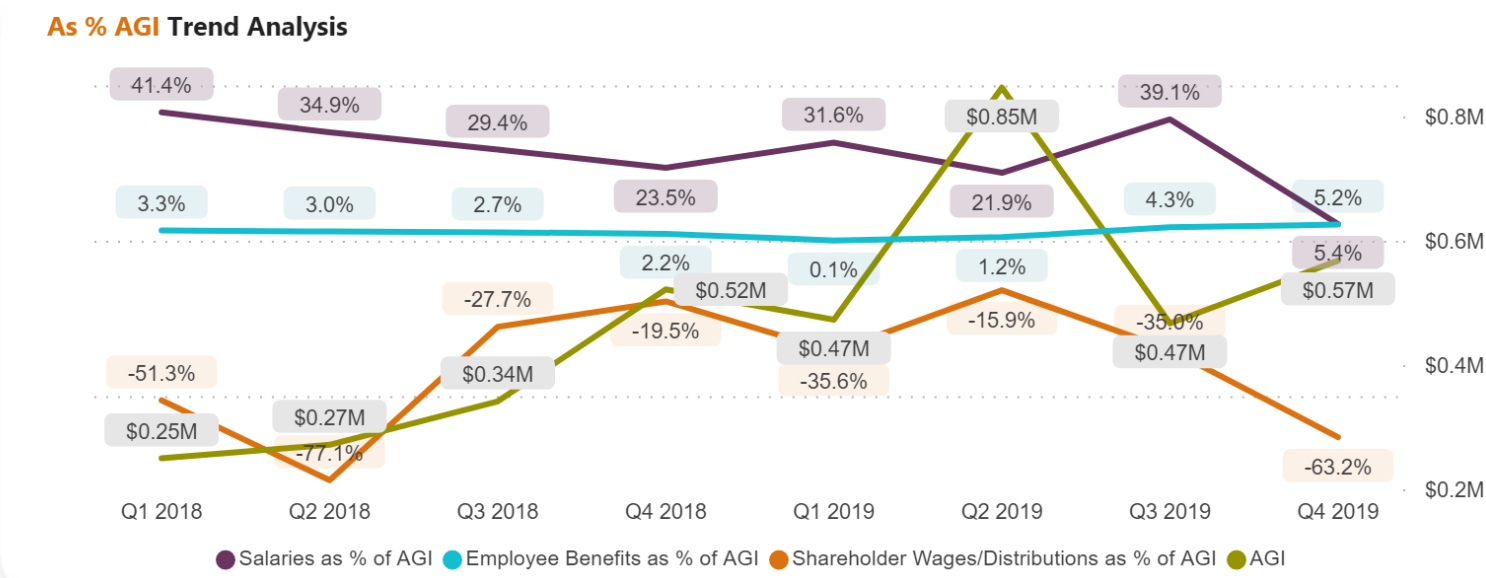
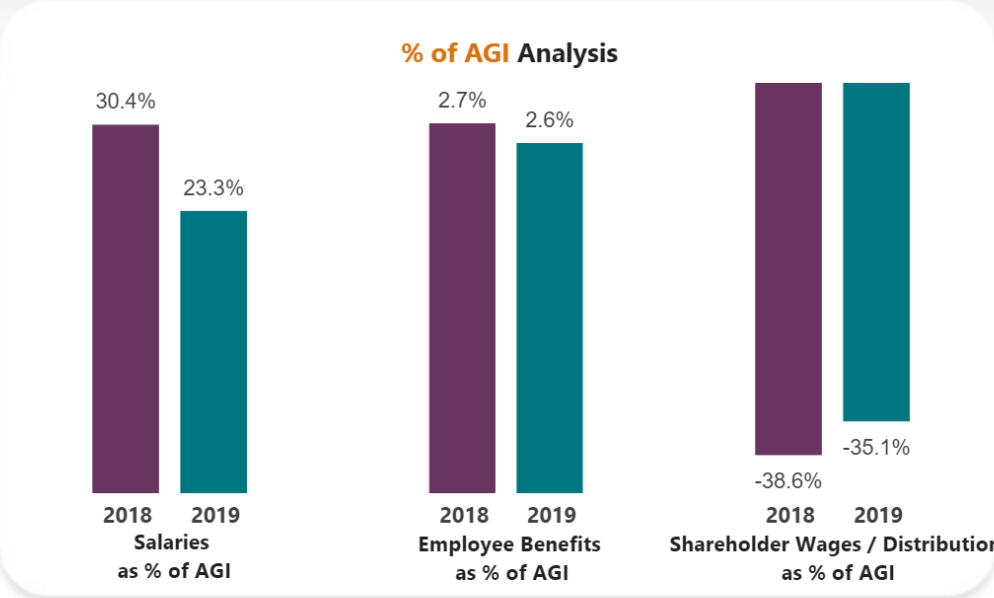
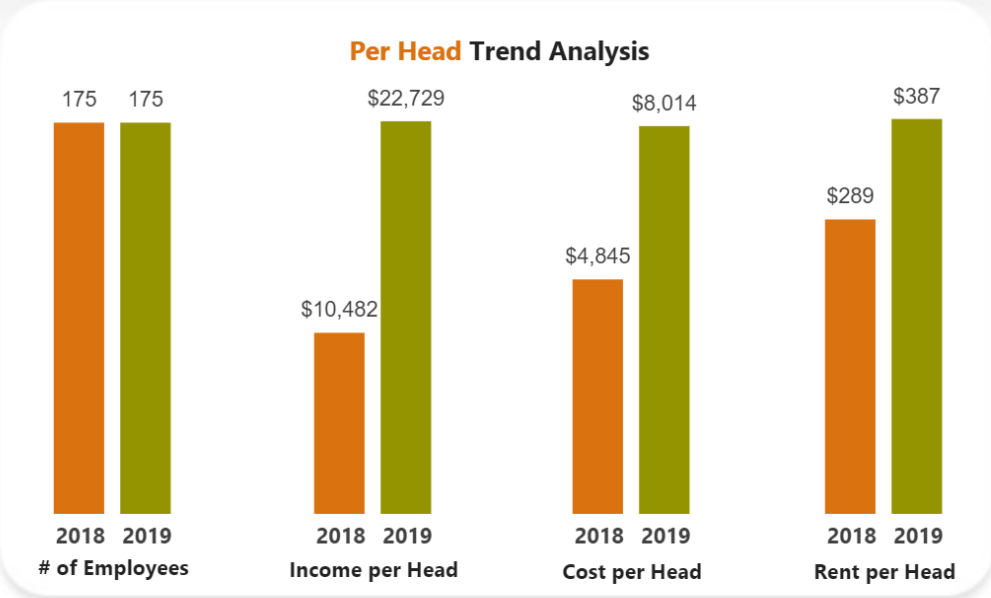


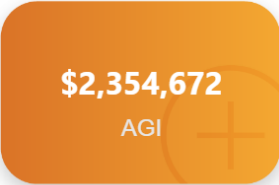
Per head analysis is important for quick glance benchmark purposes and it is a meaningful analytical tool because it measures how efficiently a particular firm utilizes its employees in relation to income and expenses



Percentage of Adjusted Gross Income (AGI) is also another key metric analysis. It allows to measure how effective in converting people-related expenses into gross income. The lower the percentages means more effective.



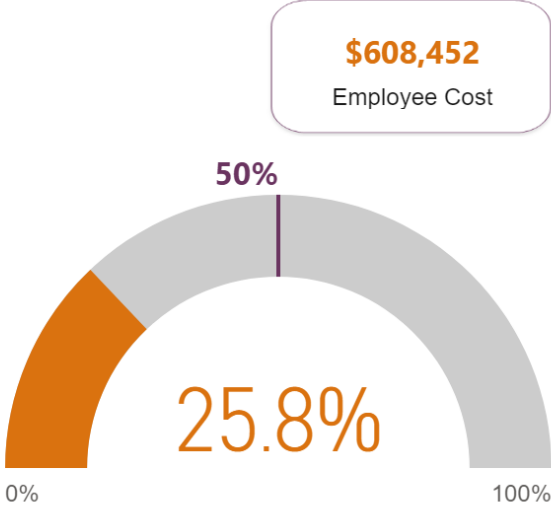
A benchmark of various metrics against Adjusted Gross Income (AGI) is very important to provide indication of business health.



Employee Costs as % of AGI

Employee Costs as a % of adjusted gross income (AGI) ideally should be **below 50.0%**.

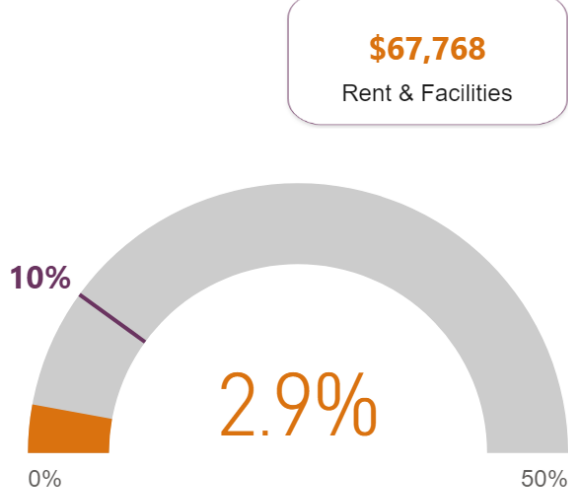
In other words, Employee Cost should be less than **\$1,177,336** (based on the current AGI) to be considered healthy



Rent & Facilities as % of AGI

Rent & Facilities as a % of adjusted gross income (AGI) ideally should be **below 10%**.

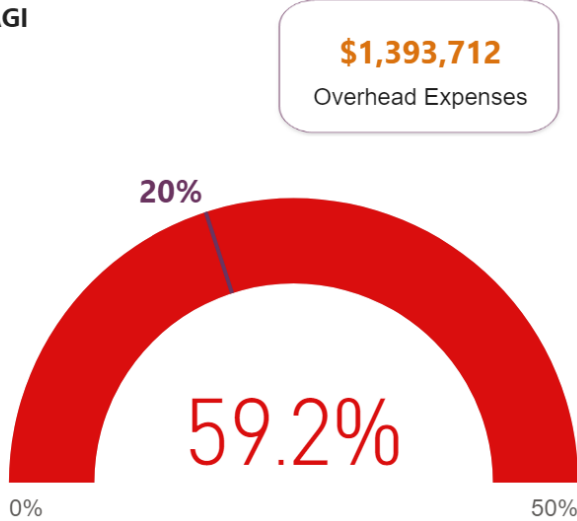
In other words, Rent & Facilities should be less than **\$235,467** (based on the current AGI) to be considered healthy



Overhead Expenses as % of AGI

Overhead Expenses as a % of adjusted gross income (AGI) ideally should be **below 20%**.

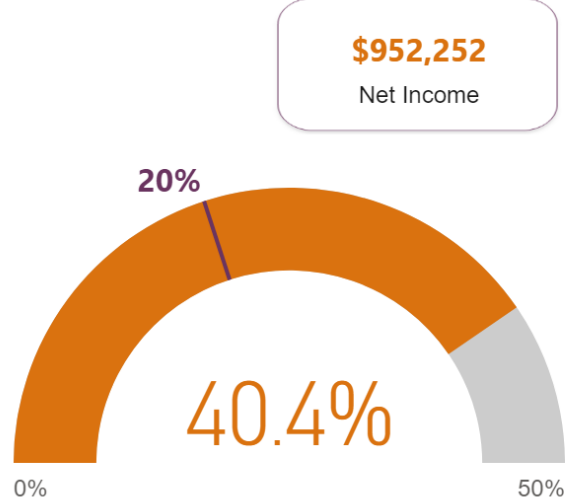
In other words, Overhead Expenses should be less than **\$470,934** (based on the current AGI) to be considered healthy



Net Margin as % of AGI

Net Margin as a % of adjusted gross income (AGI) ideally should be **above 10%**.

In other words, Net Income should be **above \$470,934** (based on the current AGI) to be considered healthy



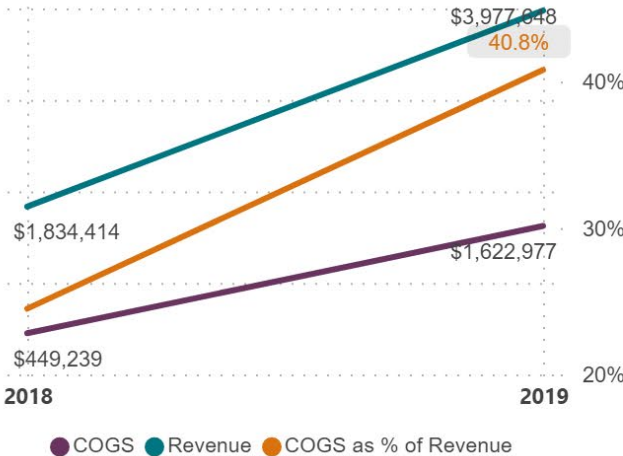
\$3,977,648  
Revenue

\$2,354,672  
AGI

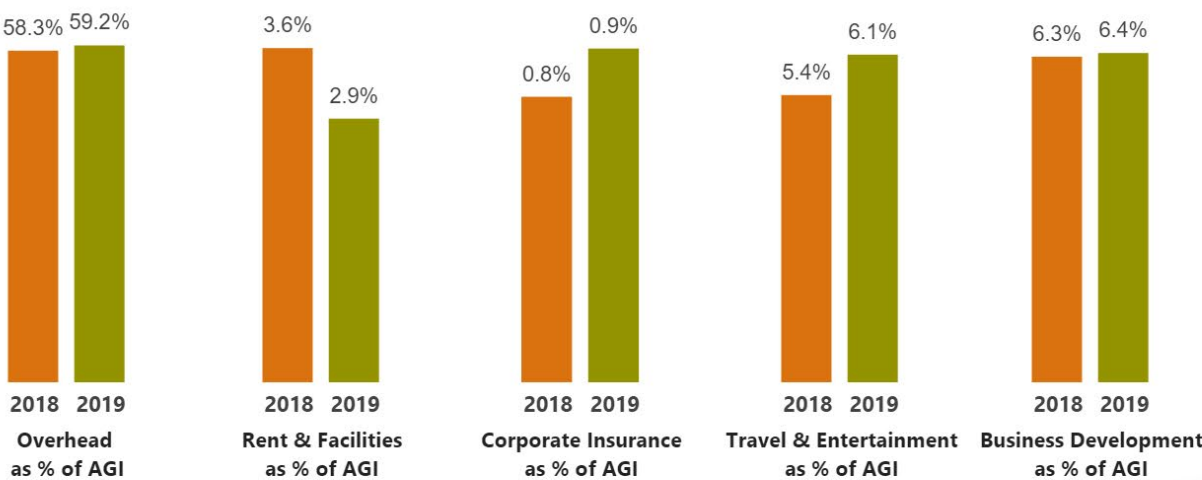
\$1,622,977  
COGS

40.8%  
COGS / Revenue

COGS vs. Revenue Trend Analysis

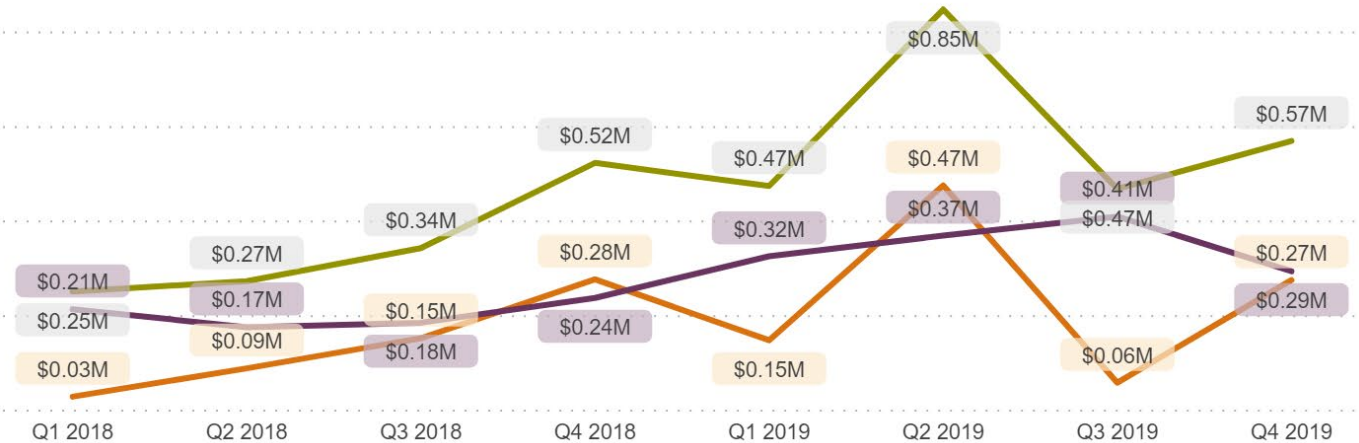


% of AGI Trend Analysis



% of AGI Trend Analysis

Net Income Overhead Expenses AGI

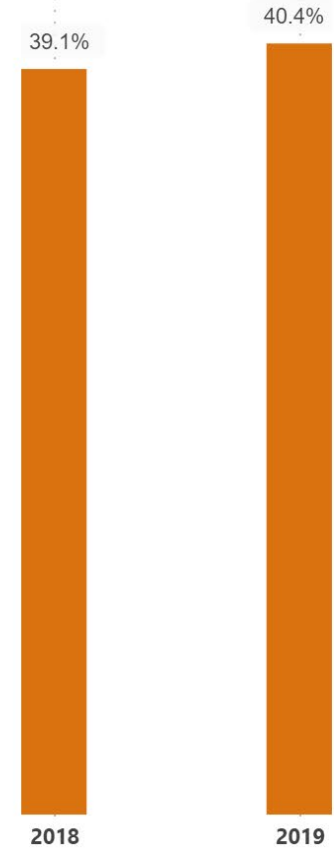


Percentage of Adjusted Gross Income (AGI) is also another key metric analysis. It allows to measure how effective in converting people-related expenses into gross income. The lower the percentages means more effective.

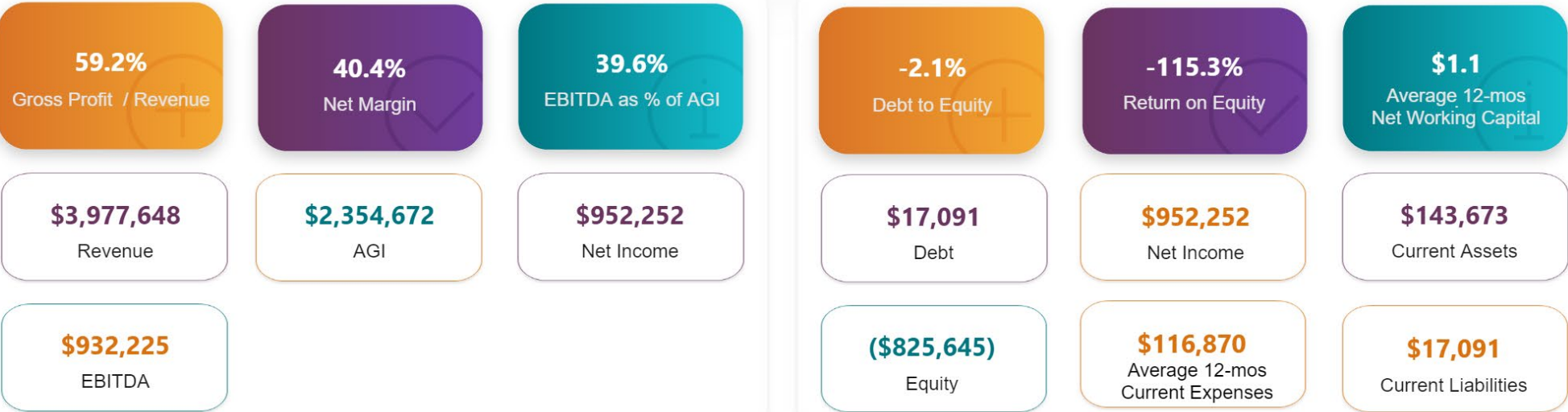


Expense analysis as a % of revenue and AGI are important metrics for quick glance benchmark purposes and it is a meaningful analytical tool to how efficiently expenses are utilized to generate revenue and income

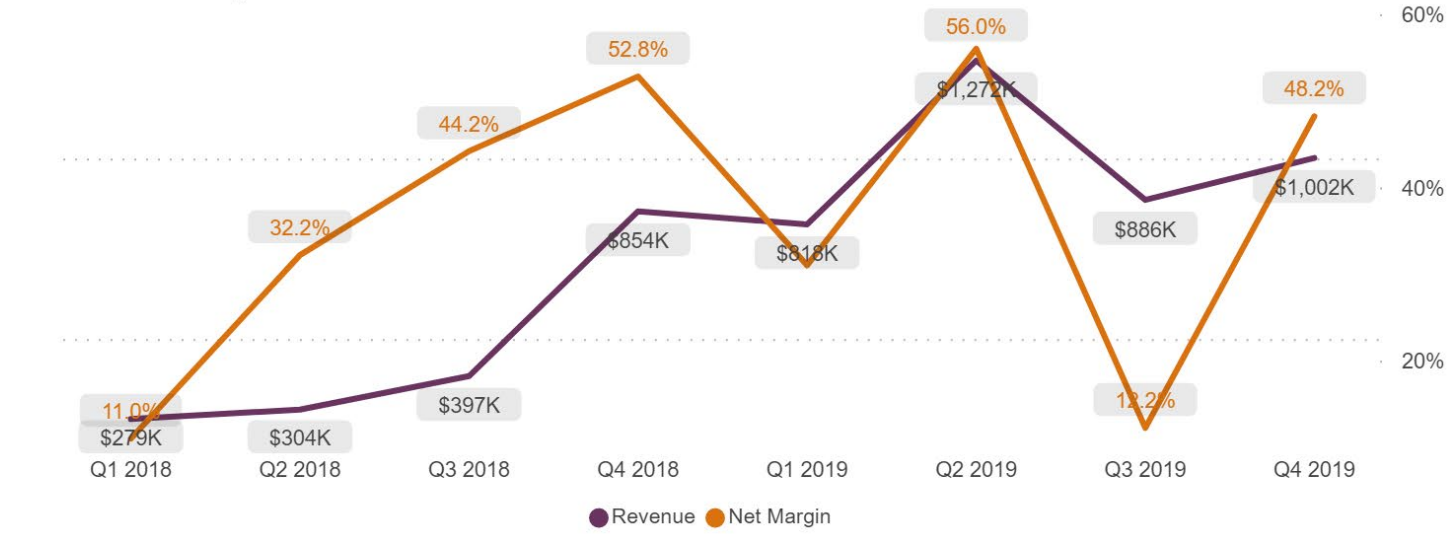
Net Margin Trend



Expense analysis as a % of revenue and AGI are important metrics for quick glance benchmark purposes and it is a meaningful analytical tool to how efficiently expenses are utilized to generate revenue and income



Income Trend Analysis



Percentage of Adjusted Gross Income (AGI) is also another key metric analysis. It allows to measure how effective in converting people-related expenses into gross income. The lower the percentages means more effective.



# Armanino Operates in an Alternative Practice Structure:

“Armanino” is the brand name under which Armanino LLP, Armanino CPA LLP, and Armanino Advisory LLC, independently owned entities, provide professional services in an alternative practice structure in accordance with law, regulations, and professional standards. Armanino LLP and Armanino CPA LLP are licensed independent CPA firms that provide attest services, and Armanino Advisory LLC and its subsidiary entities provide tax, advisory, and business consulting services. Armanino Advisory LLC and its subsidiary entities are not licensed CPA firms.