**APPAREL DECORATORS SCORECARD**

### COMPANY PROFILE

**SALES**

- Less than $500K: 30.2%
- $500K - $999K: 25.6%
- $1M - $4.9M: 34.9%
- $5M+: 9.3%

At least 9 out of 10 companies have less than $5M in sales:
- Less than $1M: 55.8%
- $1M - $4.9M: 24.9%

**COMPANY SIZE**

- 1-4: 36.8%
- 5-9: 26.3%
- 10-19: 13.2%
- 20-99: 23.7%

About two-thirds 63.1% - less than 10 employees

### BENEFITS

- **74.4%** Vacation/Paid Holidays
- **69.2%** Paid Holidays
- **59.0%** Workers Compensation Insurance
- **51.3%** Sick Leave, Paid

About every fourth company **23.1%** provides health care insurance or retirement plan (pension, 401k)

### DIRECT PAYROLL AS PERCENTAGE OF SALES REVENUE

- **61.5%** 20% or less
- **20.5%** 21% - 40%
- **18.0%** More than 40%

**Median** 27.5%

### SALES STAFF AND SALES COMPENSATION

**IN-HOUSE SALES STAFF NOT SOLELY DEDICATED TO SALES**

- **68.4%** Salary only
- **21.1%** Salary plus commission or bonus
- **10.5%** Commission only

90.0% Commissions are received when the job is paid for

- **50.0%** In-house and their job is NOT dedicated SOLELY to sales
- **26.3%** In-house and their job is dedicated SOLELY to sales
- **21.1%** Contracted outside employees/independent sales reps
- **2.6%** No sales staff

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Based on 2019 Q3 SGIA Survey – Wage, Salary and Sales Compensation