

Architectural Woodwork Institute

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AWI Member Benefit Profile...

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One in a series of *Benefacts* to help maximize the return on your AWI Membership dues investment. Make the most of your AWI membership!

- Benefit Name: **AWI Cost of Doing Business Survey & Report**
- Benefit Type: A financial management tool to measure and benchmark your company's operating costs, profit margins, compensation levels and benefits packages for use in improving your company's financial performance and profitability.
- Available to: All AWI Manufacturing Members in good standing.
- Primary Return: Compare your company's financial results against the industry's best "high profit firms" in order to identify your company's below-average operating costs (if any) so that you can make corrections for increasing your company's bottom line.
- Other Returns: Banking: negotiate credit terms based on industry data; Recruiting – research base, bonus and total compensation by job function and region; Accounting – let the best practice chart of accounts and report data assist your CPA; Management – set performance measurements, use to target profits and set your team's goals; Staff – use for retention techniques and best practices; Customers – identify trends, product mix and sourcing approaches; Benefits – plan design, research provider costs, negotiate levers; Union – identify labor costs, compensation schedules, industry trends; and much more. The financial data and industry benchmarks you receive are unique to the architectural woodwork industry and are not available from any source elsewhere.
- Associated cost: To participate in the survey, there's no direct monetary cost outside of your investment of 150 minutes +/- to complete the survey on-line at no cost. To benefit from survey results – there is no cost whatsoever. You receive a Final Report (a \$950 value to non-members) as a member benefit regardless of whether you participate.
- How to participate: Respond to the e-mail sent to you by AWI and complete the survey on-line at www.inverra.com. Click on the link for CODBS at the bottom left of the screen. Otherwise, simply wait to receive the CODBS Final Report around June 1. All survey data submitted is held in strict confidence by Inverra.
- When to send: Anytime between February 1 – and April 1, 2006 when the survey ends.
- Questions: Contact Judy Durham, AWI Executive VP, at 571-323-3610 or jdurham@awinet.org.