

ACCOUNTING OFFICE MANAGEMENT & ADMINISTRATION REPORT



ISSUE 07-09

WWW.IOMA.COM/CPA

SEPTEMBER 2007

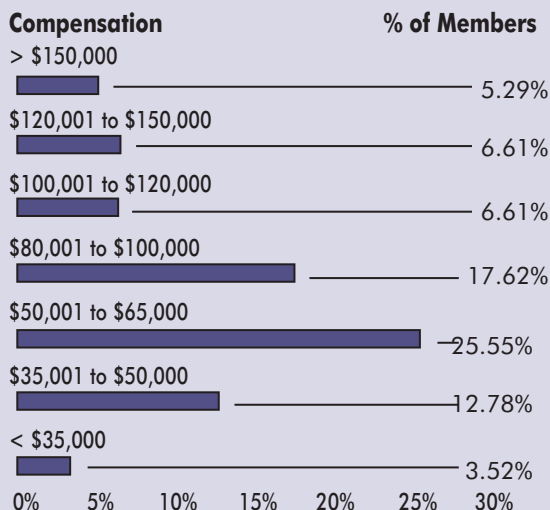
What Are Firm Administrators Being Paid Now?

It's said that people will pay for what matters. This includes CPA firm partners, as shown by the results of the Association for Accounting Administration's most recent compensation survey. Partners increasingly are "valuing" their firm administration professionals: The average W-2 compensation for 2006 was \$77,934.

Administrators' value. Even more impressive than the pay average was the fact that 18.51% of the respondents were paid W-2 compensation of more than \$100,000 last year, and more than a third of the total respondent pool are being paid in excess of \$80,000 (see the table for more information).

The average bonus included in the W-2 compensation amount was \$5,472. Most bonuses included in the W-2 compensation fell into the \$1,000-to-\$5,000 range, with 29.07% of the survey respondents saying they received such a bonus last year.

AAA Members' W-2 Compensation in 2006



(Source: AAA)

Hours worked. Firm administration professionals are working hard for this money. Almost half (41.85%) of the respondents worked 2,201 to 2,400 hours in 2006, and almost a third (29.96%) worked 2,001 to 2,200 hours. Few of the hours worked by administration professionals are billable. About a third (35.24%) billed no time at all, while 39.21% said they billed one to 100 hours last year.

Experience counts. AAA members who participated in the survey are an experienced group: 61.58% of respondents have 11 years or more of administration experience, and 20.9% have six to 10 years. The average number of years of experience was 15.15 years.

Among the respondents, slightly more than half (58.95%) have either the title firm administrator or director of administration; 16.16% are office managers or office administrators; and 14.85% are CEOs, COOs, CFOs, or CAOs, all of which are non-ownership positions. Human resources titles are held by 2.18% of the respondents, and 6.11% are partners, owners, principals, or shareholders.

For more information:

AAA's 2007 Compensation Survey included input from 40% of the association's members. Complete results are available to AAA members. Contact: AAA, 937-222-0030; www.cpaadmin.org. □

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