

2014 MIA Fabricator Benchmarking Report Executive Summary



INTRODUCTION

For the second year, the Marble Institute of America (MIA) solicited input from North America fabricators during the fourth quarter of 2014. The 2014 study was made possible by a grant received from Cosentino NA, KOHLER CO and TENAX USA. Each participating fabricator received a confidential report detailing their individual company information with comparisons to the information included in this report. Fabricator participation was free.

While the survey questions were posed to fabricators, the report offers relevant information for suppliers and international companies seeking information about the North American market.

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The results of this study, along with several other key industry trends/reports, are posted by the MIA's Industry Research and Information Department on the MIA's online industry statistics web portal. To learn more about upcoming studies, go online to www.marble-institute.com/data

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SPECIAL THANKS TO:



I. ABOUT THE PARTICIPANTS

In each of the past two years, over two hundred fabricators participated in this annual benchmarking survey. The 2014 participants included more MIA members, more accredited fabricators, more automated production facilities, and approximately the same number of companies that utilize their own installation teams.

Forty (40) percent of the companies participating in 2014 also participated in 2013. The total number of companies participating the past two years was four hundred three (403) after accounting for companies that participated both years. Since the past two years have both been economic recovery years for many stone companies, a follow-up report will be issued during the summer of 2015 which will provide the stone industry with a 2-year perspective (using the most recent data submitted by each of the 403 companies and others who submitted their data after February 1, 2015).

Chart 1: Participation Statistics

	2014	2013
Number of Companies Participating	212	255
Percentage Participated in 2013	40%	
MIA Member Companies	52%	39%
MIA Accredited Company (the highest credential in the dimension stone industry)	14%	10%
Percentage Operating Manual Shops (Bridgesaw only)	21%	30%
Percentage Operating Automated Shops	79%	70%
Percentage Utilizing Own Installation Teams	92%	92%
Percentage of US Companies	94%	NA
Percentage of Canadian Companies	6%	NA

The 2014 report had fewer companies participate with annual sales under \$1M, while the number of \$5M sales participants grew by the largest percentage.

Chart 2: Breakdown of 2013 and 2014 Participants

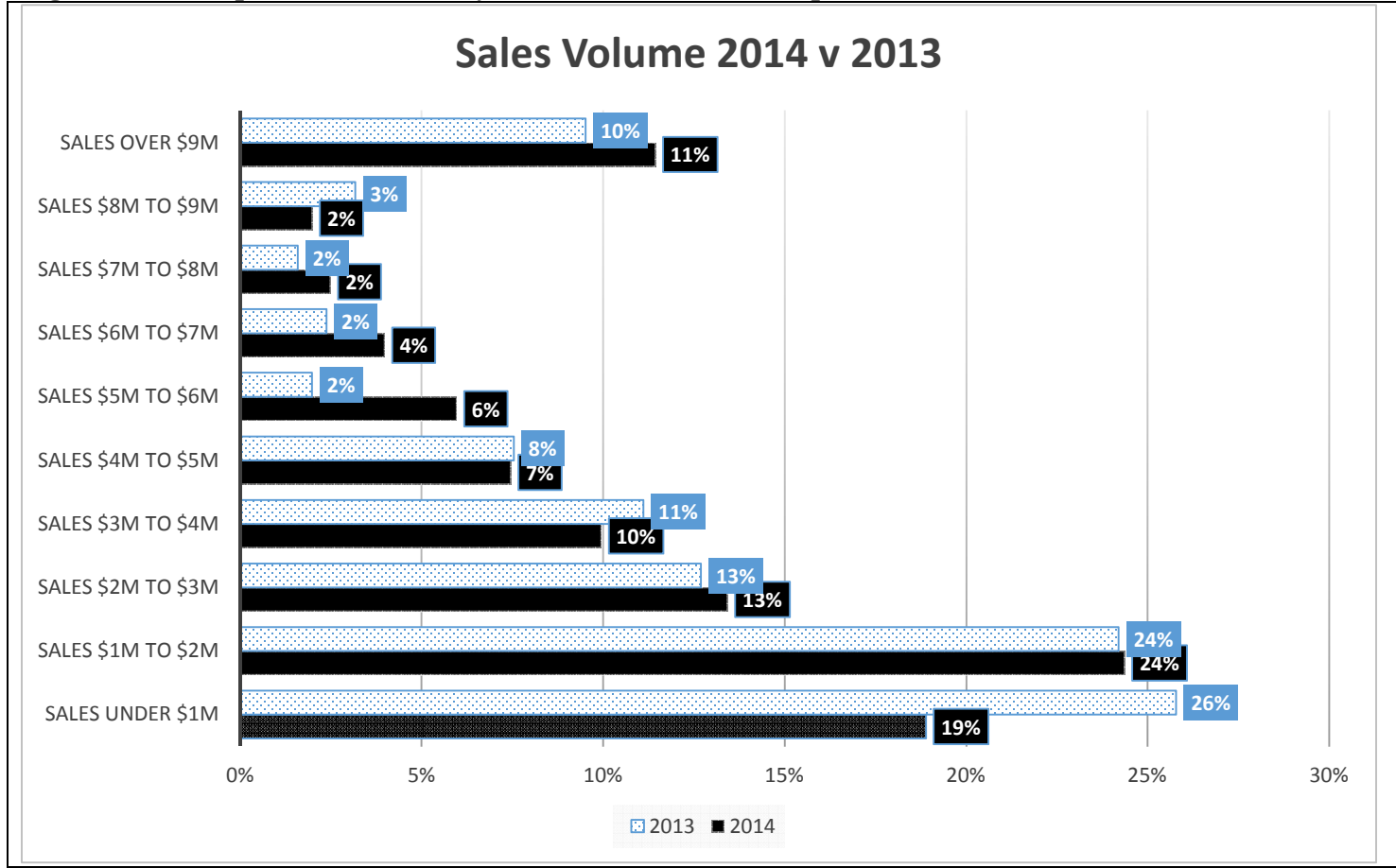
	2014	2013
Sales \$999K or Less	18.9%	25.8%
Sales \$1M to \$1.999M	24.4%	24.2%
Sales \$2M to \$4.999M	30.8%	31.3%
Sales over \$5M	25.9%	18.7%

Several past participants requested that the \$5M+ participants be shown in smaller sales increments. Both a chart and bar graph are provided showing the differences between 2013 and 2014.

Chart 3: Participant Breakdown by Sales Volume

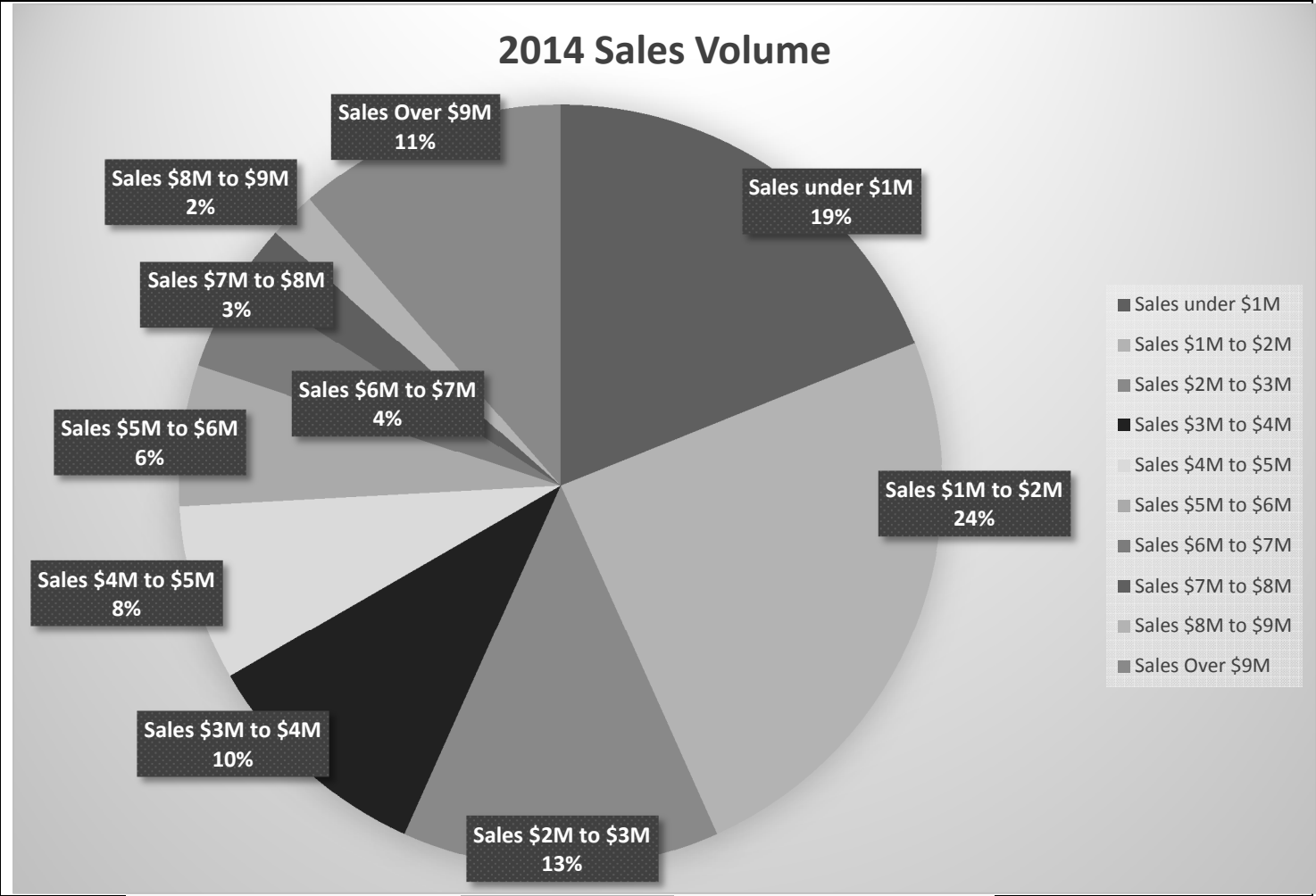
	2014	2013
Sales under \$1M	19%	26%
Sales \$1M to \$2M	24%	24%
Sales \$2M to \$3M	13%	13%
Sales \$3M to \$4M	10%	11%
Sales \$4M to \$5M	7%	8%
Sales \$5M to \$6M	6%	2%
Sales \$6M to \$7M	4%	2%
Sales \$7M to \$8M	2%	2%
Sales \$8M to \$9M	2%	3%
Sales Over \$9M	11%	10%

Figure 1: Participant Breakdown by Sales Volume – Bar Graph



NOTE: additional sales breakdowns are depicted in section 5.

Figure 2: 2014 Sales Volume



II. EMPLOYEE BREAKDOWN

Average number of employees:

While the average number of employees per company grew from 2013 and 2014, this is more likely a reflection on the companies that participated versus an influx of employee hiring. Yet the percentage of employees employed by manual shops vs automated shops was consistent for both years.

Chart 4: Employee Statistics

	2014	2013
Average Number of Employees	31.0	23.9
Average Number of Employees for a Manual Shop	10.0	9.1
Average Number of Employees for an Automated Shop	38.3	31.4
Average Salary per Employee	\$49K	\$44K
NOTE: Average Salary per Employee is comparable regardless of type of shop		

The following chart showcases the average number of participants based on sales volume.

Chart 5: Average Number of Employees by Sales Volume

	2014	2013
Sales under \$1M	6	6
Sales \$1M to \$2M	11	10
Sales \$2M to \$3M	16	15
Sales \$3M to \$4M	22	24
Sales \$4M to \$5M	27	28
Sales \$5M to \$6M	34	38
Sales \$6M to \$7M	38	40
Sales \$7M to \$8M	54	46
Sales \$8M to \$9M	49	59
Sales over \$9M	134	94

Average sales per employee:

This chart depicts the annual sales per employee. Refer also to the differences between manual vs. automated shops in section 4.

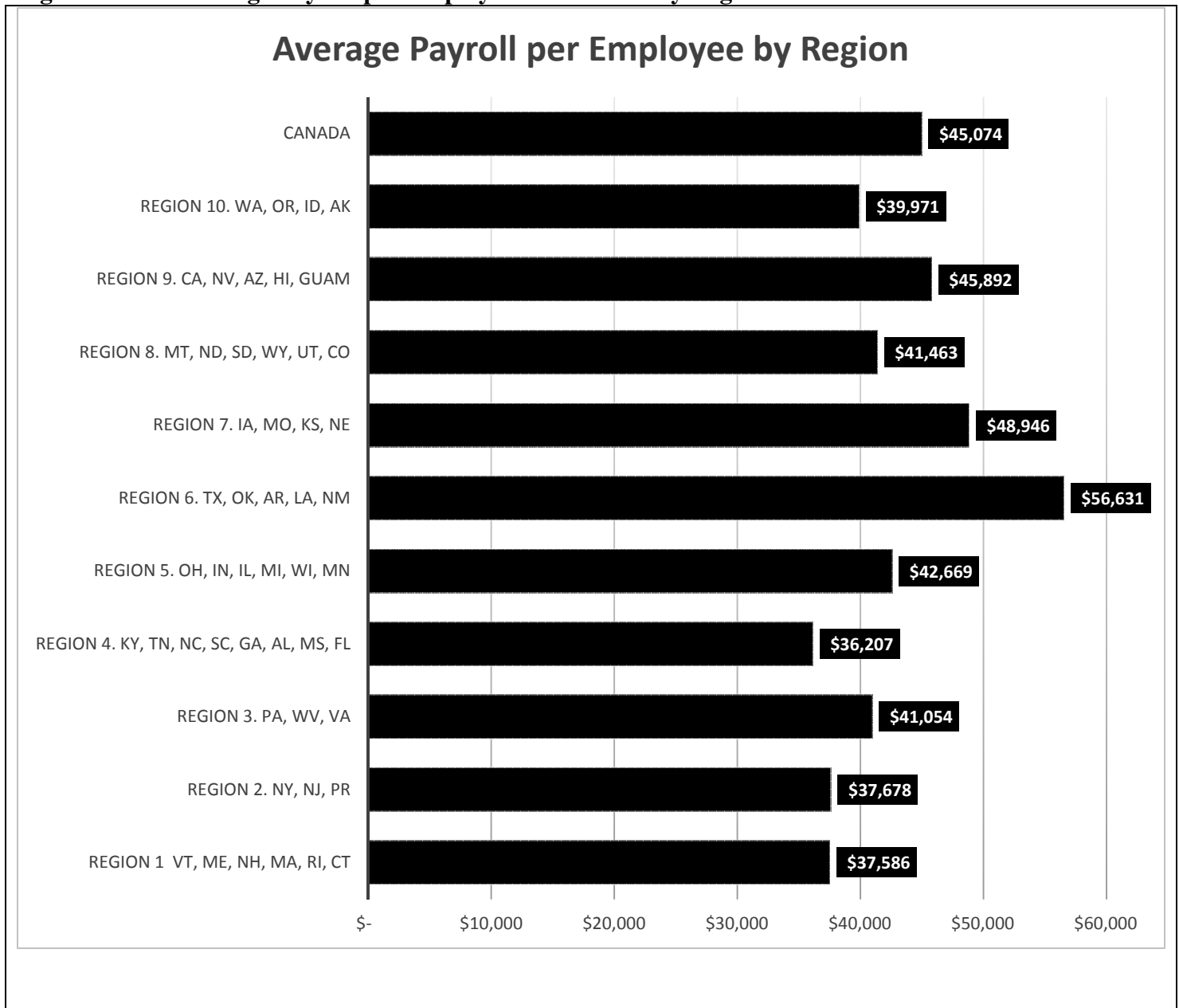
Chart 6: Average Annual Sales per Employee

	2014	2013	Difference '14 v '13
Sales under \$1M	\$87,061	\$86,933	0.15%
Sales \$1M to \$2M	\$126,394	\$134,768	-6.21%
Sales \$2M to \$3M	\$144,361	\$156,255	-7.61%
Sales \$3M to \$4M	\$155,676	\$137,775	12.99%
Sales \$4M to \$5M	\$156,601	\$154,165	1.58%
Sales \$5M to \$6M	\$153,015	\$138,665	10.35%
Sales \$6M to \$7M	\$162,964	\$156,962	3.82%
Sales \$7M to \$8M	\$138,745	\$158,791	-12.62%
Sales \$8M to \$9M	\$165,694	\$138,979	19.22%
Sales over \$9M	\$195,848	\$159,488	22.80%

Average payroll per employee:

New in the 2014 report, the average payroll per employee was broken out by region of the country. While, this data is new and will require additional study, it offers a glimpse into geographic differences.

Figure 3: 2014 Average Payroll per Employee Broken Out by Region

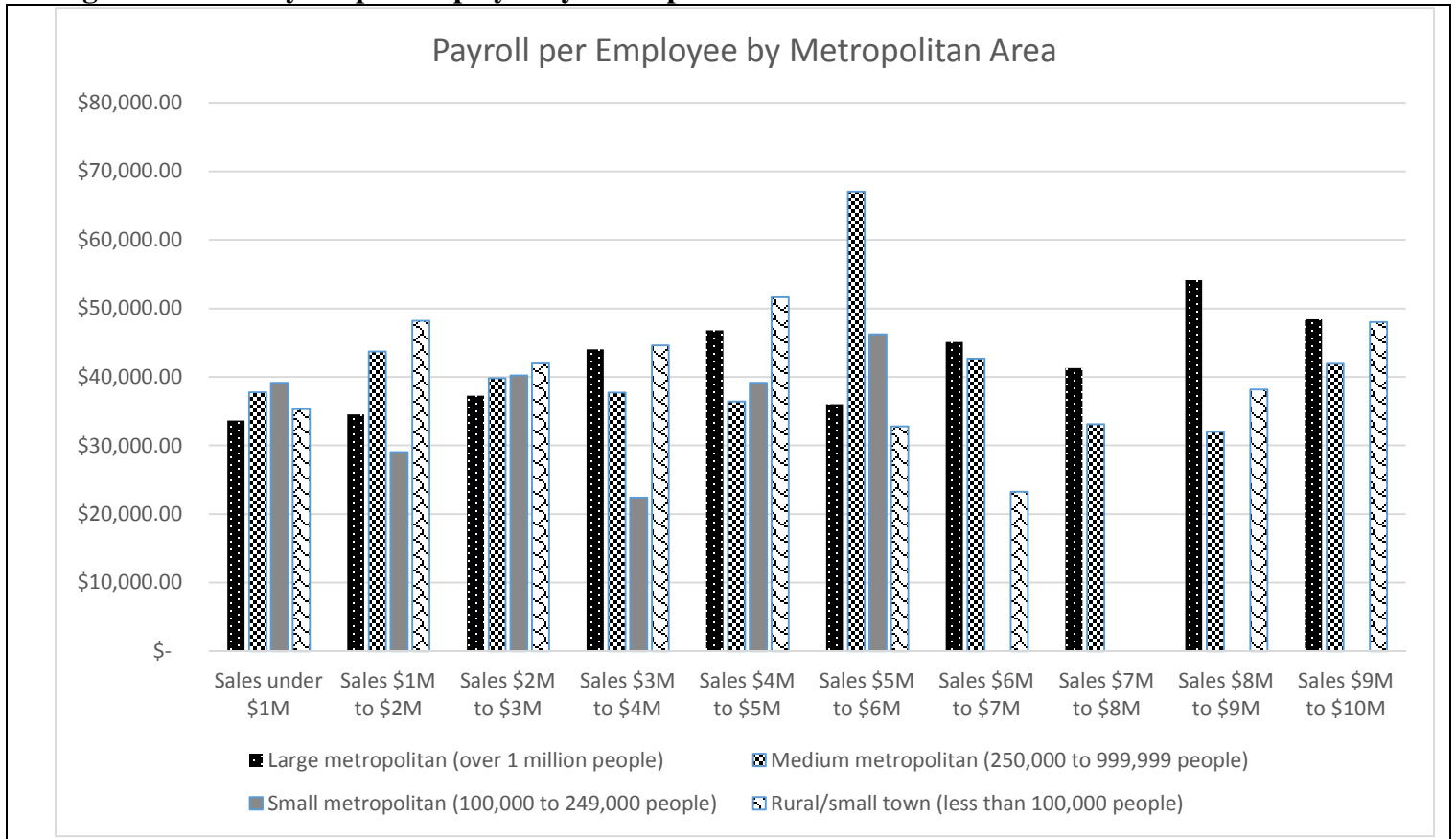


Average payroll per employee by metropolitan area:

The payroll per employee did vary based on the geographic demographics. Participants shared demographic information by identifying their location as one of the following:

- Large metropolitan (over 1 million people)
- Medium metropolitan (250,000 to 999,999 people)
- Small metropolitan (100,000 to 249,999 people)
- Rural/small town (less than 100,000 people)

Figure 4: 2014 Payroll per Employee by Metropolitan Area



NOTE: comparison data with 2013 participants is not available for region/metropolitan area.

Coming Soon

Over sixty-seven percent (67%) of the participants indicated that they would be interested in participating in a broader study showcasing salary and compensation data by employee type and industry segment. A “salary and compensation” survey and subsequent report is in development.

III. FACILITY SIZE

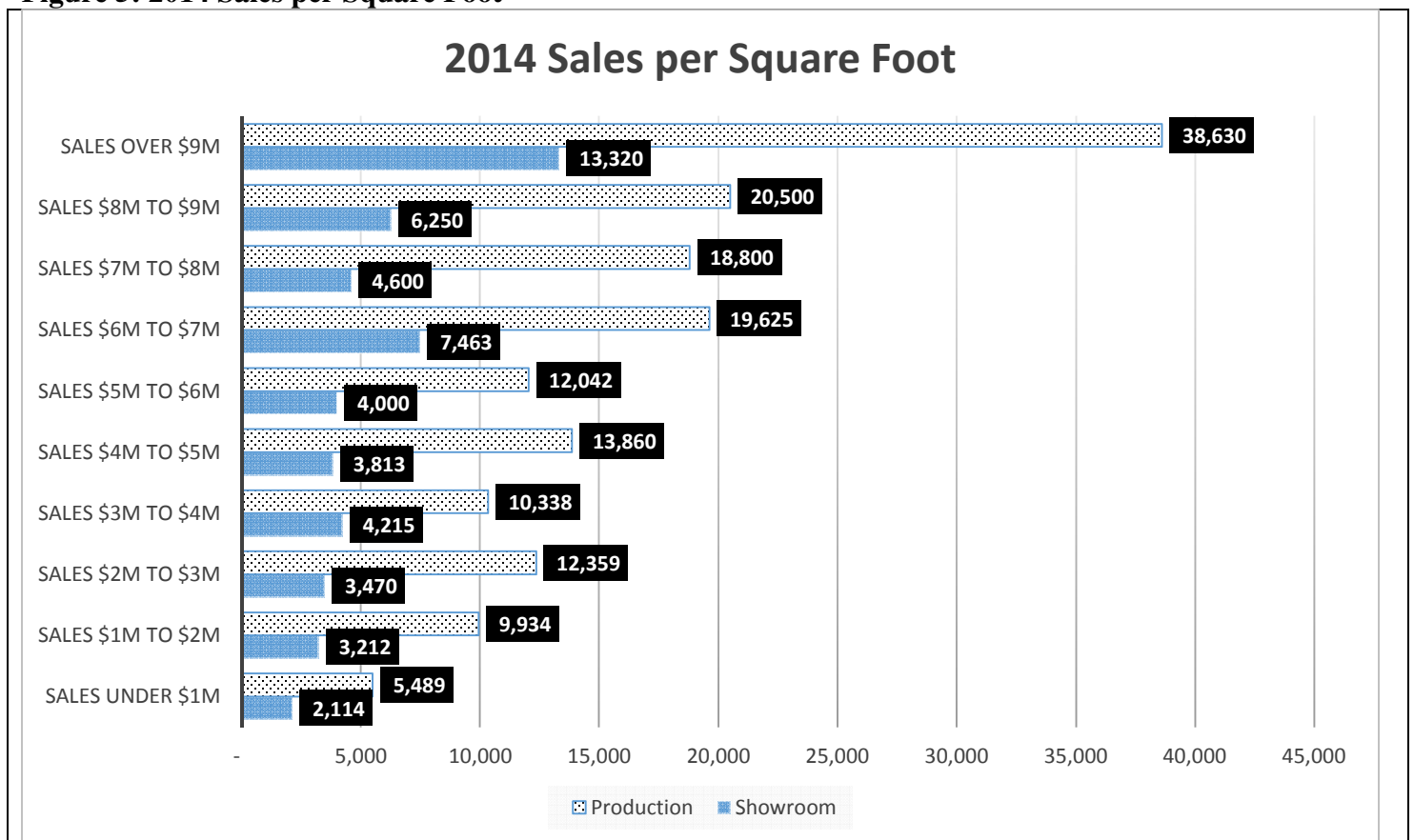
The information which follows depicts the average square feet designated for both showroom and production. The 2014 participants have an average square footage of shop/production space versus showroom space was 12,543 sq ft and 5,058 sq ft respectively. As a general rule, the higher the sales volume, the larger the facility. The charts which follow provide an overview of the data available.

Chart 7: Average Square Feet of Both Production and Showroom Space by Sales Volume

	2014	2014	Total	2013	2013	Total
	Showroom	Production	2014	Showroom	Production	2013
Sales under \$1M	2,114	5,489	7,603	1,487	5,536	7,023
Sales \$1M to \$2M	3,212	9,934	13,146	2,639	6,475	9,114
Sales \$2M to \$3M	3,470	12,359	15,830	2,378	7,334	9,713
Sales \$3M to \$4M	4,215	10,338	14,553	3,596	14,816	18,412
Sales \$4M to \$5M	3,813	13,860	17,673	4,542	12,532	17,074
Sales \$5M to \$6M	4,000	12,042	16,042	4,007	14,300	18,307
Sales \$6M to \$7M	7,463	19,625	27,088	4,667	16,500	21,167
Sales \$7M to \$8M	4,600	18,800	23,400	4,050	13,000	17,050
Sales \$8M to \$9M	6,250	20,500	26,750	7,650	26,388	34,038
Sales over \$9M	13,320	38,630	51,951	9,634	33,824	43,459

Companies that track sales per square foot of production space and/or sales per square foot of showroom space will find some comparisons in the following chart:

Figure 5: 2014 Sales per Square Foot



IV. EQUIPMENT

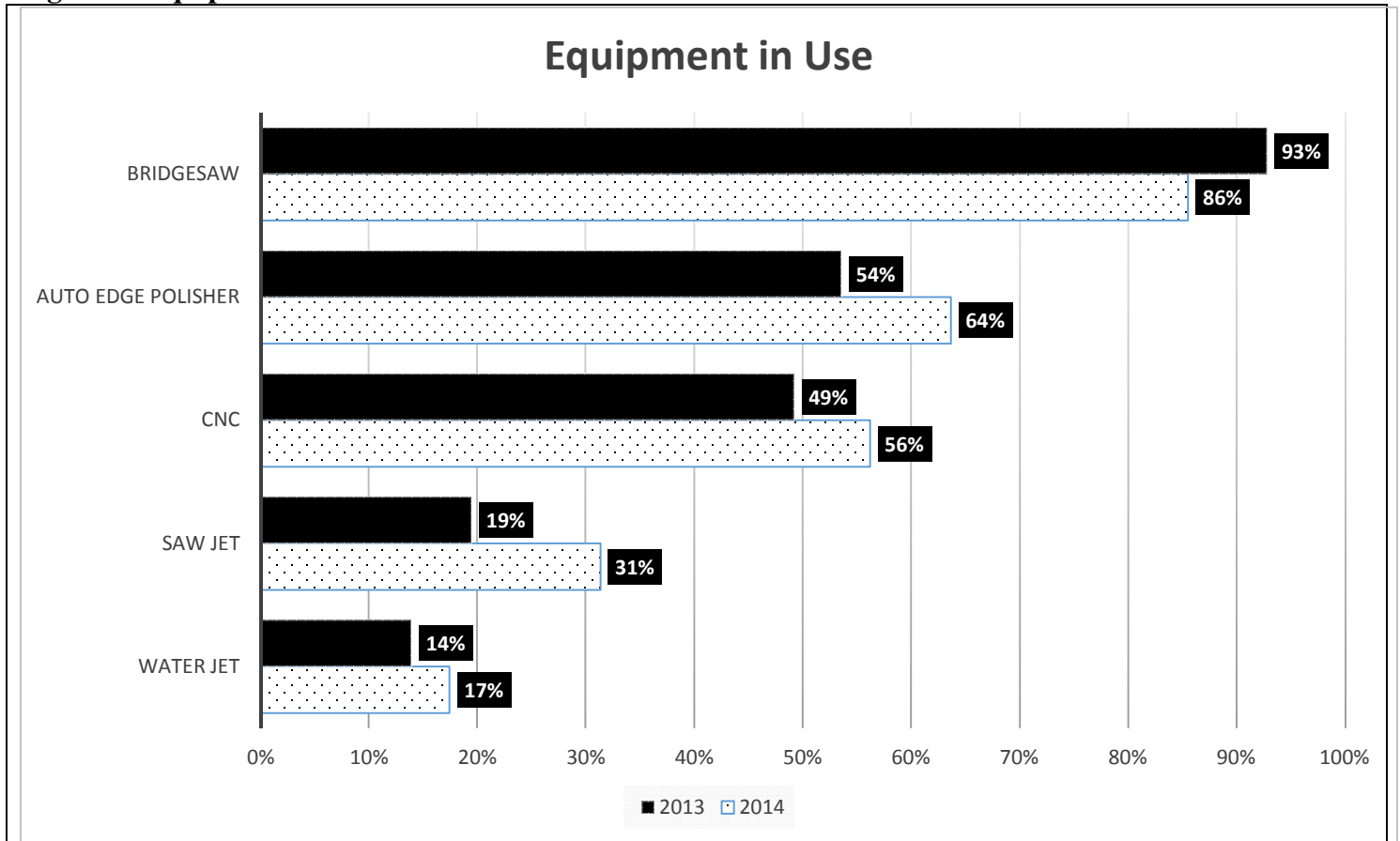
Equipment in Use

The 2014 participants have more automated equipment (CNC, Sawjet, Waterjet, etc.) than the 2013 participants. This resulted from two factors: 1) Purchases made by the 2013 participants (40% overlap of the 2014 participants) and, 2) The mix of new participants in 2014. The equipment in use is depicted as follows:

Chart 8: Equipment Statistics

	2014	2013
Use a Bridgesaw	86%	92%
Use an Auto Edge Polisher	64%	53%
Use a CNC	56%	48%
Use a Sawjet	31%	20%
Use a Waterjet	17%	15%

Figure 6: Equipment in Use



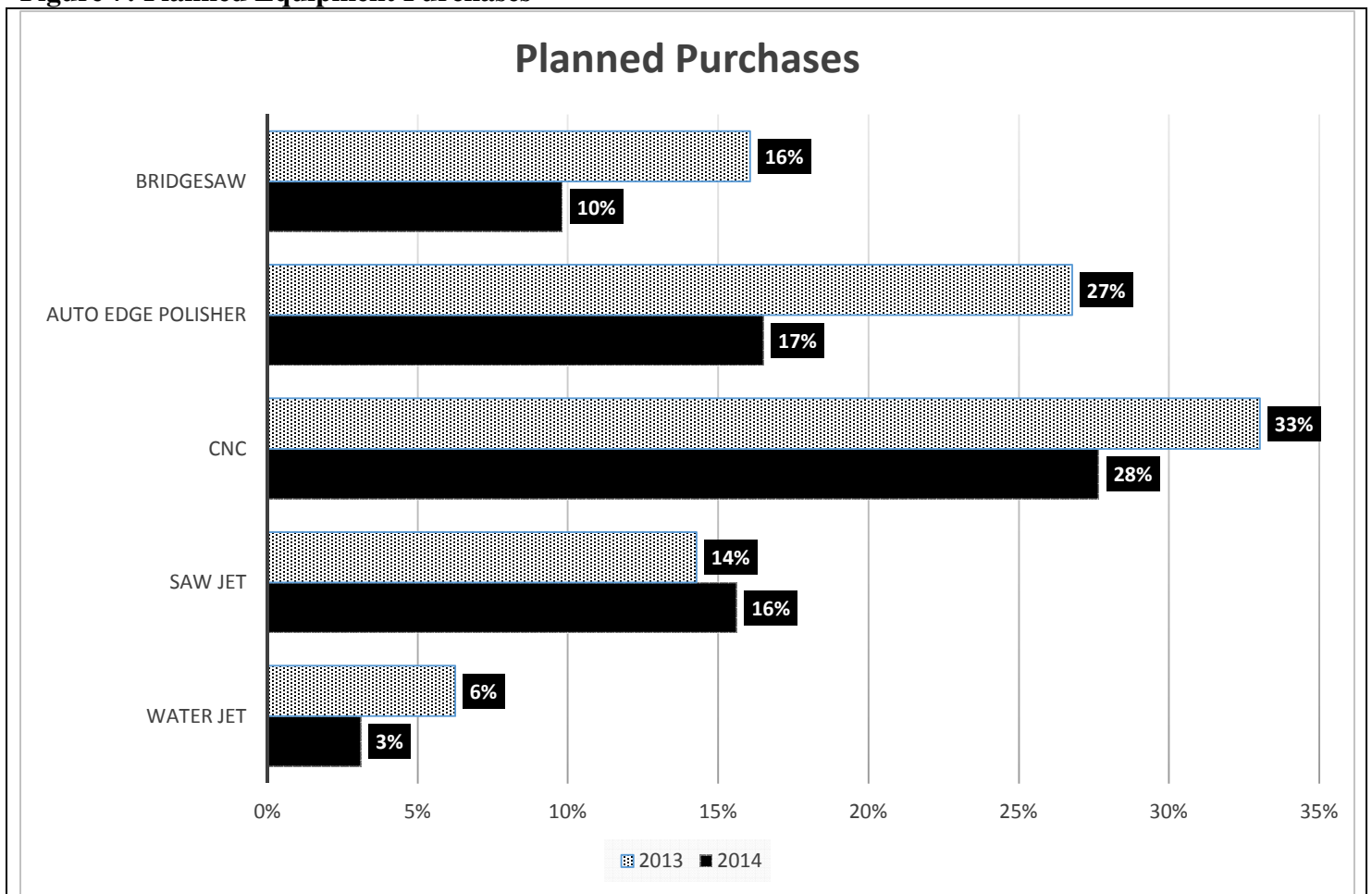
Planned Purchases

Many companies are planning equipment purchases in the upcoming year. Those in the \$1-5M range indicated they are more likely to make a planned purchase in 2015. The 2015 planned purchases are on par with those who expressed interest in making a purchase in 2014, as the following information depicts.

Chart 9: Planned Equipment Purchases

	Planned for 2015	Planned for 2014
Plan a Bridgesaw Purchase	10%	16%
Plan an Auto Edge Polisher Purchase	17%	27%
Plan a CNC Purchase	28%	33%
Plan a Sawjet Purchase	16%	14%
Plan a Waterjet Purchase	3%	6%

Figure 7: Planned Equipment Purchases



Manual vs. Automated Shops

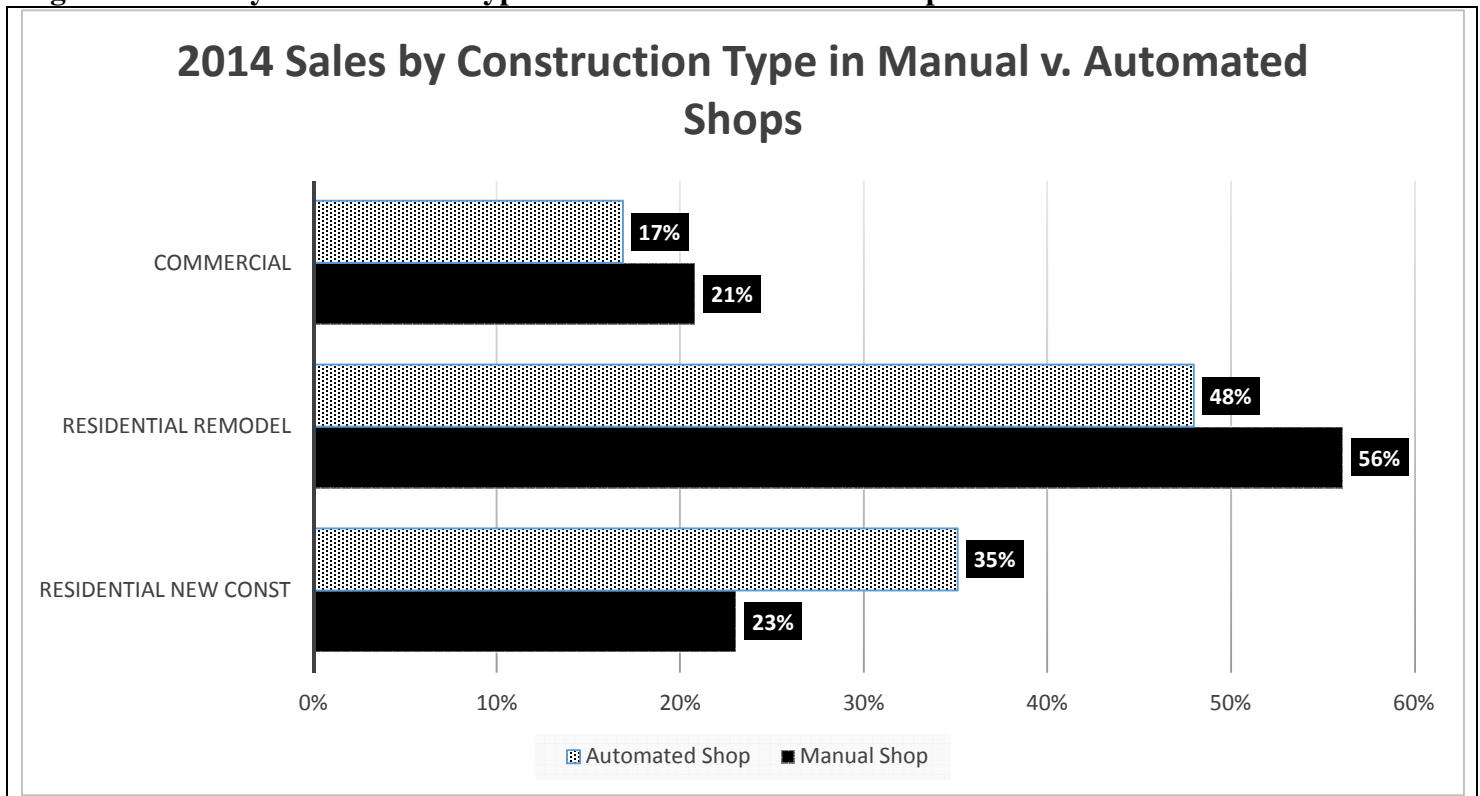
For purposes of this report, we define manual shops as those participants utilizing a bridgesaw and variety of hand tools. Automated shops are those companies that have additional equipment such as CNC, waterjet, edge polishers, etc.

Chart 10: Manual v. Automated Shops – Type of shop by Percent

	Percentage of shops in 2014	Percentage of shops in 2013
Manual Shops	21%	30%
Automated Shops	79%	70%

Type of construction: Again, automated shops are processing more commercial and residential new construction, while manual shops are more focused on the residential remodel sector.

Figure 8: Sales by Construction Type in Manual v Automated Shops



General comparisons: The following chart depicts some general differences specific to annual sales, payroll, average salary per employee and average number of employees.

Chart 11: Manual v. Automated Shops

	2014	2014		2013	2013	
	<u>Manual</u>	<u>Automated</u>	<u>2014</u>	<u>Manual</u>	<u>Automated</u>	<u>2013</u>
	<u>Shop</u>	<u>Shop</u>	<u>Total</u>	<u>Shop</u>	<u>Shop</u>	<u>Total</u>
Ave Annual Sales	\$ 1,420,175	\$ 6,456,569	\$ 5,418,137	\$ 1,399,320	\$ 4,385,131	\$ 3,502,050
Ave Annual Payroll	\$ 390,699	\$ 1,639,905	\$ 1,504,731	\$ 396,286	\$ 1,325,236	\$ 1,057,171
Ave Salary/Employee	\$ 42,058	\$ 42,832	\$ 44,442	\$ 42,736	\$ 43,421	\$ 42,183
Ave # of Employees	9.3	38.3	33.9	9.1	31.4	24.7

Utilities: While automated shops spend more money on utilities bills than their manual shop counterparts (see below), the comparison that should be highlighted is the average utility bill as a percentage of sales.

Figure 9: Average Utility Bill

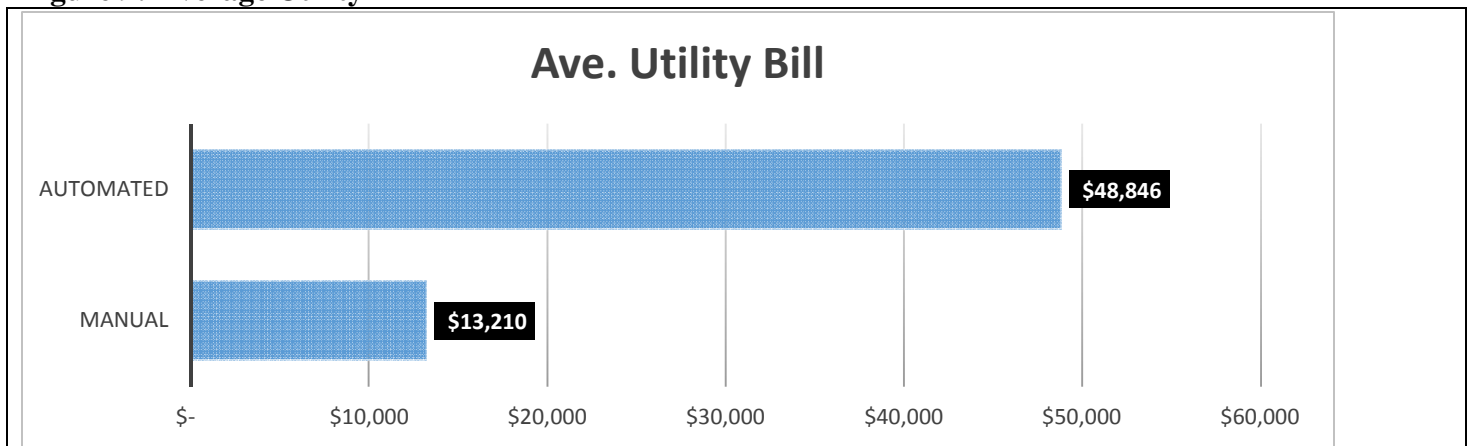
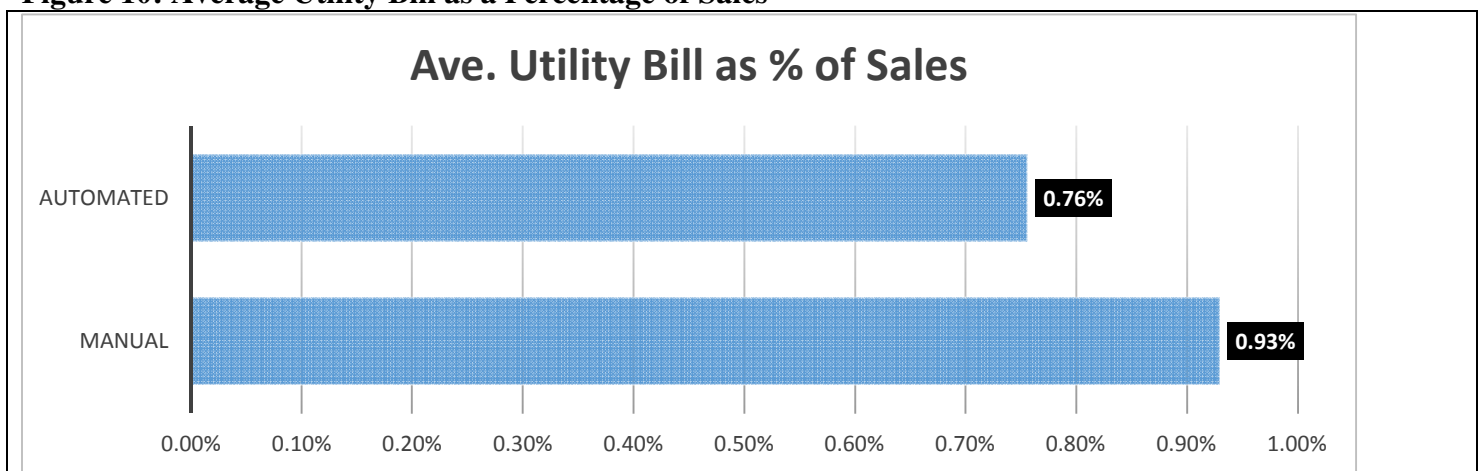
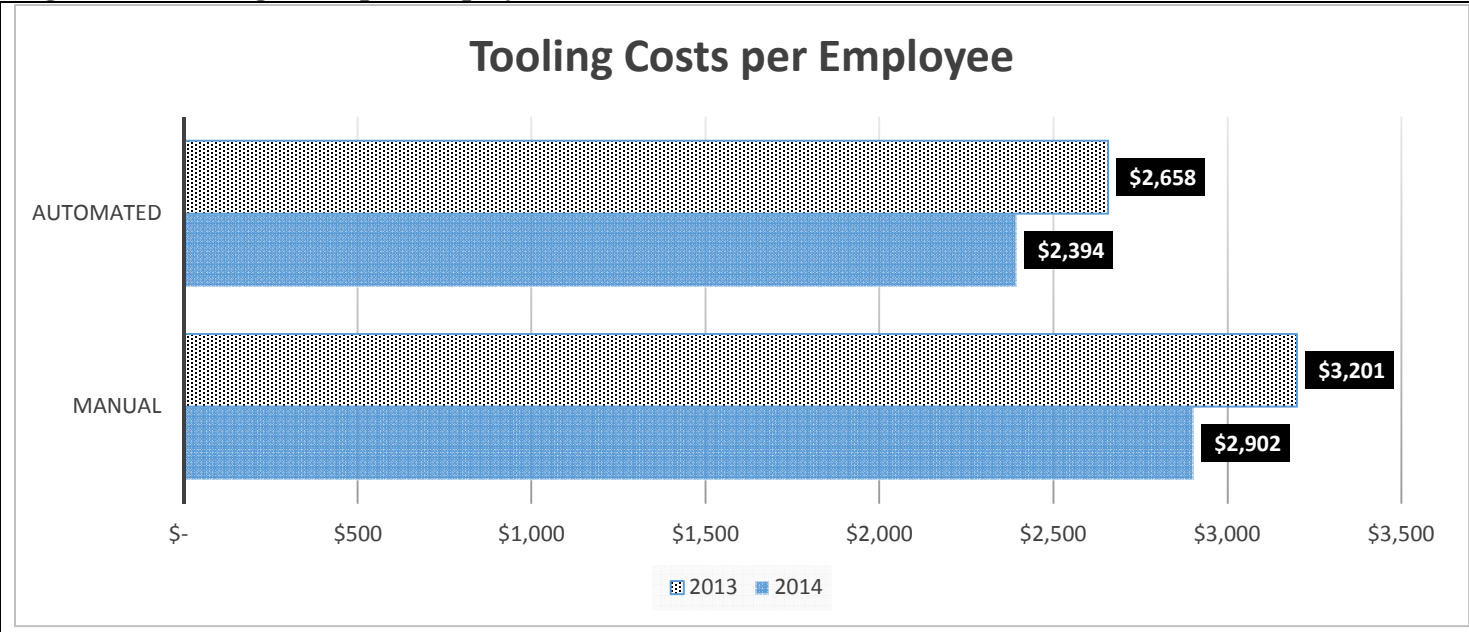


Figure 10: Average Utility Bill as a Percentage of Sales



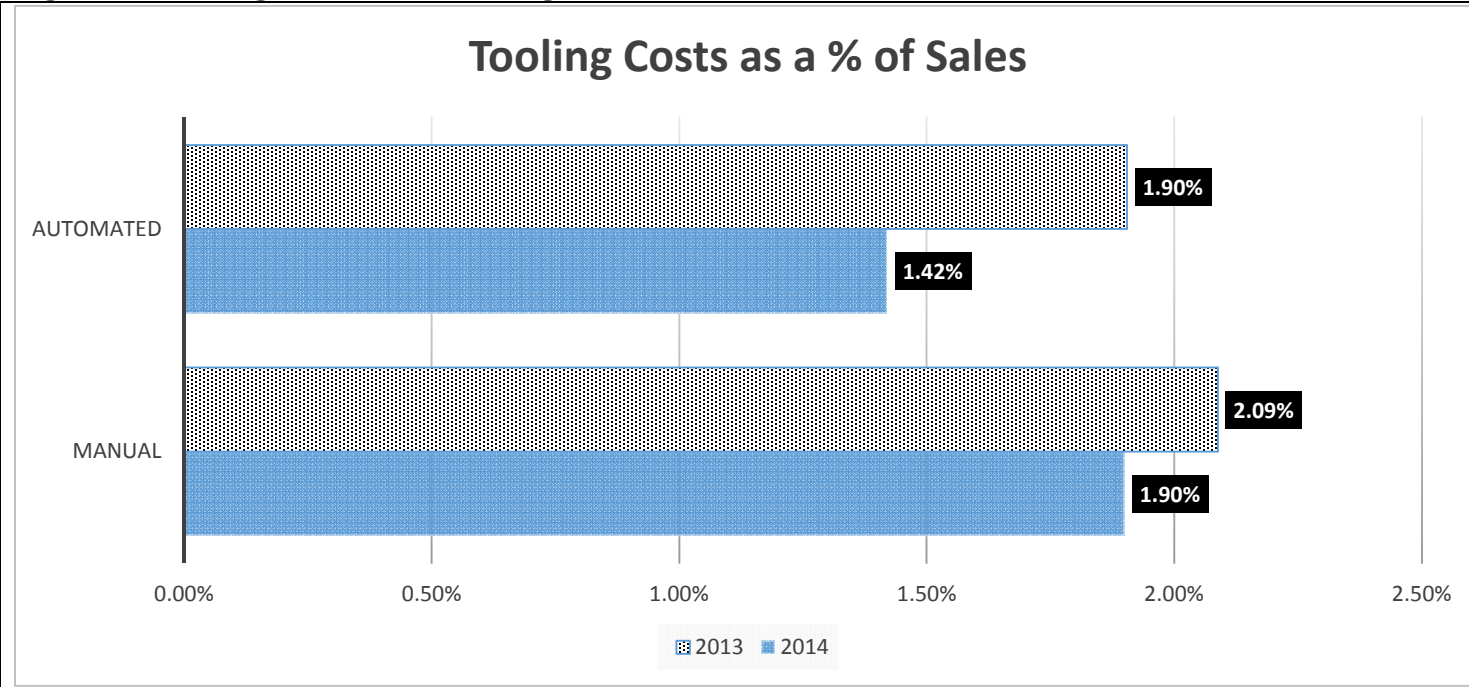
Tooling: In both of the past two years, the tooling costs per employee was measured. The results are depicted as follows:

Figure 11: Tooling Costs per Employee



NOTE: Over 50% of participants are now making tooling purchases online. See section 7.

Figure 12: Tooling Costs as a Percentage of Sales



SALES

Sales by metropolitan and region demographics

In past reports only the sales volumes were depicted. Due to the demographic data collected in the 2014 survey, sales volume can now be shown by metropolitan area and region. It also affords the opportunity to analyze a variety of business metrics in a better “apples to apples” comparison (for example: \$3M companies in large metropolitan areas face different challenges than \$3M companies in rural areas).

Some sample data is provided.

Chart 12: Rural v Metro Area Statistics

	<u>Participants</u>	<u>Annual Sales</u>	<u>Sales per Sq Ft Shop</u>	<u>Sales per Sq Ft Showroom</u>
Large metropolitan (over 1 million people)	30.5%	\$9,440,600	\$638	\$1,301
Medium metropolitan (250,000 to 999,999 ppl)	30.5%	\$5,344,059	\$333	\$1,195
Small metropolitan (100,000 to 249,000 ppl)	16.8%	\$2,122,649	\$153	\$472
Rural/small town (less than 100,000 ppl)	22.3%	\$2,466,401	\$223	\$665
All		\$5,315,043	\$380	\$1,051

	<u># of Employees</u>	<u>Annual Payroll</u>	<u>Ave Payroll per Employee</u>
Large metropolitan (over 1 million people)	175	\$2,330,134	\$45,811
Medium metropolitan (250,000 to 999,999 ppl)	32	\$1,613,753	\$50,496
Small metropolitan (100,000 to 249,000 ppl)	16	\$896,089	\$55,689
Rural/small town (less than 100,000 ppl)	16	\$649,932	\$39,859
All	31	\$1,357,048	\$43,772

Figure 13: Sales by Metropolitan Area

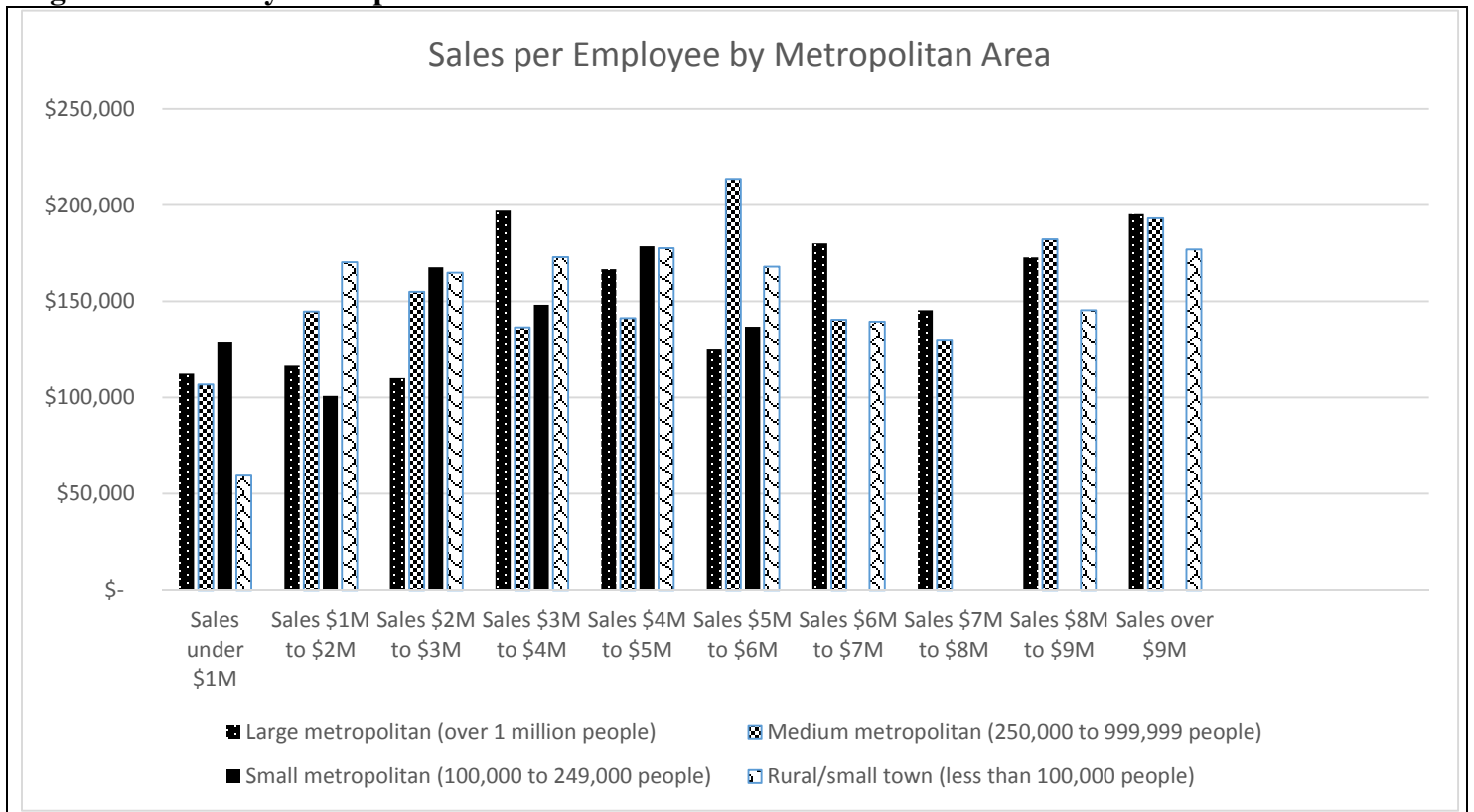


Figure 14: Sales per Employee by Metropolitan Area

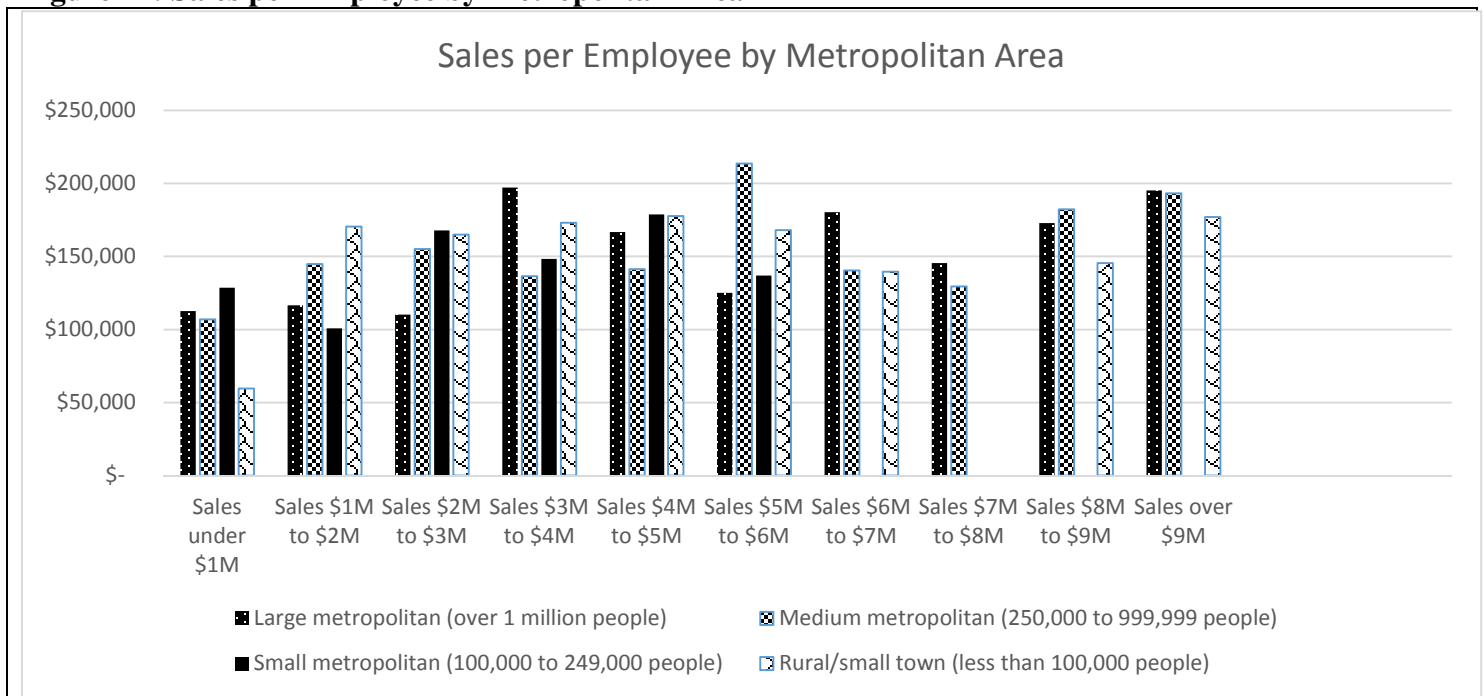
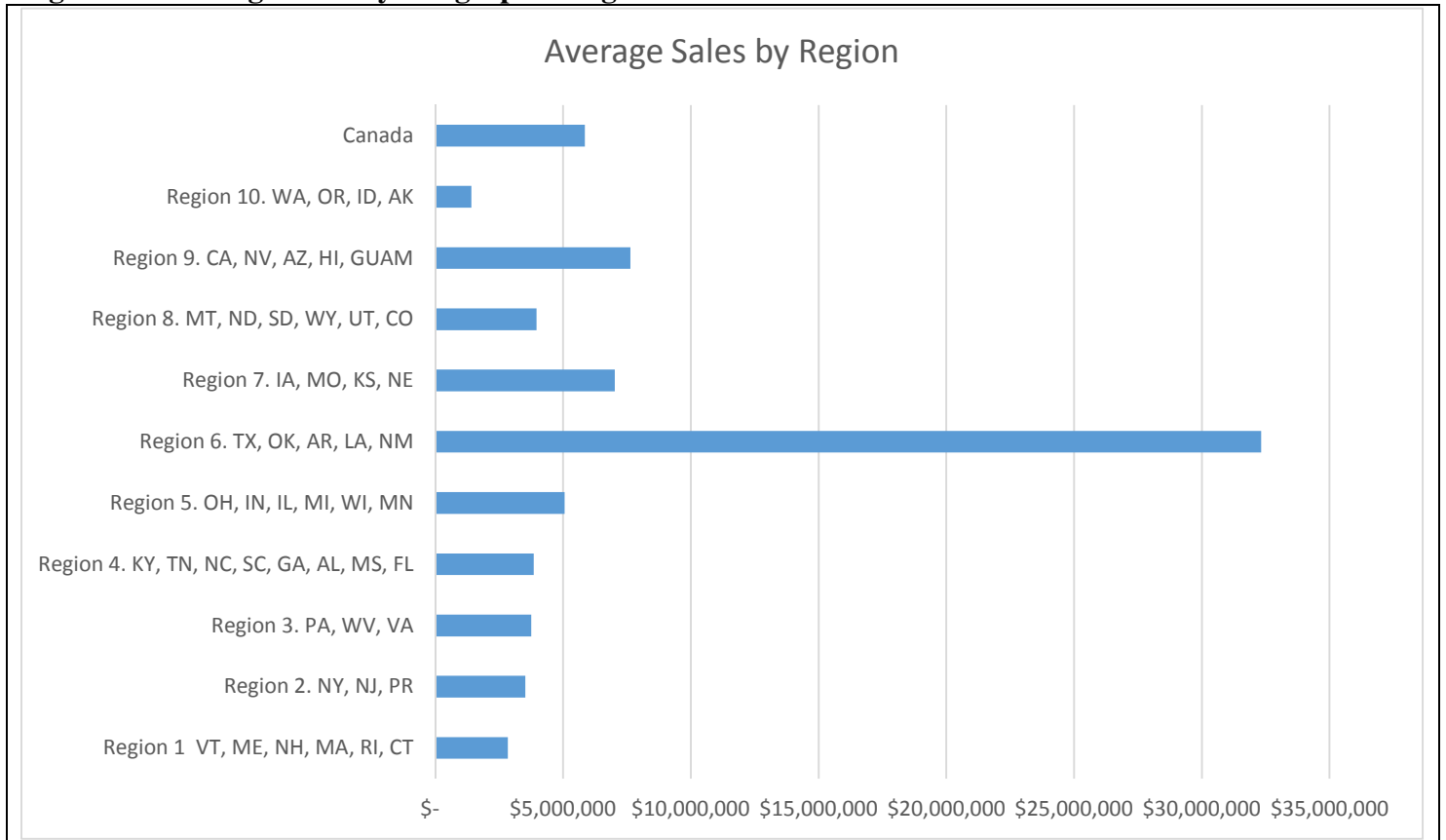


Figure 15: Average Sales by Geographic Region



Note: Region 6 had one company with an above average annual sales compared to other participants. The average sales without that company would have been \$23M.

See page 22 for Ranking of Natural and Quartz Stone Purchases by Geographic Region.

Sales by construction type

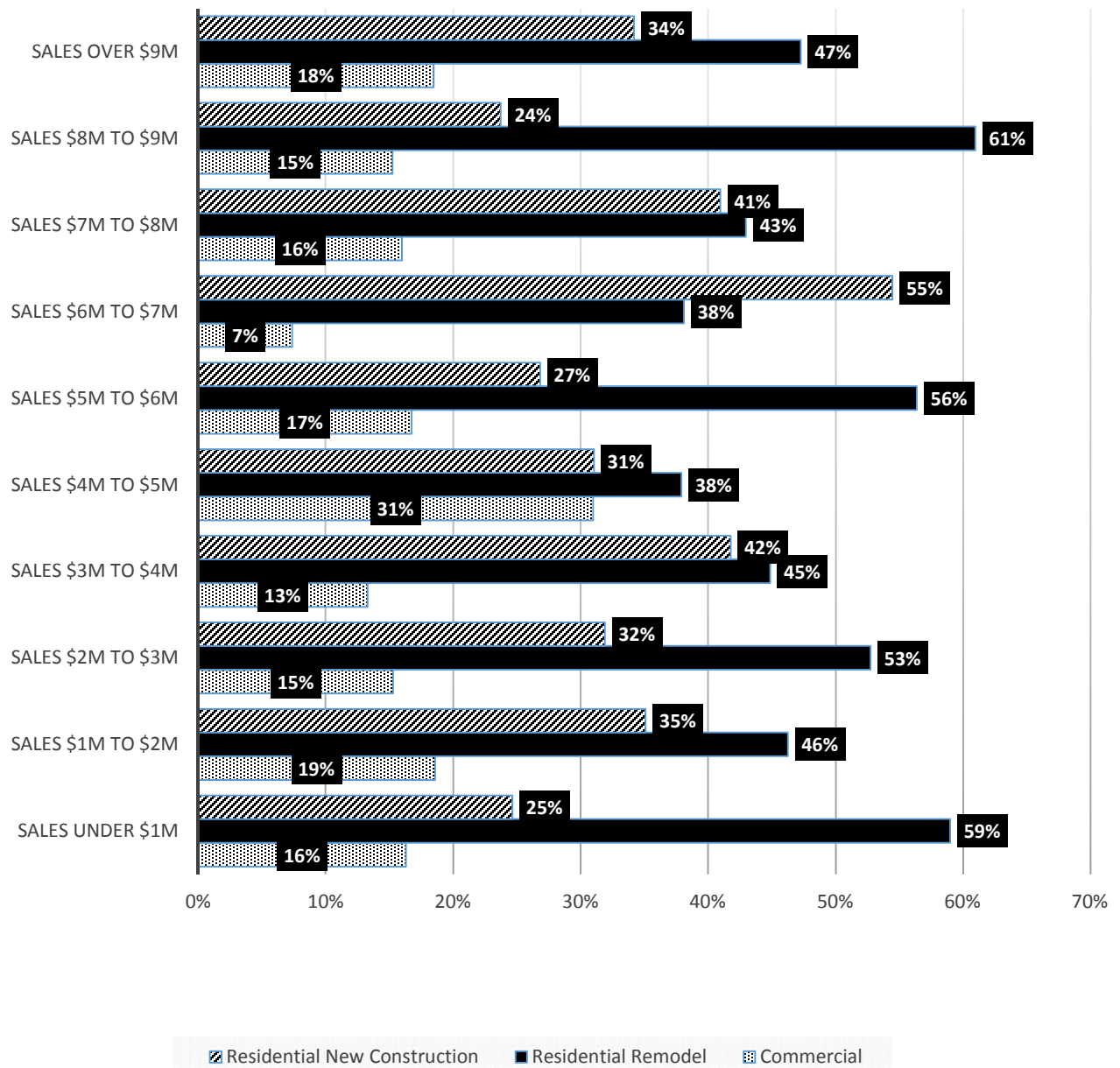
The largest concentration of sales is in the residential remodel sector. An increase in activity in the commercial arena was seen (range between 5-15 percentage points depending on the size of company responding).

Chart 13: Sales by Construction Type

	<u>Commercial</u>	<u>Residential Remodel</u>	<u>Residential New Construction</u>
Sales under \$1M	14%	56%	29%
Sales \$1M to \$2M	14%	51%	35%
Sales \$2M to \$3M	11%	43%	46%
Sales \$3M to \$4M	21%	48%	31%
Sales \$4M to \$5M	20%	48%	32%
Sales \$5M to \$6M	16%	57%	27%
Sales \$6M to \$7M	19%	34%	48%
Sales \$7M to \$8M	17%	43%	40%
Sales \$8M to \$9M	23%	31%	46%
Sales \$9M to \$10M	24%	56%	20%
Sales \$10M to \$15M	21%	48%	31%
Sales over \$15M	47%	36%	17%

Figure 16: Sales Breakdown by Construction Type

2014 Sales Breakdown by Construction Type



V. STONE PRODUCTION & SALES BY TYPE

Square foot production

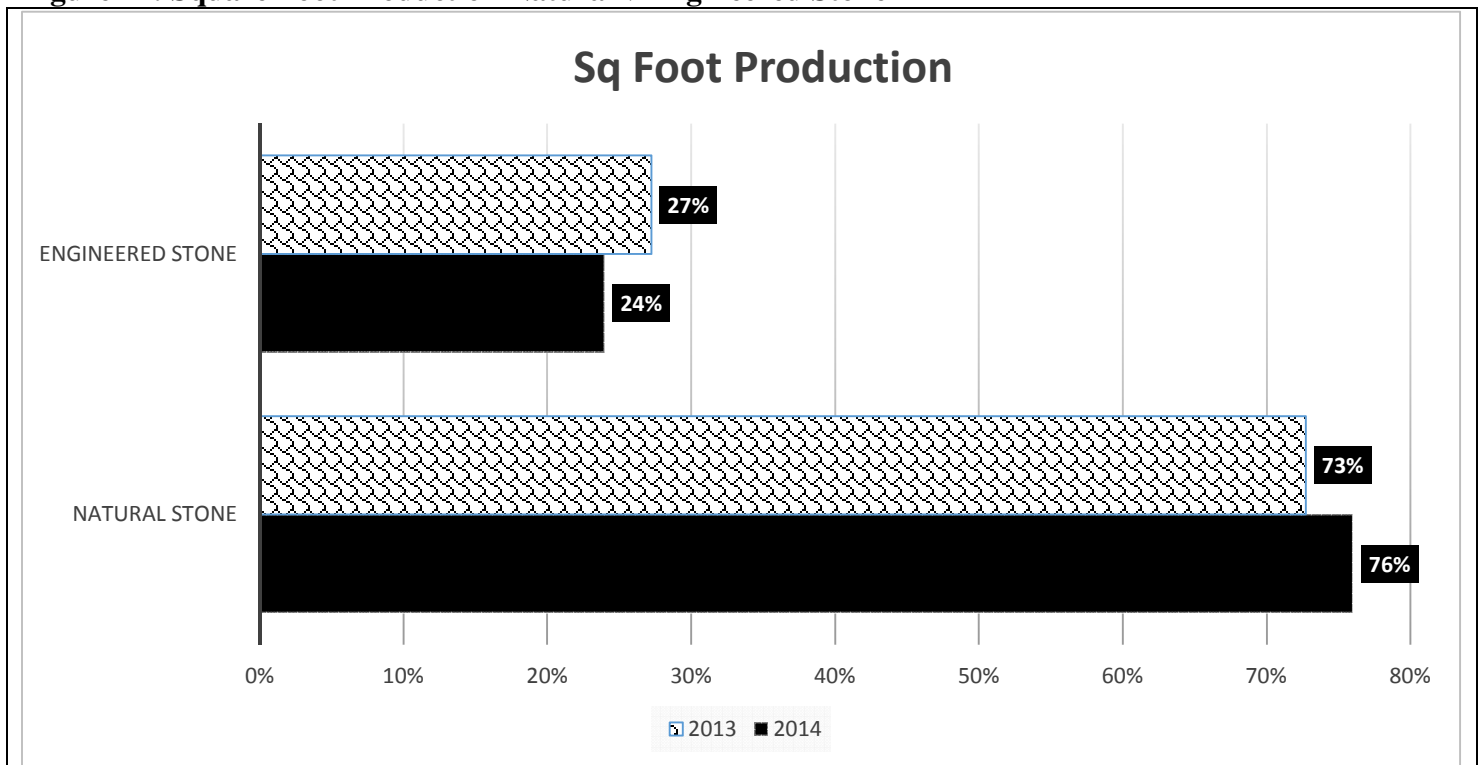
3cm material continues to be the dominant thickness of material being produced:

Chart 14: Thickness of Material

	2014	2013
1.2 cm	2%	2%
2.0 cm	17%	21%
3.0 cm	78%	75%
Greater than 3.0 cm	3%	2%

The participants are also processing a higher percentage of natural stone compared to engineered or quartz surfaces. The difference between 2014 and 2013 was three percent.

Figure 17: Square Foot Production Natural v Engineered Stone



Spending

The following charts showcase the level of spending on both natural and quartz surfaces along with some comparisons.

Figure 18: Spending on Natural Stone as a Percentage of All Stone (2014 v 2013)

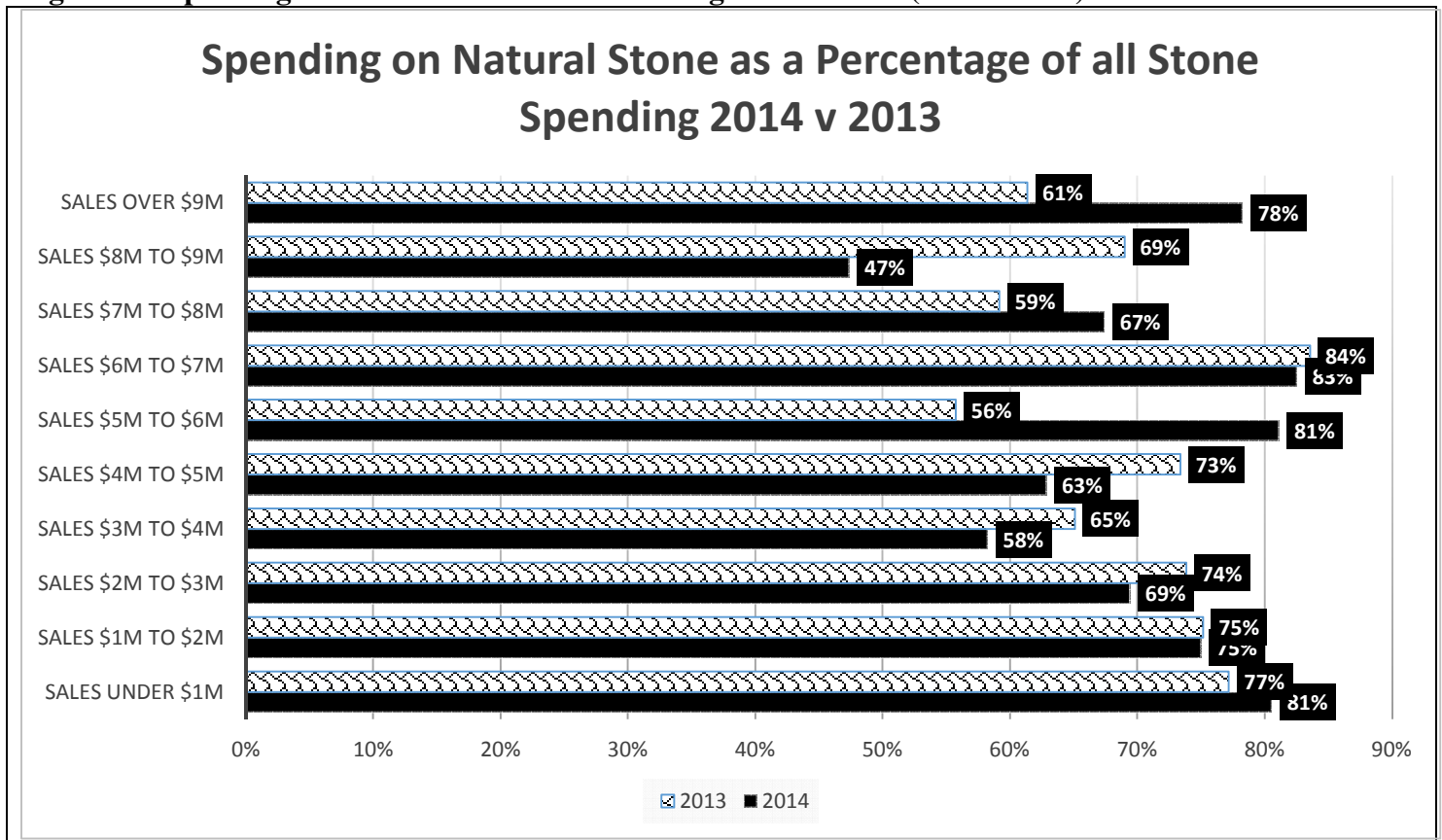


Figure 19: 2014 Spending on All Stone

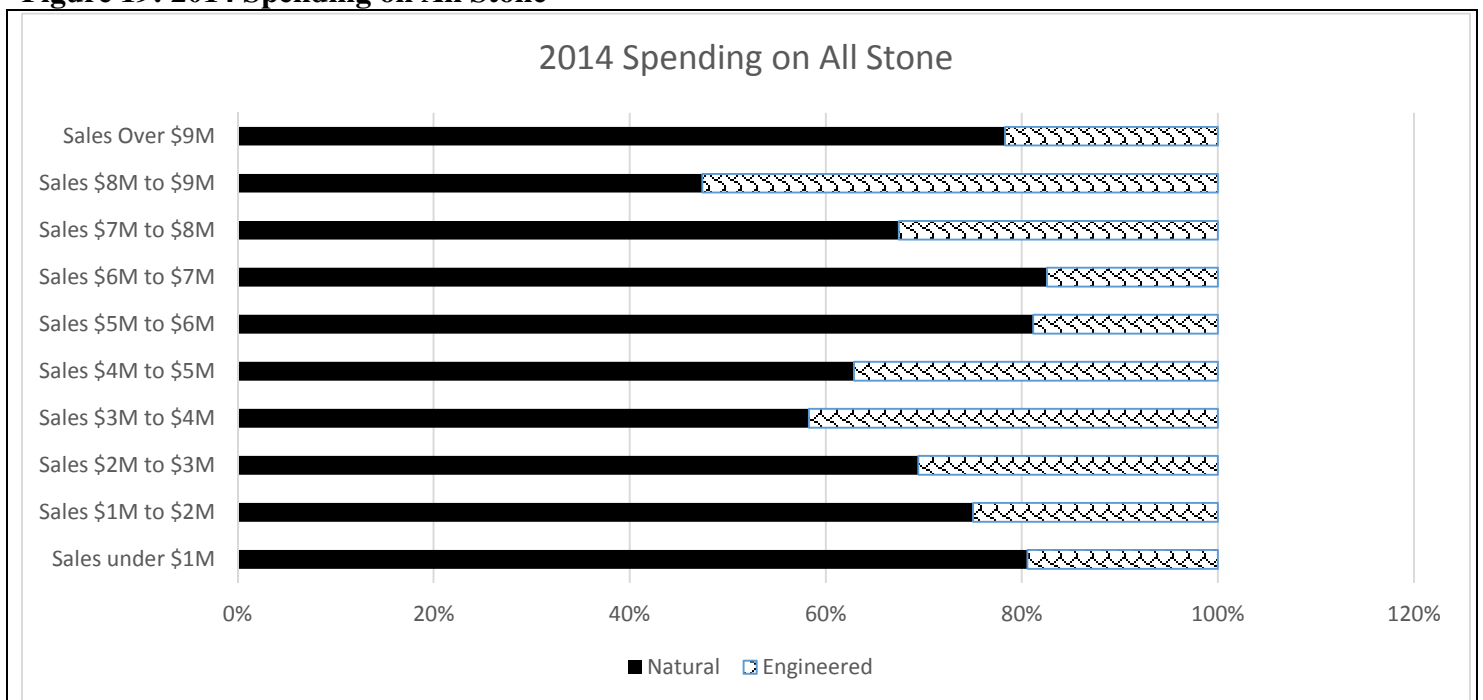


Figure 20: Spending on Natural Stone as a Percentage of Overall Sales

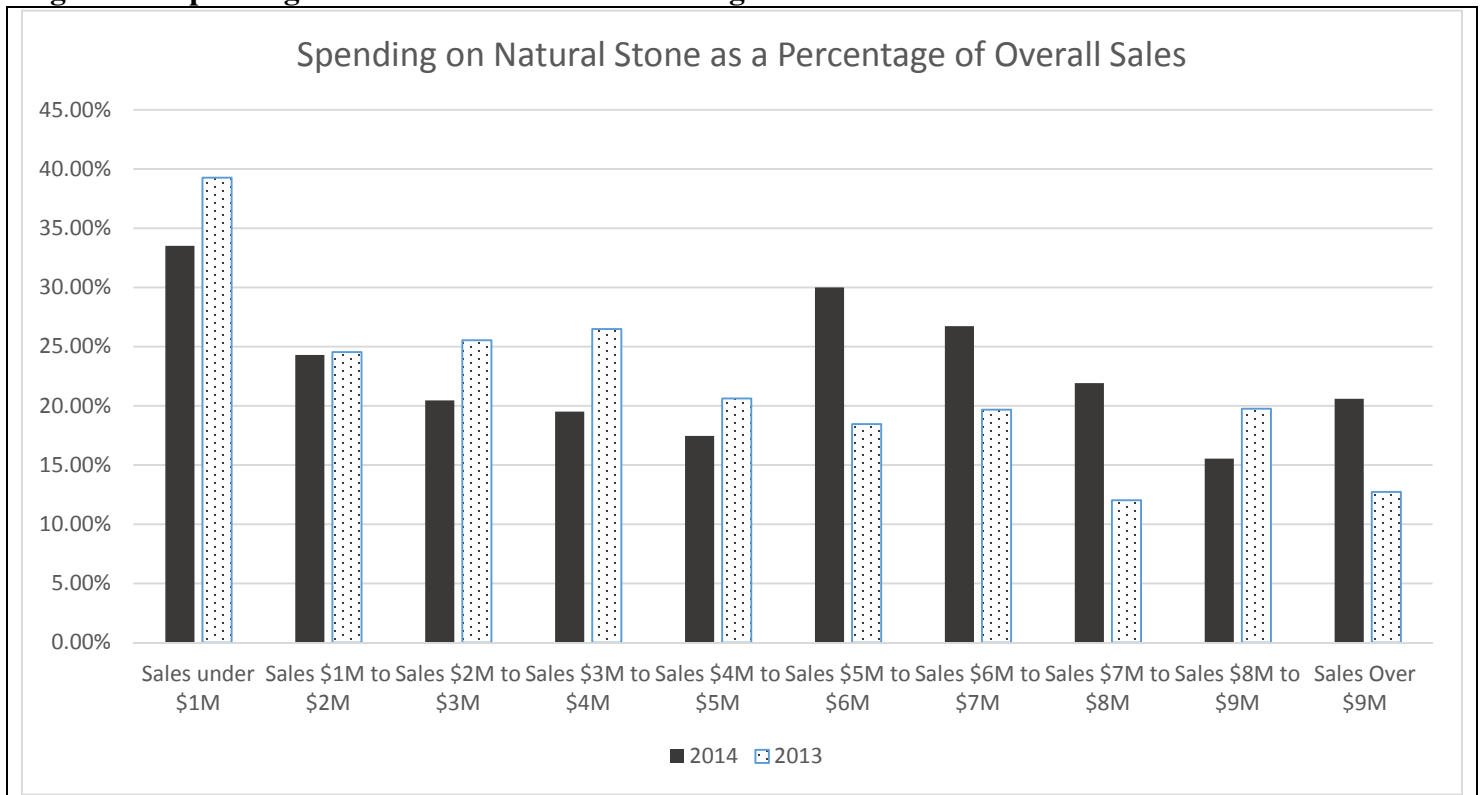


Figure 21: Spending on All Stone as a Percentage of Overall Sales

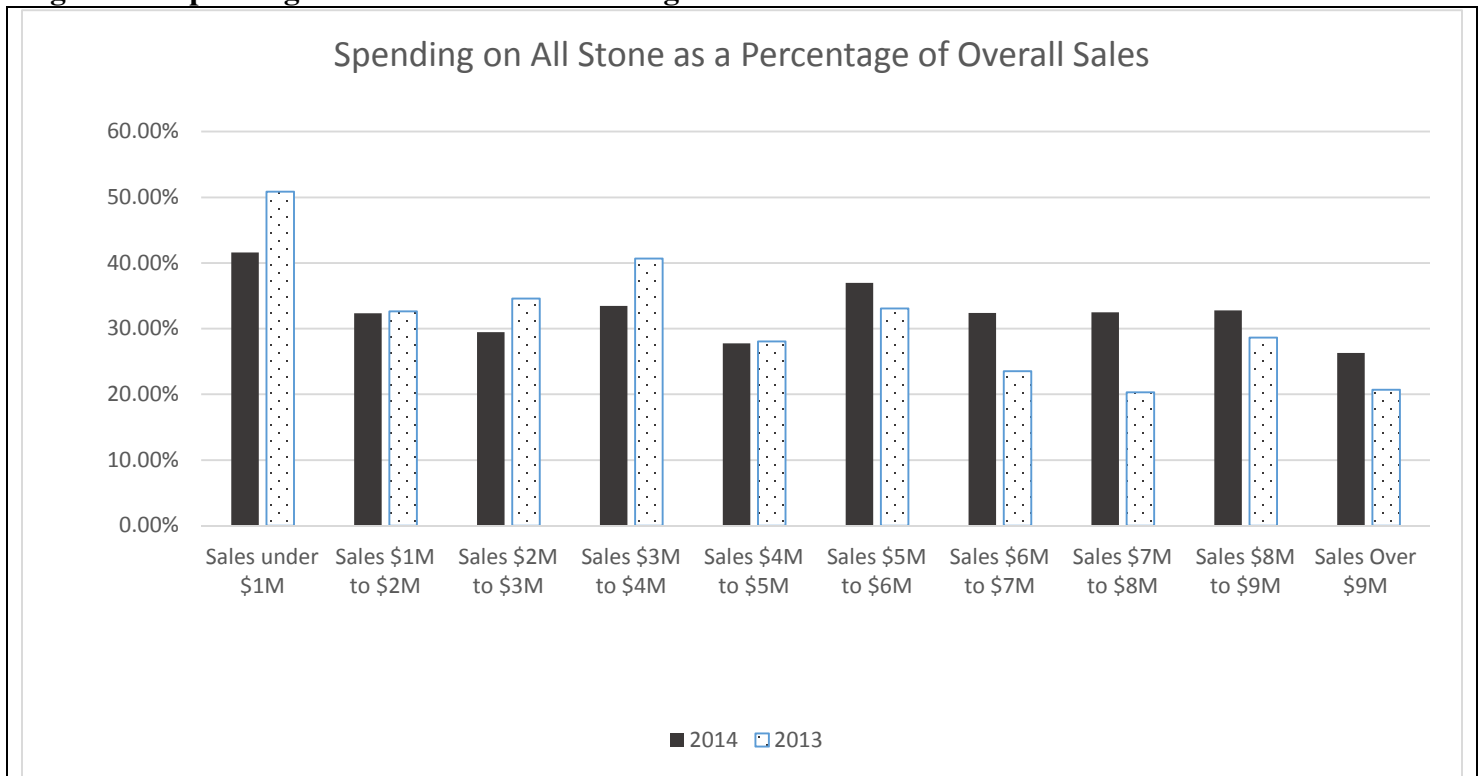


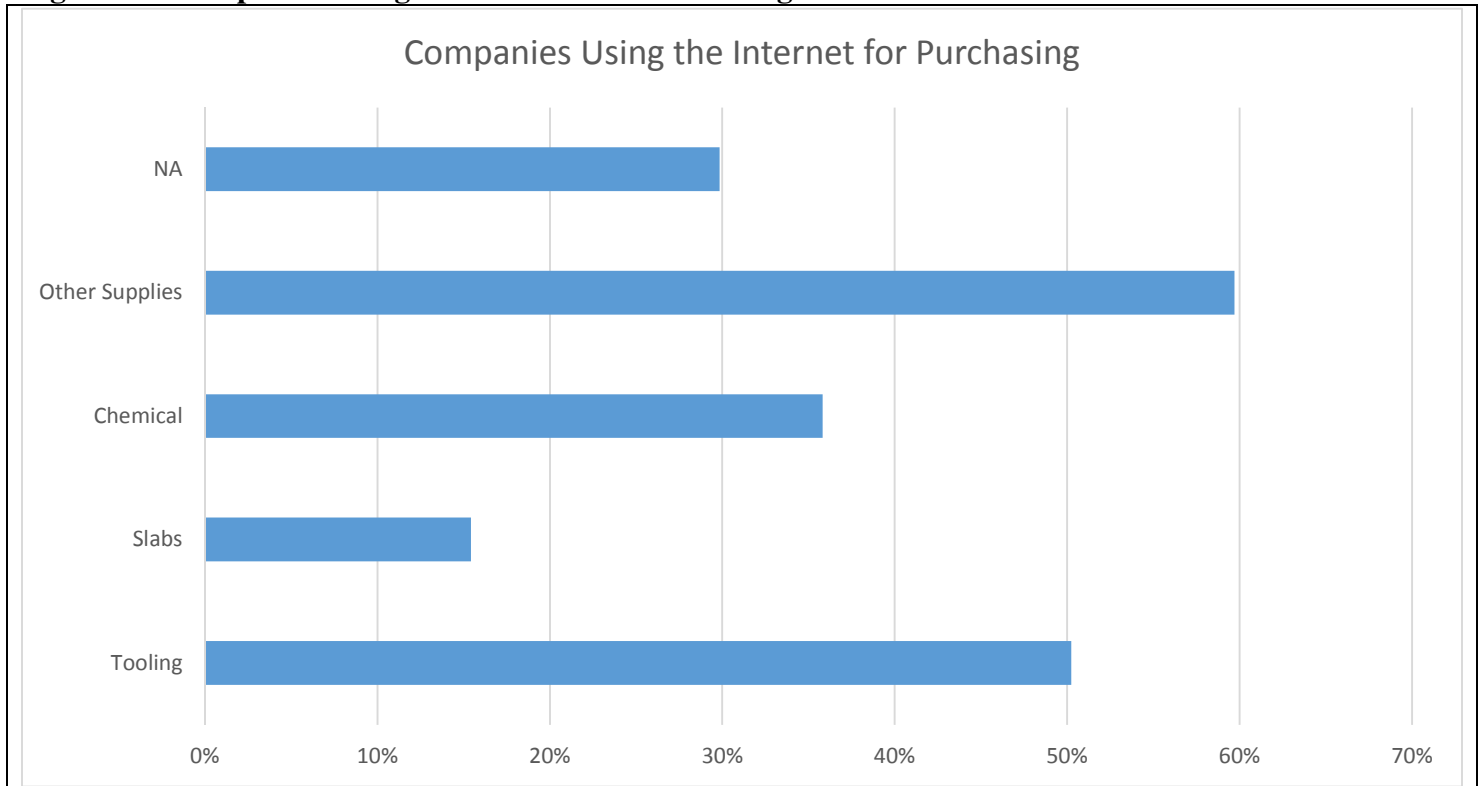
Chart 15: Ranking of Natural and Quartz Stone Purchases by Geographic Region

	<u>Natural Stone</u>	<u>Quartz Surface</u>
Region 1 VT, ME, NH, MA, RI, CT	9	9
Region 2. NY, NJ, PR	8	6
Region 3. PA, WV, VA	5	5
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	6	10
Region 5. OH, IN, IL, MI, WI, MN	4	4
Region 6. TX, OK, AR, LA, NM	1	1
Region 7. IA, MO, KS, NE	3	2
Region 8. MT, ND, SD, WY, UT, CO	7	7
Region 9. CA, NV, AZ, HI, GUAM	2	8
Region 10. WA, OR, ID, AK	11	11
Canada	10	3

USE OF THE INTERNET IN PURCHASING

An overwhelming percentage of the participants indicated that they use the internet for research. The 2014 survey also asked questions about internet use for purchasing chemicals, slabs, tooling, and other supplies. Seventy percent of the participants indicated that they make purchases online. Continued study of trends in purchasing will aid the supplier community.

Figure 22: Companies Using the Internet for Purchasing



HOW TO PARTICIPATE IN THIS ANNUAL SURVEY

Go online to www.marble-institute.com or email miainfo@marble-institute.com to obtain future dates this survey will be administered. Again, comparative year-to-year information will be incorporated into future reports.

WHERE TO LOCATE ADDITIONAL INDUSTRY STATISTICS/DATA

Go online to www.marble-institute.com/data or email miainfo@marble-institute.com.

Information included on this webpage include:

- Industry size and employment statistics
 - Stone import/export information
 - Material ratios for natural stone
 - Industry trends
-

ABOUT

About the Marble Institute of America

Headquartered in Oberlin, Ohio, the Marble Institute of America (MIA) has served as the authoritative source of information on standards of natural stone workmanship and practice and the application of natural stone products for over 70 years. Membership in the association is worldwide and includes over 1,700 natural stone producers, exporters/importers, distributors/wholesalers, fabricators, finishers, installers, and industry suppliers committed to the highest standards of workmanship and ethics. More information can be found on the association's website: www.marble-institute.com.

About the Cosentino Group

The Cosentino Group currently has 6 factories, 15 kitchen and bathroom surface production centers in the U.S., more than 70 distribution points or Centers worldwide, and a staff of over 2,200 spread across the globe (700 in the U.S.). From its headquarters in Almeria, Spain, the Group distributes its products and brands in more than 60 countries, and directly manages and controls its own facilities and infrastructures in 17 countries: the USA, Mexico, Brazil, Australia, Spain, Sweden, the United Kingdom, Ireland, Germany, Austria, the Netherlands, Belgium, France, Switzerland, Norway, Italy and Portugal. Currently, almost 80 percent of its turnover comes from international markets. For more information, visit www.cosentinonorthamerica.com.

About KOHLER CO

Founded in 1873 and headquartered in Kohler, Wisconsin, Kohler Co. is one of the oldest and largest privately held companies in the United States. KOHLER is a recognized global leader in kitchen and bath design, craftsmanship and technology, offering a diverse line-up of plumbing fixtures, faucets, cabinetry and accessories. To learn more, visit www.KOHLER.com.

About TENAX USA

Tenax has been in business over 50 years. TENAX is a worldwide company, with their main manufacturing location in Italy. Its wide range of products are dedicated to the natural and engineered stone (quartz) industry, from the manufacturer to the end user. The Tenax USA branch was established in 2000, catering to the granite and marble distributors and fabricators in North America. In the stone industry, Tenax is a solid, well known company with the reputation of producing premium products and innovative solution. Tenax IS the problem solving company.



2014 MIA Fabricator Performance Benchmarking Survey
Data by Sales Volume (All Participants)

	2014 All Responses	2014 Sales less than \$1M	2014 Sales between \$1M and 2M	2014 Sales between \$2M and 3M	2014 Sales between \$3M and 4M	2014 Sales between \$4M and 5M	2014 Sales between \$5M and 6M	2014 Sales between \$6M and 7M	2014 Sales between \$7M and 8M	2014 Sales between \$8M and 9M	2014 Sales over \$9M
Survey Participants											
Total number participating	224	38	49	27	20	15	12	8	5	4	23
Employees / Payroll											
Average number employees	28	6	11	16	22	27	34	38	54	49	134
Annual Payroll	\$ 1,357,048	\$ 190,522	\$ 407,471	\$ 635,095	\$ 848,950	\$ 1,127,143	\$ 1,332,515	\$ 1,586,625	\$ 2,050,006	\$ 2,046,667	\$ 6,216,075
Average Payroll by Employee	\$ 48,909	\$ 34,220	\$ 36,119	\$ 39,602	\$ 38,414	\$ 42,080	\$ 39,288	\$ 41,345	\$ 37,823	\$ 41,486	\$ 46,420
Facility Size											
Square footage of shop/production area	12,543	5,489	9,934	12,359	10,338	13,860	12,042	19,625	18,800	20,500	38,630
Square footage of showroom	5,058	2,114	3,212	3,470	4,215	3,813	4,000	7,463	4,600	6,250	13,320
Sales Data											
Average annual sales	\$ 4,769,302	\$ 484,719	\$ 1,425,877	\$ 2,315,122	\$ 3,440,450	\$ 4,194,667	\$ 5,189,750	\$ 6,253,750	\$ 7,520,000	\$ 8,174,250	\$ 26,225,870
Average annual sales by Employee	\$ 171,888	\$ 87,061	\$ 126,394	\$ 144,361	\$ 155,676	\$ 156,601	\$ 153,015	\$ 162,964	\$ 138,745	\$ 165,694	\$ 195,848
Sales Per Sq Ft Shop/production area	\$ 380	\$ 88	\$ 144	\$ 187	\$ 333	\$ 303	\$ 431	\$ 319	\$ 400	\$ 399	\$ 679
Sales Per Sq Ft Showroom	\$ 943	\$ 229	\$ 444	\$ 667	\$ 816	\$ 1,100	\$ 1,297	\$ 838	\$ 1,635	\$ 1,308	\$ 1,969
Production Data											
% of Material Thickness (combined natural & eng stone)											
1.2 cm	1%	1%	1%	1%	1%	2%	1%	4%	0%	4%	3%
2.0 cm	17%	19%	15%	16%	18%	25%	12%	11%	13%	10%	16%
3.0 cm	78%	78%	78%	81%	75%	70%	76%	84%	87%	84%	77%
Greater than 3.0 cm	3%	2%	3%	2%	6%	3%	12%	1%	0%	3%	4%
Number of countertops produced	1,221	172	457	592	881	627	955	2,149	2,243	3,038	5,281
Average Number of countertops produced per Employee	44	31	41	37	40	23	28	56	41	62	39
Number of kitchen islands produced	453	90	200	316	399	384	388	1,456	1,590	1,413	1,118
Average Number of kitchen islands produced per Employee	16	16	18	20	18	14	11	38	29	29	8
Number of vanities produced	685	185	445	417	515	775	925	1,485	1,350	1,775	1,688
Average Number of vanities produced per Employee	25	33	39	26	23	29	27	39	25	36	13
Stone Expenditures											
Average amount spent on natural stone	\$ 950,127	\$ 162,461	\$ 346,186	\$ 473,520	\$ 670,855	\$ 732,067	\$ 1,556,933	\$ 1,671,875	\$ 1,648,486	\$ 1,270,400	\$ 5,398,731
Average amount spent on engineered stone	\$ 398,329	\$ 39,145	\$ 115,201	\$ 208,308	\$ 480,485	\$ 432,067	\$ 361,490	\$ 353,000	\$ 795,200	\$ 1,410,125	\$ 1,497,324
Construction Type											
Residential new construction	33%	25%	35%	32%	42%	31%	27%	55%	41%	24%	34%
Residential remodel	49%	59%	46%	53%	45%	38%	56%	38%	43%	61%	47%
Commerical	17%	16%	19%	15%	13%	31%	17%	7%	16%	15%	18%

** Note - data from 11 respondents under review and not included in results

[illegible]

2014 MIA Fabricator Performance Benchmarking Survey
2013 Data by Sales Volume (All Participants) - for comparison to current year

	2013	2013	2013	2013	2013	2013	2013	2013	2013	2013	2013
	All Responses	Sales less than \$1M	Sales between \$1M and 2M	Sales between \$2M and 3M	Sales between \$3M and 4M	Sales between \$4M and 5M	Sales between \$5M and 6M	Sales between \$6M and 7M	Sales between \$7M and 8M	Sales between \$8M and 9M	Sales over \$9M
Survey Participants											
Total number participating	276	65	61	32	28	19	5	6	4	8	24
Employees / Payroll											
Average number employees	22	6	10	15	24	28	38	40	46	59	94
Annual Payroll	952,666	177,954	344,221	599,903	1,411,854	1,216,750	1,562,124	3,856,667	1,901,750	2,337,893	3,802,642
Average Payroll by Employee	\$ 43,815	\$ 32,265	\$ 34,170	\$ 40,077	\$ 59,003	\$ 42,891	\$ 40,893	\$ 97,637	\$ 41,797	\$ 39,542	\$ 40,436
Facility Size											
Square footage of shop/production area	10,463	5,536	6,475	7,334	14,816	12,532	14,300	16,500	13,000	26,388	33,824
Square footage of showroom	3,179	1,487	2,639	2,378	3,596	4,542	4,007	4,667	4,050	7,650	9,634
Sales Data											
Average annual sales	\$ 3,197,524	\$ 479,471	\$ 1,357,619	\$ 2,338,938	\$ 3,296,764	\$ 4,373,424	\$ 5,297,020	\$ 6,200,000	\$ 7,225,000	\$ 8,217,107	\$ 14,998,489
Average annual sales by Employee	\$ 147,062	\$ 86,933	\$ 134,768	\$ 156,255	\$ 137,775	\$ 154,165	\$ 138,665	\$ 156,962	\$ 158,791	\$ 138,979	\$ 159,488
Sales Per Sq Ft Shop/production area	\$ 306	\$ 87	\$ 210	\$ 319	\$ 223	\$ 349	\$ 370	\$ 376	\$ 556	\$ 311	\$ 443
Sales Per Sq Ft Showroom	\$ 1,006	\$ 322	\$ 515	\$ 984	\$ 917	\$ 963	\$ 1,322	\$ 1,329	\$ 1,784	\$ 1,074	\$ 1,557
Production Data											
% of Material Thickness (combined natural & engineered stone)											
1.2 cm	2%	1%	4%	0%	1%	1%	0%	1%	1%	5%	1%
2.0 cm	19%	24%	16%	17%	18%	30%	9%	25%	22%	33%	24%
3.0 cm	69%	73%	78%	81%	80%	67%	91%	74%	75%	61%	71%
Greater than 3.0 cm	2%	2%	2%	2%	2%	2%	0%	0%	2%	2%	4%
Number of countertops produced	1,212	1,006	661	665	1,198	1,034	1,370	1,510	1,844	2,192	4,732
Average Number of countertops produced per Employee	56	182	66	44	50	36	36	38	41	37	50
Number of kitchen islands produced	Data not gathered in 2013 survey										
Average Number of kitchen islands produced per Employee	Data not gathered in 2013 survey										
Number of vanities produced	Data not gathered in 2013 survey										
Average Number of vanities produced per Employee	Data not gathered in 2013 survey										
Stone Expenditures											
Average amount spent on natural stone	607,516	188,238	333,154	597,250	872,830	901,184	977,420	1,218,753	868,750	1,623,723	1,907,432
Average amount spent on engineered stone	285,101	55,552	109,826	211,250	467,413	326,318	775,047	239,167	598,750	728,437	1,199,884
Construction Type											
Residential new construction	31	29	35	46	31	32	27	48	40	46	24
Residential remodel	45	56	51	43	48	48	57	34	43	31	43
Commerical	16	14	14	11	21	20	16	19	17	23	33

** Note - data from 3 respondents under review and not included in results

2014 MIA Fabricator Performance Benchmarking Survey

Production Data (manual vs. automated)

	All Participants			All Participants		
	2014		2014	2013		2013
	<u>Total</u>	<u>Manual</u>	<u>Automated</u>	<u>Total</u>	<u>Manual</u>	<u>Automated</u>
General Countertop Production Data						
Number responding	194	40	154	255	76	179
Average # of employees	33.86	9	38	24.7	9.1	31.4
Average annual sales	\$ 5,418,137	\$ 1,420,175	\$ 6,456,569	\$ 3,502,050	\$ 1,399,320	\$ 4,385,131
Average sales per employee	\$ 160,024	\$ 152,880	\$ 168,635	\$ 141,570	\$ 153,322	\$ 139,582
Average annual payroll	\$ 1,504,731	\$ 390,699	\$ 1,639,905	\$ 1,057,171	\$ 396,286	\$ 1,325,236
Average salary per employee	\$ 44,442	\$ 42,058	\$ 42,832	\$ 42,736	\$ 43,421	\$ 42,183
Average # of countertops produced annually	1,261	299	1,511	1,344	1,096	1,467
Average # of islands produced annually	468	151	550			
Average # of vanity tops produced annually	702	375	787			
Annual sales:						
Residential new construction	33%	23%	35%	34%	31%	35%
Residential remodel	50%	56%	48%	49%	56%	47%
Commercial	18%	21%	17%	17%	14%	19%
Tooling/Utility/Stone/Waste Data						
Tooling Cost						
Annual amount of money spent on tooling	\$ 77,069	\$ 26,963	\$ 91,669	\$ 67,531	\$ 29,215	\$ 83,513
Average amount spent on tooling per employee	\$ 2,381	\$ 2,902	\$ 2,394	\$ 2,730	\$ 3,201	\$ 2,658
% decrease in cost automated v manual			-17.51%			-16.96%
Utility Cost						
Average annual utility bill	\$ 41,969	\$ 13,210	\$ 48,846	\$ 36,213	\$ 40,171	\$ 34,961
Average annual utility bill as a % of Sales	0.77%	0.93%	0.76%	1.03%	2.87%	0.80%
Natural Stone Production						
Average square foot production	71,668	32,599	79,467	48,309	24,512	58,124
Average square foot production per employee	2,117	3,509	2,076	1,953	2,686	1,850
Average amount spent annually	\$ 963,528	\$ 314,520	\$ 982,523	\$ 676,990	\$ 313,204	\$ 832,620
Average cost per square foot	\$ 13.44	\$ 9.65	\$ 12.36	\$ 14.01	\$ 12.78	\$ 14.32
Waste factor-Amount not used on Primary Project	24%	18%	26%	19%	22%	19%
Waste cost per square foot	\$ 3.27	\$ 1.73	\$ 3.21	\$ 3.11	\$ 2.55	\$ 3.33
Waste factor-Amount reused	38%	40%	38%			
Waste amount reused per square foot	\$ 5.12	\$ 3.89	\$ 4.64			
Engineered Stone Production						
Average square foot production	\$ 22,591	6,654	27,540	18,092	4,898	23,203
Average square foot production per employee	667	716	719	731	537	739
Average amount spent annually	\$ 412,434	\$ 100,895	\$ 506,854	\$ 327,470	\$ 80,347	\$ 420,142
Average cost per square foot	\$ 18.26	\$ 15.16	\$ 18.40	\$ 18.10	\$ 16.41	\$ 18.11
Waste factor-Amount not used on Primary Project	25%	21%	26%	9%	6%	10%
Waste cost per square foot	\$ 4.50	\$ 3.18	\$ 4.71	\$ 3.85	\$ 3.13	\$ 3.98
Waste factor-Amount reused	30%	31%	30%			
Waste amount reused per square foot	\$ 5.50	\$ 4.67	\$ 5.51			
Combined Natural & Engineered Stone Production						
Combined square foot production	94,259	39,253	107,008	66,401	29,409	81,326
Combined square foot production per employee	2,784	4,226	2,795	2,684	3,222	2,589
Combined cost per square foot	\$ 14.60	\$ 10.58	\$ 13.92	\$ 15.13	\$ 13.38	\$ 15.40
Percentage of natural stone	76%	83%	74%	73%	83%	71%
Percentage of engineered stone	24%	17%	26%	27%	17%	29%
Combined Waste cost per square foot	\$ 7.77			22%	20%	23%
Combined Waste factor-Amount reused	\$ 10.62					

2014 MIA Fabricator Performance Benchmarking Survey
Automated Production Data (All Participants)

	2014 Automated Responses (total)	2014 Bridge Saw & CNC	2014 Bridge Saw & Waterjet	2014 Other Automation**	2014 Bridge Saw Only	2014 Bridge Saw & Auto Edge or SawJet	2013 Automated Responses (total)	2013 Bridge Saw & CNC	2013 Bridge Saw & Waterjet	2013 Bridge Saw & CNC & Waterjet	2013 Other Automation**	2013 Bridge Saw & Auto Edge or SawJet
General Countertop Production Data												
Number responding	154	14	1	102	40	37	179	87	9	23	21	39
Average # of employees	38	14	35	48	9	21	31.4	29.0	24.2	73.8	22.7	18.1
Average annual sales	\$ 6,456,569	\$ 2,017,503	\$ 4,000,000	\$ 8,218,961	\$ 1,420,175	\$ 3,344,122	\$ 4,385,131	\$ 3,690,653	\$ 3,765,000	\$ 10,077,849	\$ 3,873,306	\$ 2,960,200
Average sales per employee	\$ 168,635	\$ 142,652	\$ 114,286	\$ 169,974	\$ 152,880	\$ 156,327	\$ 139,582	\$ 127,062	\$ 155,436	\$ 136,588	\$ 170,523	\$ 163,872
Average annual payroll	\$ 1,639,905	\$ 509,002	\$ 1,400,000	\$ 2,133,136	\$ 390,699	\$ 794,562	\$ 1,325,236	\$ 1,115,382	\$ 951,556	\$ 2,975,194	\$ 1,686,796	\$ 706,487
Average salary per employee	\$ 42,832	\$ 35,990	\$ 40,000	\$ 44,115	\$ 42,058	\$ 37,143	\$ 42,183	\$ 38,401	\$ 39,284	\$ 40,324	\$ 74,261	\$ 39,110
Average # of countertops produced annually	1,511	685	150	1,990	299	559	1467	1,432	433	2,723	1,426	1,086
Average # of islands produced annually	550	275	175	679	151	323						
Average # of vanity tops produced annually	787	381	500	882	375	696						
Annual sales:												
Residential new construction	35%	33%	70%	34%	23%	37%	35%	35%	25%	28%	37%	40%
Residential remodel	48%	54%	25%	51%	56%	39%	47%	48%	26%	50%	49%	44%
Commercial	17%	14%	5%	15%	21%	24%	19%	17%	49%	22%	14%	16%
Tooling/Utility/Stone/Waste Data												
Tooling Cost												
Annual amount of money spent on tooling	\$ 91,669	\$ 27,404	\$ 210,000	\$ 114,947	\$ 26,963	\$ 45,939	\$ 83,513	\$ 77,565	\$ 49,556	\$ 149,422	\$ 122,005	\$ 49,238
Average amount spent on tooling per employee	\$ 2,394	\$ 1,938	\$ 6,000	\$ 2,377	\$ 2,902	\$ 2,147	\$ 2,658	\$ 2,670	\$ 2,046	\$ 2,025	\$ 5,371	\$ 2,726
Utility Cost												
Average annual utility bill	\$ 48,846	\$ 39,638	\$ 38,000	\$ 56,856	\$ 13,210	\$ 33,600	\$ 34,961	\$ 29,966	\$ 16,875	\$ 100,353	\$ 25,147	\$ 15,524
Average annual utility bill as a % of sales	0.76%	1.96%	0.95%	0.69%	0.93%	1.00%						
Natural Stone Production												
Average square foot production	79,467	22,773	12,000	99,357	32,599	48,141	58,124	50,858	28,500	123,204	58,419	41,682
Average square foot production per employee	2,076	1,610	343	2,055	3,509	2,250	1,850	1,751	1,177	1,670	2,572	2,307
Average amount spent annually	\$ 982,523	\$ 433,397	\$ 140,000	\$ 1,424,160	\$ 314,520	\$ 629,867	\$ 832,620	\$ 834,103	\$ 306,667	\$ 1,566,617	\$ 886,268	\$ 479,921
Average cost per square foot	\$ 12.36	\$ 19.03	\$ 11.67	\$ 14.33	\$ 9.65	\$ 13.08	\$ 14.32	\$ 16.40	\$ 10.76	\$ 12.72	\$ 15.17	\$ 11.51
Waste factor-Amount not used on Primary Project	26%	28%	35%	27%	18%	21%	23%	25%	18%	27%	21%	21%
Waste cost per square foot	\$ 3.21	\$ 5.34	\$ 4.08	\$ 3.94	\$ 1.73	\$ 2.72	\$ 3.33	\$ 4.03	\$ 1.94	\$ 3.44	\$ 3.14	\$ 2.37
Waste factor-Amount reused	38%	39%	40%	38%	40%	38%						
Waste amount reused per square foot	\$ 4.64	\$ 7.48	\$ 4.67	\$ 5.40	\$ 3.89	\$ 4.91						
Engineered Stone Production												
Average square foot production	27,540	9,040	28,000	35,759	6,654	9,134	23,203	23,364	11,357	46,440	20,408	12,352
Average square foot production per employee	719	639	800	740	716	427	739	804	469	629	898	684
Average amount spent annually	\$ 506,854	\$ 260,264	\$ 210,000	\$ 666,248	\$ 100,895	\$ 142,374	\$ 420,142	\$ 472,641	\$ 178,250	\$ 781,843	\$ 295,993	\$ 201,935
Average cost per square foot	\$ 18.40	\$ 29	\$ 8	\$ 19	\$ 15	\$ 16	\$ 18.11	\$ 20.23	\$ 15.69	\$ 16.84	\$ 14.50	\$ 16.35
Waste factor-Amount not used on Primary Project	26%	28%	28%	27%	21%	20%	22%	23%	17%	27%	19%	19%
Waste cost per square foot	\$ 4.71	\$ 7.97	\$ 2.10	\$ 5.06	\$ 3.18	\$ 3.19	\$ 3.98	\$ 4.63	\$ 2.63	\$ 4.57	\$ 2.82	\$ 3.13
Waste factor-Amount reused	30%	28%	25%	32%	31%	26%						
Waste amount reused per square foot	\$ 5.51	\$ 8.06	\$ 1.88	\$ 5.89	\$ 4.67	\$ 4.08						
Combined Natural & Engineered Stone Production												
Combined square foot production	107,008	31,813	40,000	135,116	39,253	57,274	81,326	74,222	39,857	169,645	78,827	54,034
Combined square foot production per employee	2,795	2,249	1,143	2,794	4,226	2,677	2,589	2,555	1,645	2,299	3,470	2,991
Combined cost per square foot	\$ 13.92	\$ 21.80	\$ 8.75	\$ 15.47	\$ 10.58	\$ 13.48	\$ 15.40	\$ 17.61	\$ 12.17	\$ 13.84	\$ 15.00	\$ 12.62
Percentage of natural stone	74%	72%	30%	74%	83%	84%	71%	69%	72%	73%	74%	77%
Percentage of engineered stone	26%	28%	70%	26%	17%	16%	29%	31%	28%	27%	26%	23%
Combined Waste cost per square foot	\$ 7.92	\$ 13.30	\$ 6.18	\$ 8.99	\$ 4.91	\$ 5.92						
Combined Waste factor-Amount reused	\$ 10.15	\$ 15.54	\$ 6.54	\$ 11.29	\$ 8.56	\$ 8.99						

2014 MIA Fabricator Performance Benchmarking Survey

Installation Team Data (All Participants)

	2014		2014		2013		2013	
	Not Own		Own		Not Own		Own	
	Install Team		Install Team		Install Team		Install Team	
General Countertop Production Data								
Number responding		17		183		20		235
Average # of employees		68		28		16		26
Average annual sales	\$	15,812,443	\$	4,286,951	\$	2,884,400	\$	3,555,295
Average sales per employee	\$	233,141	\$	151,535	\$	179,097	\$	139,203
Average annual payroll	\$	3,445,800	\$	1,168,266	\$	680,556	\$	1,096,007
Average salary per employee	\$	50,805	\$	41,296	\$	42,257	\$	42,913
Average # of countertops produced annually		275		1,238		3,036		1,212
Average # of islands produced annually		158		439				
Average # of vanity tops produced annually		173		688				
Annual sales:								
Residential new construction		44%		32%		51%		32%
Residential remodel		43%		50%		35%		50%
Commerical		13%		18%		14%		17%
Tooling/Utility/Stone/Waste Data								
Tooling Cost								
Annual amount of money spent on tooling	\$	128,455	\$	71,623	\$	39,000	\$	70,033
Average amount spent on tooling per employee	\$	1,894	\$	2,532	\$	2,422	\$	2,742
Utility Cost								
Average annual utility bill	\$	83,381	\$	41,023	\$	24,427	\$	37,576
Average annual utility bill as a % of sales		0.53%		0.96%		0.85%		1.06%
Natural Stone Production								
Average square foot production		189,133		61,832		115,500		47,282
Average square foot production per employee		2,789		2,186		7,172		1,851
Average amount spent annually	\$	1,433,365	\$	1,064,804	\$	679,606	\$	682,660
Average cost per square foot	\$	7.58	\$	17.22	\$	5.88	\$	14.44
Waste factor-Amount not used on Primary Project		25%		24%		21%		22%
Waste cost per square foot	\$	1.88	\$	4.12	\$	1.24	\$	3.20
Waste factor-Amount reused		32%		39%				
Waste amount reused per square foot	\$	2.40	\$	6.65				
Engineered Stone Production								
Average square foot production		25,235		22,408		16,871		18,280
Average square foot production per employee		372		792		1,048		716
Average amount spent annually	\$	329,837	\$	411,411	\$	243,500	\$	319,935
Average cost per square foot	\$	13.07	\$	18.36	\$	14.43	\$	17.50
Waste factor-Amount not used on Primary Project		22%		24%		20%		21%
Waste cost per square foot	\$	2.88	\$	4.46	\$	3	\$	4
Waste factor-Amount reused		17%		31%		1		8
Waste amount reused per square foot	\$	2.25	\$	5.62				
Combined Natural & Engineered Stone Production								
Combined square foot production		214,369		84,240		132,371		65,562
Combined square foot production per employee		3,161		2,978		8,219		2,567
Combined cost per square foot	\$	8.23	\$	17.52	\$	7	\$	15
Percentage of natural stone		88%		73%		87%		72%
Percentage of engineered stone		12%		27%		13%		28%
Combined Waste cost per square foot	\$	4.76	\$	8.59		20%		22%
Combined Waste factor-Amount reused	\$	4.65	\$	12.27				

2014 MIA Fabricator Performance Benchmarking Survey

Data by geographic type by Sales Volume (All Participants)

	2014 All Responses	2014 Sales less than \$1M	2014 Sales between \$1M and 2M	2014 Sales between \$2M and 3M	2014 Sales between \$3M and 4M	2014 Sales between \$4M and 5M	2014 Sales between \$5M and 6M	2014 Sales between \$6M and 7M	2014 Sales between \$7M and 8M	2014 Sales between \$8M and 9M	2014 Sales between over \$9M
Survey Participants											
Total number participating	197	37	47	27	19	15	12	8	5	4	23
Large metropolitan (over 1 million people)	60	5	13	7	5	5	3	5	3	1	13
Medium metropolitan (250,000 to 999,999 people)	60	14	10	4	8	6	3	2	2	2	9
Small metropolitan (100,000 to 249,000 people)	33	5	14	7	2	2	3	0	0	0	0
Rural/small town (less than 100,000 people)	44	13	10	9	4	2	3	1	0	1	1
Employees / Payroll											
Average number employees	31	6	11	16	22	27	34	38	54	49	134
Large metropolitan (over 1 million people)	51	5	12	22	17	25	40	35	52	48	163
Medium metropolitan (250,000 to 999,999 people)	32	5	10	15	29	30	24	45	58	45	100
Small metropolitan (100,000 to 249,000 people)	16	3	15	14	25	23	38	-	-	-	-
Rural/small town (less than 100,000 people)	16	7	8	13	19	25	32	43	-	55	100
Annual Payroll	\$ 1,357,048	\$ 190,522	\$ 407,471	\$ 635,095	\$ 848,950	\$ 1,127,143	\$ 1,332,515	\$ 1,586,625	\$ 2,050,006	\$ 2,046,667	\$ 6,216,075
Large metropolitan (over 1 million people)	\$ 2,330,134	\$ 175,000	\$ 417,115	\$ 836,368	\$ 757,600	\$ 1,180,000	\$ 1,440,000	\$ 1,578,600	\$ 2,147,667	\$ 2,600,000	\$ 7,865,151
Medium metropolitan (250,000 to 999,999 people)	\$ 1,613,753	\$ 198,200	\$ 441,533	\$ 587,500	\$ 1,099,125	\$ 1,075,000	\$ 1,609,089	\$ 1,900,000	\$ 1,903,516	\$ 1,440,000	\$ 4,174,647
Small metropolitan (100,000 to 249,000 people)	\$ 896,089	\$ 127,238	\$ 427,143	\$ 551,714	\$ 549,000	\$ 900,000	\$ 1,757,333	\$ -	\$ -	\$ -	\$ -
Rural/small town (less than 100,000 people)	\$ 649,932	\$ 236,172	\$ 392,863	\$ 564,556	\$ 825,000	\$ 1,265,000	\$ 1,060,000	\$ 1,000,000	\$ -	\$ 2,100,000	\$ 4,800,000
Average Payroll by Employee	\$ 43,772.13	\$ 34,220.01	\$ 36,119.29	\$ 39,601.79	\$ 38,414.03	\$ 42,080.00	\$ 39,287.90	\$ 41,345.28	\$ 37,823.00	\$ 41,486.49	\$ 46,420.11
Large metropolitan (over 1 million people)	\$ 45,810.69	\$ 33,653.85	\$ 34,538.22	\$ 37,290.28	\$ 44,046.51	\$ 46,825.40	\$ 36,000.00	\$ 45,102.86	\$ 41,301.28	\$ 54,166.67	\$ 48,400.93
Medium metropolitan (250,000 to 999,999 people)	\$ 50,495.52	\$ 37,752.35	\$ 43,716.13	\$ 39,830.51	\$ 37,738.20	\$ 36,440.68	\$ 67,045.35	\$ 42,696.63	\$ 33,104.63	\$ 32,000.00	\$ 41,932.84
Small metropolitan (100,000 to 249,000 people)	\$ 55,689.17	\$ 39,150.00	\$ 29,029.13	\$ 40,229.17	\$ 22,408.16	\$ 39,130.43	\$ 46,245.61	\$ -	\$ -	\$ -	\$ -
Rural/small town (less than 100,000 people)	\$ 39,856.44	\$ 35,290.04	\$ 48,204.02	\$ 41,991.74	\$ 44,594.59	\$ 51,632.65	\$ 32,783.51	\$ 23,255.81	\$ -	\$ 38,181.82	\$ 48,000.00
Facility Size											
Square footage of shop/production area	13,979	5,489	9,934	12,359	10,338	13,860	12,042	19,625	18,800	20,500	38,630
Large metropolitan (over 1 million people)	14,795	4,220	6,031	14,957	11,800	18,400	11,000	10,800	16,667	12,000	29,500
Medium metropolitan (250,000 to 999,999 people)	16,063	4,535	8,935	6,750	10,256	9,483	12,667	24,000	22,000	25,000	51,667
Small metropolitan (100,000 to 249,000 people)	13,900	10,900	17,136	10,571	9,650	12,500	15,333	-	-	-	-
Rural/small town (less than 100,000 people)	11,043	5,346	6,550	14,222	11,600	17,000	9,167	55,000	-	20,000	40,000
Square footage of showroom	5,058	2,114	3,212	3,470	4,215	3,813	4,000	7,463	4,600	6,250	13,320
Large metropolitan (over 1 million people)	7,255	917	78,326	2,650	3,900	3,340	3,667	6,940	5,000	10,000	21,696
Medium metropolitan (250,000 to 999,999 people)	4,472	1,225	2,710	4,250	6,625	3,600	3,333	7,500	4,000	5,000	9,944
Small metropolitan (100,000 to 249,000 people)	4,493	2,436	5,957	2,800	3,050	5,000	5,667	-	-	-	-
Rural/small town (less than 100,000 people)	3,709	3,529	2,269	4,283	1,425	4,450	3,333	10,000	-	5,000	16,500

		2014		2014		2014		2014		2014		2014		2014		2014		2014		2014		2014	
		All		Sales less		Sales between		Sales between		Sales between		Sales between		Sales between		Sales between		Sales between		Sales between		Sales between	
		Responses		than \$1M		\$1M and 2M		\$2M and 3M		\$3M and 4M		\$4M and 5M		\$5M and 6M		\$6M and 7M		\$7M and 8M		\$8M and 9M		\$9M and over \$9M	
2014 MIA Fabricator Performance Benchmarking Survey																							
Data by geographic type by Sales Volume (All Participants)																							
Sales Data																							
Average annual sales	\$	5,315,043	\$	484,719	\$	1,425,877	\$	2,315,122	\$	3,440,450	\$	4,194,667	\$	5,189,750	\$	6,253,750	\$	7,520,000	\$	8,174,250	\$	26,225,870	
Large metropolitan (over 1 million people)	\$	9,440,600	\$	585,000	\$	1,406,615	\$	2,471,429	\$	3,390,000	\$	4,200,000	\$	5,000,000	\$	6,306,000	\$	7,566,667	\$	8,300,000	\$	31,726,538	
Medium metropolitan (250,000 to 999,999 people)	\$	5,344,059	\$	560,824	\$	1,462,300	\$	2,287,500	\$	3,974,375	\$	4,166,667	\$	5,125,667	\$	6,250,000	\$	7,450,000	\$	8,198,500	\$	19,227,778	
Small metropolitan (100,000 to 249,000 people)	\$	2,122,649	\$	418,000	\$	1,483,817	\$	2,300,000	\$	3,632,000	\$	4,110,000	\$	5,200,000	\$	-	\$	-	\$	-	\$	-	
Rural/small town (less than 100,000 people)	\$	2,466,401	\$	398,290	\$	1,388,555	\$	2,217,589	\$	3,200,000	\$	4,350,000	\$	5,433,333	\$	6,000,000	\$	-	\$	8,000,000	\$	17,700,000	
Average annual sales by Employee	\$	171,439	\$	87,061	\$	126,394	\$	144,361	\$	155,676	\$	156,601	\$	153,015	\$	162,964	\$	138,745	\$	165,694	\$	195,848	
Large metropolitan (over 1 million people)	\$	185,603	\$	112,500	\$	116,471	\$	110,191	\$	197,093	\$	166,667	\$	125,000	\$	180,171	\$	145,513	\$	172,917	\$	195,240	
Medium metropolitan (250,000 to 999,999 people)	\$	167,220	\$	106,824	\$	144,782	\$	155,085	\$	136,459	\$	141,243	\$	213,569	\$	140,449	\$	129,565	\$	182,189	\$	193,136	
Small metropolitan (100,000 to 249,000 people)	\$	131,916	\$	128,615	\$	100,842	\$	167,708	\$	148,245	\$	178,696	\$	136,842	\$	-	\$	-	\$	-	\$	-	
Rural/small town (less than 100,000 people)	\$	151,250	\$	59,515	\$	170,375	\$	164,945	\$	172,973	\$	177,551	\$	168,041	\$	139,535	\$	-	\$	145,455	\$	177,000	
Sales Per Sq Ft Shop/production area	\$	380	\$	88	\$	144	\$	187	\$	333	\$	303	\$	431	\$	319	\$	400	\$	399	\$	38,630	
Large metropolitan (over 1 million people)	\$	638	\$	139	\$	233	\$	165	\$	287	\$	228	\$	455	\$	584	\$	454	\$	692	\$	1,075	
Medium metropolitan (250,000 to 999,999 people)	\$	333	\$	124	\$	164	\$	339	\$	388	\$	439	\$	405	\$	260	\$	339	\$	328	\$	372	
Small metropolitan (100,000 to 249,000 people)	\$	153	\$	38	\$	87	\$	218	\$	376	\$	329	\$	339	\$	-	\$	-	\$	-	\$	-	
Rural/small town (less than 100,000 people)	\$	223	\$	75	\$	212	\$	156	\$	276	\$	256	\$	593	\$	109	\$	-	\$	400	\$	443	
Sales Per Sq Ft Showroom	\$	1,051	\$	229	\$	444	\$	667	\$	816	\$	1,100	\$	1,297	\$	838	\$	1,635	\$	1,308	\$	13,320	
Large metropolitan (over 1 million people)	\$	1,301	\$	638	\$	18	\$	933	\$	869	\$	1,257	\$	1,364	\$	909	\$	1,513	\$	830	\$	1,462	
Medium metropolitan (250,000 to 999,999 people)	\$	1,195	\$	458	\$	540	\$	538	\$	600	\$	1,157	\$	1,538	\$	833	\$	1,863	\$	1,640	\$	1,934	
Small metropolitan (100,000 to 249,000 people)	\$	472	\$	172	\$	249	\$	821	\$	1,191	\$	822	\$	918	\$	-	\$	-	\$	-	\$	-	
Rural/small town (less than 100,000 people)	\$	665	\$	113	\$	612	\$	518	\$	2,246	\$	978	\$	1,630	\$	600	\$	-	\$	1,600	\$	1,073	
Production Data																							
Number of countertops produced		1,221		172		457		592		881		627		955		2,149		2,243		3,038		5,281	
Large metropolitan (over 1 million people)		1,411		206		336		574		806		240		830		1,470		2,165		2,600		3,931	
Medium metropolitan (250,000 to 999,999 people)		1,742		154		326		626		793		725		360		3,900		2,360		2,775		7,417	
Small metropolitan (100,000 to 249,000 people)		780		105		726		627		2,210		1,000		1,415		-		-		-		-	
Rural/small town (less than 100,000 people)		681		217		412		563		705		925		1,213		2,040		-		4,000		3,600	
Average Number of countertops produced per Employee		39		31		41		37		40		23		28		56		41		62		39	
Large metropolitan (over 1 million people)		28		40		28		26		47		10		21		42		42		54		24	
Medium metropolitan (250,000 to 999,999 people)		55		29		32		42		27		25		15		88		41		62		75	
Small metropolitan (100,000 to 249,000 people)		48		32		49		46		90		43		37								-	
Rural/small town (less than 100,000 people)		42		32		50		42		38		38		38		47				73		36	
Number of kitchen islands produced		453		90		200		316		399		384		388		1,456		1,590		1,413		1,118	
Large metropolitan (over 1 million people)		533		99		219		385		294		150		297		940		1,583		1,800		889	
Medium metropolitan (250,000 to 999,999 people)		487		102		128		269		413		460		347		2,574		1,600		425		1,017	
Small metropolitan (100,000 to 249,000 people)		285		75		245		222		520		750		500		-		-		-		-	
Rural/small town (less than 100,000 people)		460		87		196		357		543		375		408		1,800		-		3,000		5,000	

2014 MIA Fabricator Performance Benchmarking Survey

Data by geographic location by Sales Volume (All Participants)

	2014
	All
	<u>Responses</u>
Survey Participants	
Total number participating	
Region 1 VT, ME, NH, MA, RI, CT	9
Region 2. NY, NJ, PR	11
Region 3. PA, WV, VA	22
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	45
Region 5. OH, IN, IL, MI, WI, MN	27
Region 6. TX, OK, AR, LA, NM	19
Region 7. IA, MO, KS, NE	8
Region 8. MT, ND, SD, WY, UT, CO	18
Region 9. CA, NV, AZ, HI, GUAM	16
Region 10. WA, OR, ID, AK	9
Canada	14
 Employees / Payroll	
Average number employees	
Region 1 VT, ME, NH, MA, RI, CT	23
Region 2. NY, NJ, PR	26
Region 3. PA, WV, VA	25
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	24
Region 5. OH, IN, IL, MI, WI, MN	34
Region 6. TX, OK, AR, LA, NM	67
Region 7. IA, MO, KS, NE	47
Region 8. MT, ND, SD, WY, UT, CO	21
Region 9. CA, NV, AZ, HI, GUAM	46
Region 10. WA, OR, ID, AK	12
Canada	30
Annual Payroll	
Region 1 VT, ME, NH, MA, RI, CT	\$ 847,778
Region 2. NY, NJ, PR	\$ 979,636
Region 3. PA, WV, VA	\$ 1,045,904
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	\$ 875,698
Region 5. OH, IN, IL, MI, WI, MN	\$ 1,461,399
Region 6. TX, OK, AR, LA, NM	\$ 3,819,444
Region 7. IA, MO, KS, NE	\$ 2,293,454
Region 8. MT, ND, SD, WY, UT, CO	\$ 877,623
Region 9. CA, NV, AZ, HI, GUAM	\$ 2,091,357
Region 10. WA, OR, ID, AK	\$ 484,648
Canada	\$ 1,368,316

2014 MIA Fabricator Performance Benchmarking Survey

Data by geographic location by Sales Volume (All Participants)

	2014
	All
	<u>Responses</u>
Average Payroll by Employee	
Region 1 VT, ME, NH, MA, RI, CT	\$ 37,586
Region 2. NY, NJ, PR	\$ 37,678
Region 3. PA, WV, VA	\$ 41,054
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	\$ 36,207
Region 5. OH, IN, IL, MI, WI, MN	\$ 42,669
Region 6. TX, OK, AR, LA, NM	\$ 56,631
Region 7. IA, MO, KS, NE	\$ 48,946
Region 8. MT, ND, SD, WY, UT, CO	\$ 41,463
Region 9. CA, NV, AZ, HI, GUAM	\$ 45,892
Region 10. WA, OR, ID, AK	\$ 39,971
Canada	\$ 45,074

Facility Size

Square footage of shop/production area	
Region 1 VT, ME, NH, MA, RI, CT	9,522
Region 2. NY, NJ, PR	16,318
Region 3. PA, WV, VA	11,982
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	16,880
Region 5. OH, IN, IL, MI, WI, MN	15,152
Region 6. TX, OK, AR, LA, NM	66,083
Region 7. IA, MO, KS, NE	20,788
Region 8. MT, ND, SD, WY, UT, CO	8,956
Region 9. CA, NV, AZ, HI, GUAM	12,394
Region 10. WA, OR, ID, AK	10,194
Canada	8,350
Square footage of showroom	
Region 1 VT, ME, NH, MA, RI, CT	5,192
Region 2. NY, NJ, PR	2,545
Region 3. PA, WV, VA	5,784
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	4,404
Region 5. OH, IN, IL, MI, WI, MN	4,379
Region 6. TX, OK, AR, LA, NM	28,488
Region 7. IA, MO, KS, NE	4,275
Region 8. MT, ND, SD, WY, UT, CO	4,816
Region 9. CA, NV, AZ, HI, GUAM	3,118
Region 10. WA, OR, ID, AK	2,428
Canada	3,746

2014 MIA Fabricator Performance Benchmarking Survey

Data by geographic location by Sales Volume (All Participants)

		2014 All <u>Responses</u>
Sales Data		
Average annual sales		
Region 1 VT, ME, NH, MA, RI, CT	\$	2,837,556
Region 2. NY, NJ, PR	\$	3,527,273
Region 3. PA, WV, VA	\$	3,748,864
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	\$	3,851,022
Region 5. OH, IN, IL, MI, WI, MN	\$	5,063,621
Region 6. TX, OK, AR, LA, NM	\$	32,318,255
Region 7. IA, MO, KS, NE	\$	7,029,875
Region 8. MT, ND, SD, WY, UT, CO	\$	3,956,086
Region 9. CA, NV, AZ, HI, GUAM	\$	7,638,125
Region 10. WA, OR, ID, AK	\$	1,405,556
Canada	\$	5,857,481
Average annual sales by Employee		
Region 1 VT, ME, NH, MA, RI, CT	\$	125,802.96
Region 2. NY, NJ, PR	\$	135,664.34
Region 3. PA, WV, VA	\$	147,151.66
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	\$	159,224.96
Region 5. OH, IN, IL, MI, WI, MN	\$	147,842.96
Region 6. TX, OK, AR, LA, NM	\$	479,183.35
Region 7. IA, MO, KS, NE	\$	150,027.82
Region 8. MT, ND, SD, WY, UT, CO	\$	186,901.71
Region 9. CA, NV, AZ, HI, GUAM	\$	167,607.76
Region 10. WA, OR, ID, AK	\$	115,922.11
Canada	\$	192,952.31
Sales Per Sq Ft Shop/production area		
Region 1 VT, ME, NH, MA, RI, CT	\$	298
Region 2. NY, NJ, PR	\$	216
Region 3. PA, WV, VA	\$	313
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	\$	228
Region 5. OH, IN, IL, MI, WI, MN	\$	334
Region 6. TX, OK, AR, LA, NM	\$	489
Region 7. IA, MO, KS, NE	\$	338
Region 8. MT, ND, SD, WY, UT, CO	\$	442
Region 9. CA, NV, AZ, HI, GUAM	\$	616
Region 10. WA, OR, ID, AK	\$	138
Canada	\$	701

2014 MIA Fabricator Performance Benchmarking Survey

Data by geographic location by Sales Volume (All Participants)

	2014 All <u>Responses</u>
Sales Per Sq Ft Showroom	
Region 1 VT, ME, NH, MA, RI, CT	\$ 547
Region 2. NY, NJ, PR	\$ 1,386
Region 3. PA, WV, VA	\$ 648
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	\$ 874
Region 5. OH, IN, IL, MI, WI, MN	\$ 1,156
Region 6. TX, OK, AR, LA, NM	\$ 1,134
Region 7. IA, MO, KS, NE	\$ 1,644
Region 8. MT, ND, SD, WY, UT, CO	\$ 821
Region 9. CA, NV, AZ, HI, GUAM	\$ 2,450
Region 10. WA, OR, ID, AK	\$ 579
Canada	\$ 1,563

Production Data

Number of countertops produced	
Region 1 VT, ME, NH, MA, RI, CT	686
Region 2. NY, NJ, PR	1,062
Region 3. PA, WV, VA	1,461
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	913
Region 5. OH, IN, IL, MI, WI, MN	1,533
Region 6. TX, OK, AR, LA, NM	7,350
Region 7. IA, MO, KS, NE	1,076
Region 8. MT, ND, SD, WY, UT, CO	1,330
Region 9. CA, NV, AZ, HI, GUAM	1,210
Region 10. WA, OR, ID, AK	225
Canada	3,563
Average Number of countertops produced per Employee	
Region 1 VT, ME, NH, MA, RI, CT	30
Region 2. NY, NJ, PR	41
Region 3. PA, WV, VA	57
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	38
Region 5. OH, IN, IL, MI, WI, MN	45
Region 6. TX, OK, AR, LA, NM	109
Region 7. IA, MO, KS, NE	23
Region 8. MT, ND, SD, WY, UT, CO	63
Region 9. CA, NV, AZ, HI, GUAM	27
Region 10. WA, OR, ID, AK	19
Canada	117

2014 MIA Fabricator Performance Benchmarking Survey

Data by geographic location by Sales Volume (All Participants)

	2014 All <u>Responses</u>
Number of kitchen islands produced	
Region 1 VT, ME, NH, MA, RI, CT	208
Region 2. NY, NJ, PR	350
Region 3. PA, WV, VA	567
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	427
Region 5. OH, IN, IL, MI, WI, MN	601
Region 6. TX, OK, AR, LA, NM	2,126
Region 7. IA, MO, KS, NE	398
Region 8. MT, ND, SD, WY, UT, CO	706
Region 9. CA, NV, AZ, HI, GUAM	343
Region 10. WA, OR, ID, AK	230
Canada	589
Average Number of kitchen islands produced per Employee	
Region 1 VT, ME, NH, MA, RI, CT	9
Region 2. NY, NJ, PR	13
Region 3. PA, WV, VA	22
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	18
Region 5. OH, IN, IL, MI, WI, MN	18
Region 6. TX, OK, AR, LA, NM	32
Region 7. IA, MO, KS, NE	8
Region 8. MT, ND, SD, WY, UT, CO	33
Region 9. CA, NV, AZ, HI, GUAM	8
Region 10. WA, OR, ID, AK	19
Canada	19
Number of vanities produced	
Region 1 VT, ME, NH, MA, RI, CT	597
Region 2. NY, NJ, PR	480
Region 3. PA, WV, VA	490
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	923
Region 5. OH, IN, IL, MI, WI, MN	719
Region 6. TX, OK, AR, LA, NM	3,832
Region 7. IA, MO, KS, NE	603
Region 8. MT, ND, SD, WY, UT, CO	708
Region 9. CA, NV, AZ, HI, GUAM	730
Region 10. WA, OR, ID, AK	310
Canada	716

2014 MIA Fabricator Performance Benchmarking Survey

Data by geographic location by Sales Volume (All Participants)

	2014 All <u>Responses</u>
Average Number of vanities produced per Employee	
Region 1 VT, ME, NH, MA, RI, CT	26
Region 2. NY, NJ, PR	18
Region 3. PA, WV, VA	19
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	38
Region 5. OH, IN, IL, MI, WI, MN	21
Region 6. TX, OK, AR, LA, NM	57
Region 7. IA, MO, KS, NE	13
Region 8. MT, ND, SD, WY, UT, CO	33
Region 9. CA, NV, AZ, HI, GUAM	16
Region 10. WA, OR, ID, AK	26
Canada	24

Stone Expenditures

Average amount spent on natural stone	
Region 1 VT, ME, NH, MA, RI, CT	\$ 661,133
Region 2. NY, NJ, PR	\$ 667,273
Region 3. PA, WV, VA	\$ 959,573
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	\$ 841,353
Region 5. OH, IN, IL, MI, WI, MN	\$ 1,042,130
Region 6. TX, OK, AR, LA, NM	\$ 6,096,112
Region 7. IA, MO, KS, NE	\$ 1,133,325
Region 8. MT, ND, SD, WY, UT, CO	\$ 684,285
Region 9. CA, NV, AZ, HI, GUAM	\$ 1,961,050
Region 10. WA, OR, ID, AK	\$ 234,663
Canada	\$ 517,369
Average amount spent on engineered stone	
Region 1 VT, ME, NH, MA, RI, CT	\$ 278,311
Region 2. NY, NJ, PR	\$ 397,545
Region 3. PA, WV, VA	\$ 426,134
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	\$ 234,389
Region 5. OH, IN, IL, MI, WI, MN	\$ 491,412
Region 6. TX, OK, AR, LA, NM	\$ 33,721,569
Region 7. IA, MO, KS, NE	\$ 1,264,385
Region 8. MT, ND, SD, WY, UT, CO	\$ 382,963
Region 9. CA, NV, AZ, HI, GUAM	\$ 315,393
Region 10. WA, OR, ID, AK	\$ 139,694
Canada	\$ 755,880

2014 MIA Fabricator Performance Benchmarking Survey

Data by geographic location by Sales Volume (All Participants)

	2014 All <u>Responses</u>
Construction Type	
Residential new construction	
Region 1 VT, ME, NH, MA, RI, CT	22%
Region 2. NY, NJ, PR	27%
Region 3. PA, WV, VA	27%
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	32%
Region 5. OH, IN, IL, MI, WI, MN	27%
Region 6. TX, OK, AR, LA, NM	197%
Region 7. IA, MO, KS, NE	28%
Region 8. MT, ND, SD, WY, UT, CO	48%
Region 9. CA, NV, AZ, HI, GUAM	40%
Region 10. WA, OR, ID, AK	23%
Canada	36%
Residential remodel	
Region 1 VT, ME, NH, MA, RI, CT	54%
Region 2. NY, NJ, PR	55%
Region 3. PA, WV, VA	55%
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	55%
Region 5. OH, IN, IL, MI, WI, MN	56%
Region 6. TX, OK, AR, LA, NM	220%
Region 7. IA, MO, KS, NE	50%
Region 8. MT, ND, SD, WY, UT, CO	34%
Region 9. CA, NV, AZ, HI, GUAM	43%
Region 10. WA, OR, ID, AK	55%
Canada	53%
Commerical	
Region 1 VT, ME, NH, MA, RI, CT	23%
Region 2. NY, NJ, PR	18%
Region 3. PA, WV, VA	19%
Region 4. KY, TN, NC, SC, GA, AL, MS, FL	13%
Region 5. OH, IN, IL, MI, WI, MN	17%
Region 6. TX, OK, AR, LA, NM	99%
Region 7. IA, MO, KS, NE	23%
Region 8. MT, ND, SD, WY, UT, CO	18%
Region 9. CA, NV, AZ, HI, GUAM	17%
Region 10. WA, OR, ID, AK	21%
Canada	11%

2014 MIA Fabricator Performance Benchmarking Survey

IX. Data by Sales Volume by Shop Type

Manual Shops:

	2014 All Responses	2014 Sales less than \$1M	2014 Sales between \$1M and 2M	2014 Sales between \$2M and 3M	2014 Sales between \$3M and 4M	2014 Sales between \$4M and 5M	2014 Sales between \$5M and 6M	2014 Sales between \$6M and 7M	2014 Sales between \$7M and 8M	2014 Sales between \$8M and 9M	2014 Sales between Over \$9M
Survey Participants											
Total number participating	40	17	13	6	2	1	1	0	0	0	0
Employees / Payroll											
Average number employees	9	6	9	12	17	12	35				
Annual Payroll	\$ 390,699	\$ 198,627	\$ 360,077	\$ 587,000	\$ 475,000	\$ 1,000,000	\$ 1,714,177				
Average Payroll by Employee	\$ 42,058	\$ 35,469	\$ 40,353	\$ 48,917	\$ 27,941	\$ 83,333	\$ 48,976				
Sales Data											
Average annual sales	\$ 1,420,175	\$ 612,647	\$ 1,426,923	\$ 2,033,333	\$ 3,250,000	\$ 4,000,000	\$ 5,142,000				
Average annual sales by Employee	\$ 152,880	\$ 109,401	\$ 159,914	\$ 169,444	\$ 191,176	\$ 333,333	\$ 146,914				

Automated Shops:

	2014 All Responses	2014 Sales less than \$1M	2014 Sales between \$1M and 2M	2014 Sales between \$2M and 3M	2014 Sales between \$3M and 4M	2014 Sales between \$4M and 5M	2014 Sales between \$5M and 6M	2014 Sales between \$6M and 7M	2014 Sales between \$7M and 8M	2014 Sales between \$8M and 9M	2014 Sales between Over \$9M
Survey Participants											
Total number participating	163	16	35	21	18	14	11	8	5	4	11
Employees / Payroll											
Average number employees	37	7	12	17	23	28	37	38	54	49	268
Annual Payroll	\$ 1,565,844	\$ 254,014	\$ 456,331	\$ 648,837	\$ 890,500	\$ 1,136,923	\$ 1,427,600	\$ 1,586,625	\$ 2,050,006	\$ 2,046,667	\$ 12,432,149
Average Payroll by Employee	\$ 42,885	\$ 38,239	\$ 37,015	\$ 37,744	\$ 39,287	\$ 40,716	\$ 38,376	\$ 41,345	\$ 37,823	\$ 41,486	\$ 46,420
Sales Data											
Average annual sales	\$ 6,100,071	\$ 431,207	\$ 1,434,800	\$ 2,395,634	\$ 3,461,611	\$ 4,208,571	\$ 5,194,091	\$ 6,253,750	\$ 7,520,000	\$ 8,174,250	\$ 53,472,273
Average annual sales by Employee	\$ 167,066	\$ 64,913	\$ 116,384	\$ 139,358	\$ 152,718	\$ 150,720	\$ 139,626	\$ 162,964	\$ 138,745	\$ 165,694	\$ 199,659