-45% of total revenue due to strong gross margins (NECA, ServiceTitan electrical).

Value Tiers: <\$1M: \$350-550K; \$1-5M: \$900K-\$1.8M; >\$5M: \$2-3.5M.

Red Flag Trigger: >55% of total revenue.

Default Value: N/A – Size dependent

Variable: {employee_productivity_per_revenue_electrical_industry}

Definition: Annual revenue generated per full-time equivalent (FTE) employee in electrical operations.

Value: N/A

Top Performers: \$300-400K per employee via optimized dispatching and upsells (ServiceTitan 2023, Nexstar electrical).

Value Tiers: <10 employees: \$200-300K; 10-50: \$250-350K; >50: \$300-400K.

Red Flag Trigger: <\$200K per employee.

Default Value: \$275K

Variable: {cash_conversion_cycle_electrical_industry}

Definition: Days inventory + days receivables outstanding minus days payables outstanding for electrical firms.

Value: N/A

Top Performers: <35 days via quick invoicing and supplier terms (RMA, IBISWorld electrical).

Value Tiers: Small: 45-65 days; Mid: 35-55; Large: 25-45 days.

Red Flag Trigger: >70 days.

Default Value: 50 days

Generated on Jan 27 2026, 1:43 PM

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