



## FY2017/18 Practice Performance Survey Working Document for Large Firms (>200 staff)

The following pages contain a hard copy of the questions that appear in the FY2017/18 Practice Performance Survey for Large Firms (that is those with **200 or more staff** in accordance with ABS definitions).

**It is recommended that you work through the questions in this document prior to accessing the live survey to ensure that you have gathered all the necessary information as you will not be able to exit and return to the survey once started.**

When you are ready to upload your data you can access the live survey [here](#) or through the link on the [Practice Performance Survey](#) page on the Consult Australia website.

*Note that surveys cannot be submitted on this form.*

If you have any questions, please contact Kisanne Dulin, Director – Membership and Commercial Services on (02) 8252 6718 or at [kisanne@consultaustalia.com.au](mailto:kisanne@consultaustalia.com.au).

**\* 1. Please provide your contact information below**

Name

Company

Email Address

Phone Number

**2. Please specify the end date of the financial year you are reporting on.**

**3. Components of Income [\$]**

*(from Australian based activities)*

Fees

Other income

**Total income**

#### 4. Geographic Sources of Total Fees [%]

New South Wales

Victoria

Queensland

South Australia

Western Australia

Tasmania

Northern Territory

Australian Capital Territory

Exports

## 5. Public and Private Sector Sources of Fees [%]

Commonwealth Government

State Government

Local Government

Australian Private Sector

Overseas Governments / Intergovernmental

Overseas Private Sector

## 6. Sources of Fees by Discipline [%]

Civil Engineering

Structural Engineering

Geotechnical Engineering

Other Engineering (mechanical/chemical/electrical)

Planning

Environmental Services

Architecture

Project Management

Information Technology (ie BIM, GIS)

Management Consulting

Quantity Surveying

Technical (drafting/laboratory)

Building Services

Other

## 7. Sources of Fees by Market [%]

Building / Construction

Building Services

Infrastructure

Industrial

Water

Waste

Environmental

Manufacturing

Mining

Energy

Oil and Gas

Information Technology and Communications

Other

## 8. Method of Project Delivery [%]

Alliance

Public-Private Partnership

Build, Own, Operate

Design and Construct

Design, Construct and Maintain

Construct Only

Other Delivery Methods



## 9. Cost of Wages and Salaries [\$]

Management (nonpracticing)

Technical

Accounting and Administrative

Information Technology

Marketing, Communications and Business Development

Human Resources, Recruitment and L&D

**Total wages and salaries**

Total employment on-costs

**Total employment costs**

## 10. Other Costs [\$]

Payments to sub-contractors

Insurance

Travel and accommodation

Management

Technical

Accounting and administrative

Information technology and communications

Marketing and communications

Human resources (training etc)

Plant and equipment (excl IT)

Miscellaneous

**Total of 'other' costs**

## \* 11. Profit [\$]

Pre-tax profit *total*  
*income (Q3) less total*  
*costs (Q10)*

## 12. Employment [Full Time Equivalent Number]

*(as at last pay period of your financial year)*

Principals

Technical personnel

Non technical personnel

Contract staff

**Total working in business**

## 13. Utilisation of Technical Personnel [Hours]

Billable technical hours

Non-billable technical hours

**Total hours** *billable + non-billable*

**Utilisation %** *billable hours divided by total hours*

**14. Assets [\$]**

*(at end of your financial year)*

Cash and deposits

Work in progress

Debtors

Other

**Total current assets**

Buildings

Plant and equipment

Other

**Total non-current assets**

**Total assets** *total current assets + non-current assets*

[Note: this should equal 'Total liability and equity' in Q15]

Backlog (in days)

**15. Liabilities and equity [\$]**  
*(at end of your financial year)*

Creditors

Short-term loans from shareholders

Other short-term loans

Other

**Total current liabilities**

Long-term loans from shareholders

Other long-term loans

Other

**Total non-current liabilities**

**Shareholders' equity**

**Total liability and equity** *total current liabilities + non-current liabilities + shareholders' equity*

[Note: this should equal 'Total assets' in Q14]

**16. Please confirm the numeric format used**

- All numbers in full (ie ten thousand = 10,000)
- Numbers a 000's (ie ten thousand = 10)