

Architects Performance

**A Survey of the Fee Incomes, Costs & Profits,
Staffing and Performance Indicators in
Private Architectural Practices**

2009 edition



Pages from Architects Performance which are included in this sample are highlighted in the contents list, below. This sample is intended for illustrative purposes only, to show the type of information covered and examples of the layout. Data has been amended - these are NOT the published tables / charts.

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Architects Performance 2009 edition Contents

	<i>page:</i>
Section 1: Survey Background	
Introduction	2
How performance data is collected	3
Respondent profile	3
How to use these statistics	4
Definitions	5
Section 2: Fee Earnings	
The market in context	6
Market share by practice size	8
Market share by region	10
Architects fee earnings	12
Composition of fee earnings	14
Section 3: Costs & Profits	
Costs & profits overview	16
Practice costs	18
Practice profits	19
Recent trends in costs & profits	20
Section 4: Performance Indicators	
Fee earnings per head	23
Costs per principal	26
Profits per principal	27
Section 5: Projects & Services	
Fee earnings from market sectors	28
Involvement in market sectors	29
Size and contract type of jobs	32
Section 6: Staffing Performance	
Staff ratios	34
Incremental staffing measures	36
Trends in staffing numbers	38
Appendix	
Statistical terms explained	40



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The information in this publication is based on a survey of private architectural practices undertaken over the 12 month period ending in July 2008. Whilst every effort has been made to ensure the accuracy of information in this publication, Mirza & Nacey Research Ltd can accept no responsibility for any errors of fact, omissions, or opinions expressed. The information supplied should be used as an aid to decision making and not as the sole basis for taking such decisions.

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The Fees Bureau
Mirza & Nacey Research Ltd
Southdown House
Ford, Arundel
West Sussex
BN18 0DE
Tel: 01243 551302

www.feesbureau.co.uk



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The contents of this report have been independently certified by the Construction CPD Certification Service as conforming to industry-wide Continuing Professional Development requirements.

Architects' Fee Earnings

The data in this section is expressed as 'average fee earnings per firm'. Here we look at what 'average' practices are earning, as distinct from the total market statistics reported on pages 6-11.

Average fee earnings per practice grow in line with practice size, so that a ten person firm generates fee earnings which are seven times greater than a two person consultancy. Chart 2-9 demonstrates just how close the relationship is between practice size and turnover; average fee earnings for the full

range of respondents are very close to the 'line of best fit'.

Table 2-6 shows the range in fee earnings amongst firms in each size group. xx per cent of one person practices generate a fee income of under £50,000; while xx per cent of two person practices earn between £100,000 and £200,000

CHART 2-8

Average (median) fee earnings, 2007/08, analysed by size of practice

SAMPLE ONLY

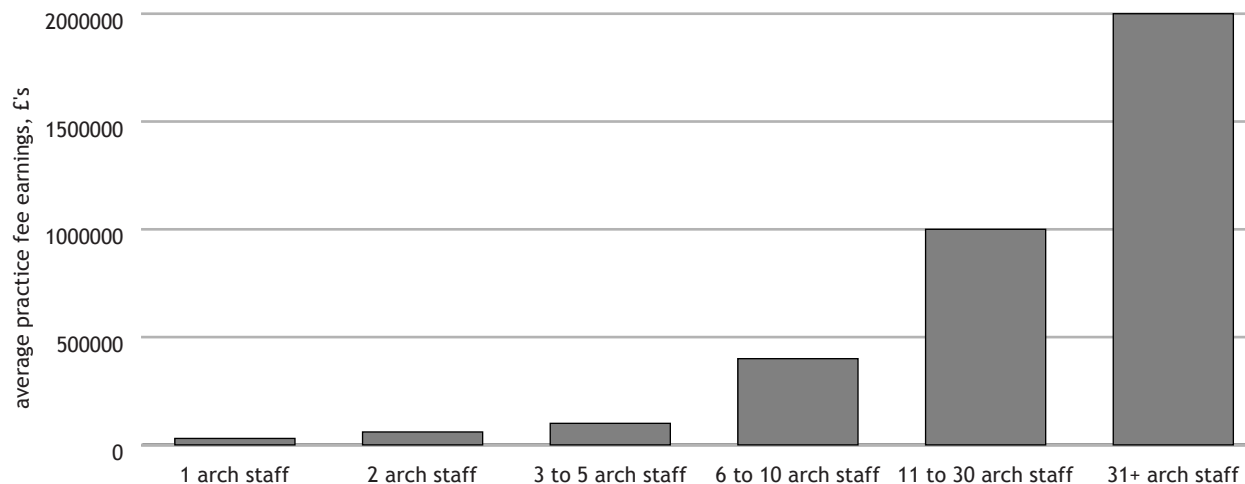


TABLE 2-6

Range of practice's fee earnings, 2007/08

SAMPLE ONLY

per cent reporting fee earnings	size of practice (no. architectural staff)						ALL
	1	2	3 to 5	6 to 10	11 to 30	31+	
<£15,000	5	5	5	5	5	5	5
£15-29,999	5	5	5	5	5	5	5
£30-49,999	5	5	5	5	5	5	5
£50-99,999	5	5	5	5	5	5	5
£100-199,999	5	5	5	5	5	5	5
£200-499,999	5	5	5	5	5	5	5
£500-999,999	5	5	5	5	5	5	5
£1m-1,999,999	5	5	5	5	5	5	5
£2m-4,999,999	5	5	5	5	5	5	5
£5,000,000+	5	5	5	5	5	5	5

CHART 2-9
Relationship between practice average (mean) fee earnings
and number of staff employed, 2007/08

SAMPLE ONLY

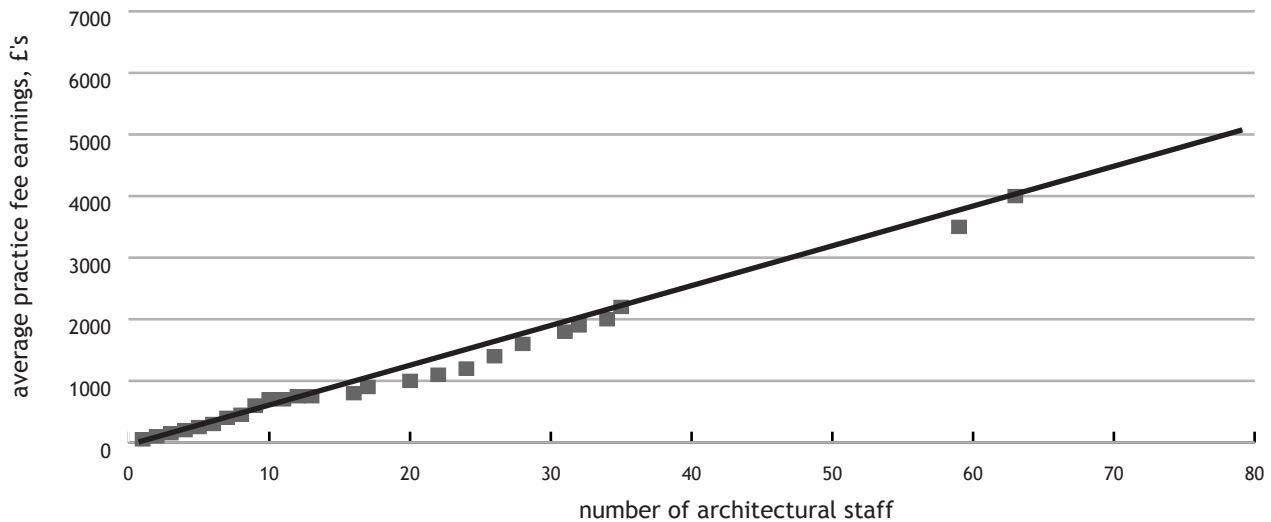


TABLE 2-7
Firm average (mean) fee earnings, 2007/08, for selected sizes of practice

SAMPLE ONLY

Size: Number of architectural staff	average fee earnings per practice £'s, mean
1 arch staff	45,000
2 arch staff	45,000
5 arch staff	145,000
10 arch staff	445,000
20 arch staff	1,045,000
50 arch staff	4,045,000

TABLE 2-8
Firm average (median) fee earnings, 2007/08, analysed by size of practice

SAMPLE ONLY

Size: Number of architectural staff	fee earnings per practice, £'s		
	lower quartile	median	upper quartile
1 arch staff	45,000	45,000	45,000
2 arch staff	45,000	45,000	45,000
3 to 5 arch staff	45,000	45,000	45,000
6 to 10 arch staff	45,000	45,000	45,000
11 to 30 arch staff	45,000	45,000	45,000
31 or more arch staff	45,000	45,000	45,000

Fee earnings per Principal / Director

CHART 4-1

Average (median) fee earnings 2007/08 per Principal/Director, analysed by size of firm

SAMPLE ONLY

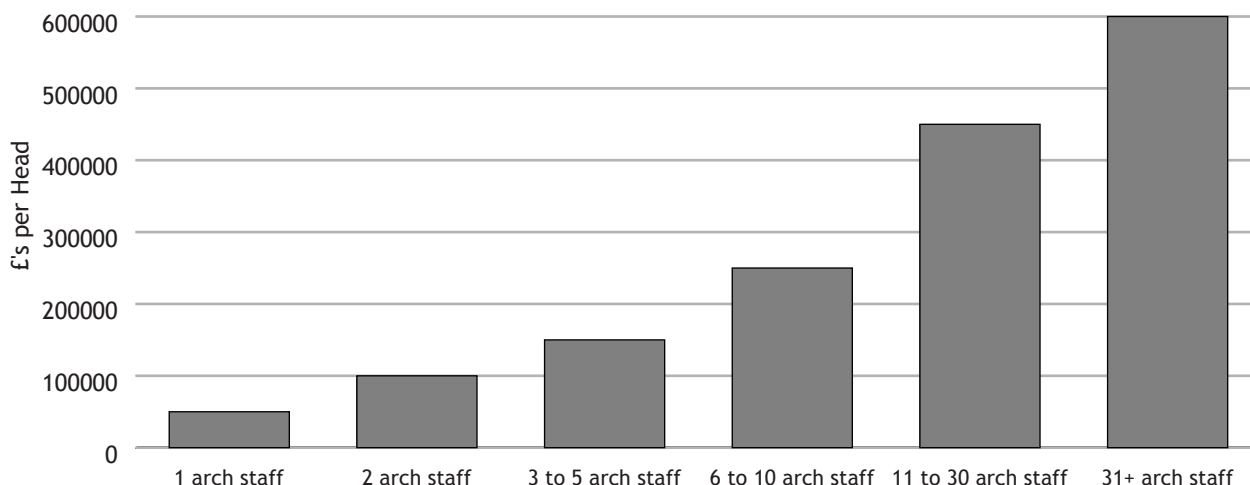


TABLE 4-1

Fee earnings 2007/08 per Principal/Director, analysed by size of practice

SAMPLE ONLY

Size: Number of architectural staff	fee earnings per Principal, £'s		
	lower quartile	median	upper quartile
1 arch staff	45,000	45,000	45,000
2 arch staff	45,000	45,000	45,000
3 to 5 arch staff	45,000	45,000	45,000
6 to 10 arch staff	45,000	45,000	45,000
11 to 30 arch staff	45,000	45,000	45,000
31 or more arch staff	45,000	45,000	45,000

TABLE 4-2

Fee earnings 2007/08 per Principal/Director, analysed by region

SAMPLE ONLY

Region	fee earnings per Principal, £'s		
	lower quartile	median	upper quartile
London	45,000	45,000	45,000
South East	45,000	45,000	45,000
South West	45,000	45,000	45,000
Midlands/East Anglia	45,000	45,000	45,000
North	45,000	45,000	45,000
Wales	45,000	45,000	45,000
Scotland	45,000	45,000	45,000
Northern Ireland*	45,000	45,000	45,000

* small sample size