



Your Report

Variable: {recurring_revenue_total_electrical_industry}

Definition: Total annual revenue from recurring electrical sources such as maintenance agreements, memberships, and service contracts.

Value: Client-provided

Top Performers: Elite 10-20% achieve 10-20% of total revenue from recurring sources, often \$200K+ for mid-sized firms, via strong membership sales (ServiceTitan 2023, Nexstar, EGIA benchmarks).

Value Tiers: \$0.5-2M revenue firms: \$50K-\$200K; \$2-5M: \$200K-\$500K; \$5M+: \$500K+ (ServiceTitan, NECA).

Red Flag Trigger: <5% of total revenue or <\$25K absolute for firms >\$1M revenue.

Default Value: 10% of total revenue

Variable: {ops_efficiency_score_electrical_industry}

Definition: Composite score (0-100) assessing electrical operational efficiency, including tech utilization, dispatching, and inventory turnover from industry software benchmarks.

Value: Client-provided

Top Performers: Scores of 85-95+; achieved via GPS routing, predictive scheduling, and 80%+ tech utilization (ServiceTitan, Jobber 2023).

Value Tiers: N/A – Not applicable

Red Flag Trigger: <60

Default Value: 75

Variable: {finance_health_score_electrical_industry}

Definition: Composite score (0-100) evaluating electrical financial health based on margins, liquidity, debt ratios, and cash flow from RMA and industry surveys.

Value: Client-provided

Top Performers: Scores of 85-100; via 12%+ net margins, DSCR >2x, low debt (RMA Annual Studies, Nexstar, NECA).

Value Tiers: N/A – Not applicable

Red Flag Trigger: <50

Default Value: 70

Variable: {training_investment_roi_electrical_industry}

Definition: Return on investment from technician and staff training expenditures, typically measured as revenue uplift or margin improvement per dollar spent.

Value: Client-provided

Top Performers: 4-6x ROI; elite firms invest 2-3% of payroll, yielding 20%+ productivity gains (Nexstar, EGIA reports).

Value Tiers: N/A – Not applicable

Red Flag Trigger: <2x

Default Value: 3.5x

Variable: {revenue_growth_rate_percent_yoy_electrical_industry}

Definition: Year-over-year percentage growth in total electrical revenue.

Value: Client-provided

Top Performers: 20-30% YoY; driven by service expansion, memberships, and tech leverage (ServiceTitan 2023, Electrical Contractor Magazine).

Value Tiers: <\$1M revenue: 15-25%; \$1-5M: 12-20%; \$5M+: 10-15% (IBISWorld, ServiceTitan).

Red Flag Trigger: <5% or >40% (unsustainable).

Default Value: 12%

Variable: {contribution_margin_by_service_type_electrical_industry}

Definition: Gross profit margin after direct costs by electrical service type (e.g., service calls, replacements, maintenance).

Value: N/A – Non-numeric

Top Performers: Service: 65-75%; Maintenance: 70-80%; Replacement: 40-50%; via high attach rates, efficient installs (ServiceTitan, NECA).

Value Tiers: N/A – Not applicable

Red Flag Trigger: Service <55%; Replacement <35%; Maintenance <60%.

Default Value: Service 65%; Maintenance 75%; Replacement 45%

Variable: {operating_cash_flow_approx_electrical_industry}

Definition: Approximate annual operating cash flow for electrical businesses, typically 8-15% of revenue.

Value: Client-provided

Top Performers: 15%+ of revenue; \$300K+ for \$2M firms via tight AR control (<30 days), low capex (RMA, NECA).

Value Tiers: \$1-2M revenue: \$100K-\$250K; \$2-5M: \$250K-\$600K; \$5M+: \$600K+.

Red Flag Trigger: <5% of revenue or negative.

Default Value: 10% of revenue

Variable: {capacity_utilization_percent_electrical_industry}

Definition: Percentage of total available tech hours that are billable in electrical operations.

Value: Client-provided

Top Performers: 80-88%; via dynamic dispatching, minimal travel time (ServiceTitan, FieldEdge 2023).

Value Tiers: 1-5 techs: 65-75%; 6-15: 70-80%; 15+: 75-85%.

Red Flag Trigger: <65%

Default Value: 75%

Variable: {customer_retention_years_electrical_industry}

Definition: Average number of years a customer remains active with the electrical contractor.

Value: Client-provided

Top Performers: 4-6+ years; through maintenance programs, satisfaction scores >4.8/5 (Jobber, Housecall Pro).

Value Tiers: N/A – Not applicable

Red Flag Trigger: <2 years

Default Value: 4 years

Variable: {variable_cost_percentage_electrical_industry}

Definition: Variable costs (materials, labor, subcontractors) as percentage of total electrical revenue.

Value: Client-provided

Top Performers: 40-48%; controlled via bulk purchasing, tech training (ServiceTitan, Electrical Contractor Magazine).

Value Tiers: Service-heavy: 40-50%; Install-heavy: 48-58%.

Red Flag Trigger: >55%

Default Value: 48%

Generated on Jan 27 2026, 1:44 PM

Powered by CEO CoPilot: The wisdom and experience of a roomful of industry experts, accountants, MBAs and bankers at your fingertips.