

A-Score.com Professional Analysis

(sample)

Benchmarking Comparisons to Other Providers 2002 Results

I. A-Score Results and Comparisons to Other Providers

<u>A-Score (Client Name)</u>		<u>Highest</u>	<u>A-Score All OMRDD Organizations</u>	<u>Lowest</u>	<u>Average</u>
2002	69	93		50	74
2001	40	93		40	72
2000	51	94		45	71

	<u>Highest</u>	<u>A-Score Organizations <\$10M</u>	<u>Lowest</u>	<u>Average</u>
2002	91		50	70
2001	84		40	66
2000	82		51	65

II. Benchmarking Chapter Financial Ratios to Target Levels and "Best in Class" Providers

	<u>(Client Name)</u>	<u>Target Level</u>	<u>2002 "Best in Class" Provider</u>
Days Cash on hand	13	>30	276
Days accounts receivable outstanding	63	<55	32 days
Current ratio	1.02	>1 to 1	3.65 to 1
Debt Service coverage ratio	2.03	>1.2 to 1	10.49 to 1
Net surplus as a % of total revenue	3%	2%	12%
Days accounts payable outstanding	29	<35	16 days
Total liabilities to net assets	5.5	<1.8 to 1	.34 to 1
% reliance of largest funding source	33%	<50%	30%
Line of credit balance as a percentage of current assets	51%	<10%	0%
Total revenue as a % of total assets	2.07	>1.50 to 1	3.14 to 1
Administrative expense percentage	11	<10%	7%
Fundraising revenue as a percentage of total revenue	2%	>3%	6%