

**SAMPLE**



**FMA**

# Financial Ratios and Operational Benchmarking Survey

2023 Report

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## Survey Methodology

This report was prepared to share insight into the financial and operational health of fabricators, manufacturers, and processors in the United States for the 2022 fiscal year. The survey questionnaire containing seven demographic questions and 28 financial and operational questions was prepared with review and recommendations from FMA's Management Advisory. Past survey participants, FMA members, and FMA Communications subscribers were sent the questionnaire starting on May 23, 2023, asking for their participation. The survey closed October 2, 2023 with a total of 28 completed surveys.

## About the Data

FMA did not audit the data. Submissions were reviewed for completeness and compiled together to show trends based on key demographic data. Not every participant responded to every question. A small amount of outlier data that was significantly different from the rest of the group was excluded to avoid biasing the overall results. The number of outliers and non-reports is provided for each metric.

## About the Report

The report is divided into three sections: demographic data, executive summary, and financial and operational metrics. The 28 financial and operational metrics are then grouped together according to liquidity, profitability, asset management, debt management, operational benchmarking, and value proposition and marketing effectiveness. Each metric provides a definition of the calculation used, a chart showing the responses based on a count and as a percentage, and then five additional tables that break the results down based on key demographic data.

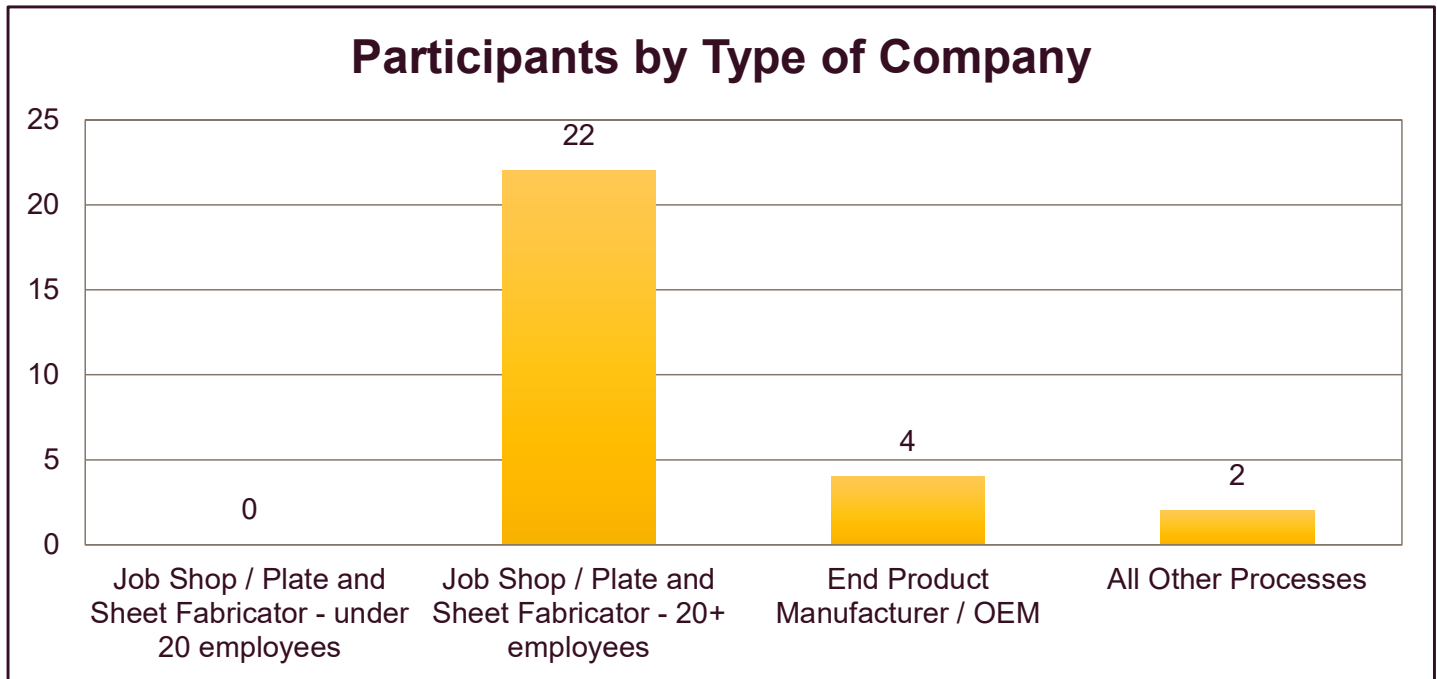
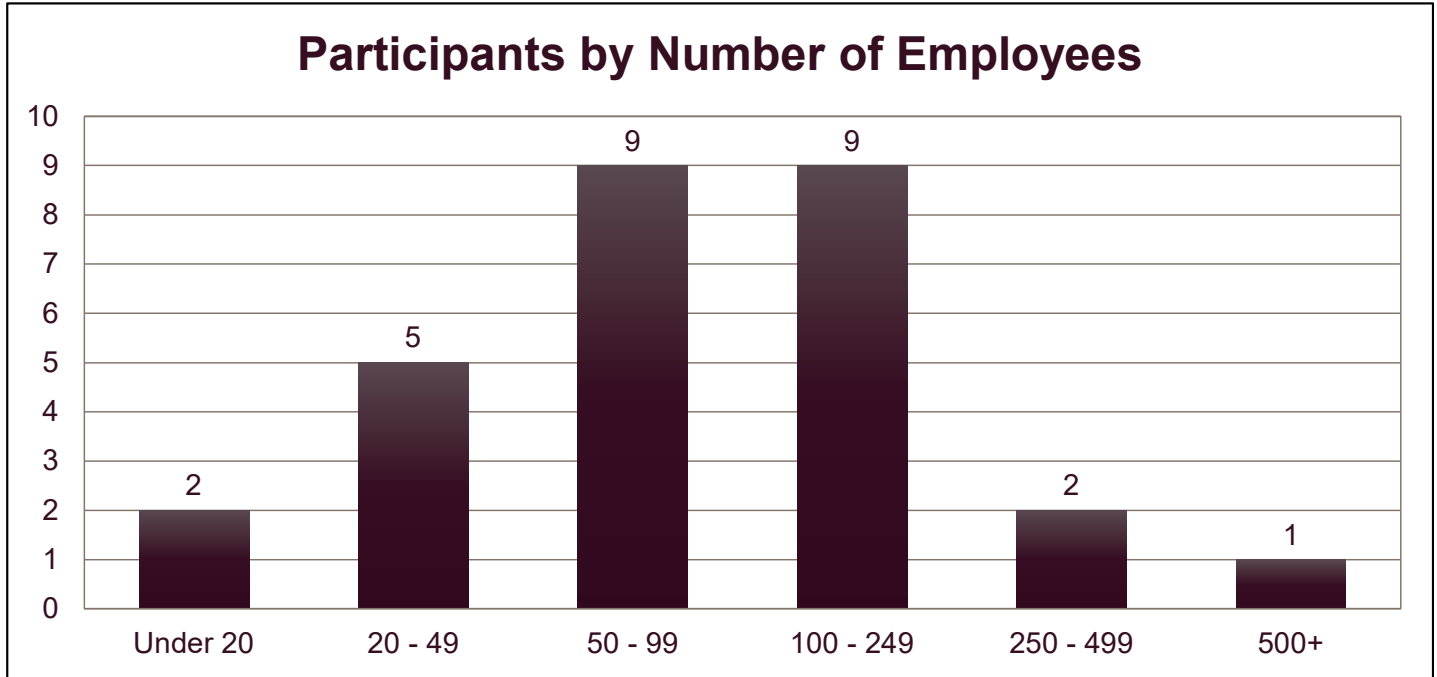


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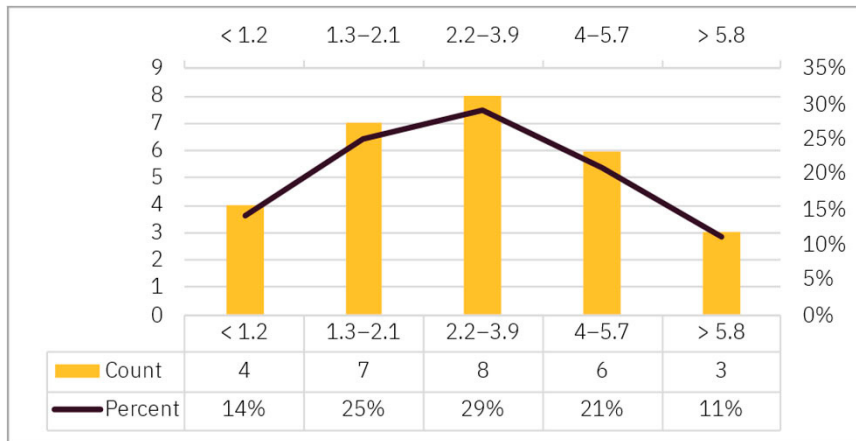
**For more information, please visit [fmamfg.org/surveys](https://fmamfg.org/surveys).**

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## Current Ratio

Total Current Assets / Total Current Liabilities



Low: .3  
High: 9.1  
Outliers/Non-reports: 0

	Current Ratio					Totals
	< 1.2	1.3 - 2.1	2.2 - 3.9	4 - 5.7	> 5.8	
<b>Number of Employees</b>						
1 - 19	0%	4%	0%	4%	0%	8%
20 - 49	0%	0%	2%	4%	4%	10%
50 - 99	7%	4%	11%	7%	4%	33%
100 - 249	4%	14%	4%	7%	4%	32%
250 +	4%	4%	4%	0%	0%	11%

<b>Type of Company</b>	Current Ratio					Totals
	< 1.2	1.3 - 2.1	2.2 - 3.9	4 - 5.7	> 5.8	
Job Shop / Plate and Sheet Fabricator	2%	18%	25%	14%	11%	70%
End Product Manufacturer / OEM	4%	4%	0%	7%	0%	14%
All Other Processes	0%	4%	4%	0%	0%	8%

<b>Annual Gross Sales Volume</b>	Current Ratio					Totals
	< 1.2	1.3 - 2.1	2.2 - 3.9	4 - 5.7	> 5.8	
\$1 - \$9.9 Million	0%	4%	7%	4%	4%	19%
\$10 - \$19.9 Million	4%	4%	7%	11%	4%	29%
\$20 - \$49.9 Million	7%	14%	11%	7%	0%	39%
\$50+ Million	4%	4%	4%	0%	4%	15%

<b>Geographic Region</b>	Current Ratio					Totals
	< 1.2	1.3 - 2.1	2.2 - 3.9	4 - 5.7	> 5.8	
Northeast	0%	7%	11%	0%	7%	25%
South	7%	4%	11%	4%	4%	30%
Midwest	7%	14%	0%	18%	0%	39%
West	0%	0%	7%	0%	0%	7%

<b>Primary Technology</b>	Current Ratio					Totals
	< 1.2	1.3 - 2.1	2.2 - 3.9	4 - 5.7	> 5.8	
Sheet Metal Fabricating	14%	18%	29%	21%	4%	86%
Plate & Structural Fabricating	0%	7%	0%	0%	7%	14%



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