

## **CFMA'S 2021 ANNUAL FINANCIAL SURVEY – FAQs**

- ✓ **Do I have to be a CFMA member to upload financial information to the Annual Financial Survey?**  
No, you do not. The 2021 Annual Financial Survey is open to CFMA members and nonmembers, as well as all NECA members.
- ✓ **What do I receive for providing my company's financial data?**  
Participating companies receive:
  - o Two Peer Report credits (each credit permits the holder to run one Peer Report)
  - o The 2020 Financial Benchmark PDF – about 100 pages with salary data.
  - o A customized Company Performance Report (CPR).This information is placed into each contributor's account when the results are released.
- ✓ **Is my company's information kept confidential?**  
All submitted information is held in the strictest confidence. CFMA's partner, Industry Insights, aggregates and analyzes the data. No contact information is provided or sold to third parties.  
At no time, is a company ever identified in the Financial Benchmarker results. The emphasis is on aggregate industry data, not on the performance of individual companies.
- ✓ **When will the results be available?**  
The 2021 NECA Financial Benchmarker should be available in early fall 2021.
- ✓ **Why does it take so long to release the results?**  
Industry Insights reviews all submissions and looks for any inconsistencies. If they spot a potential problem, they might contact you to review verify the information.
- ✓ **Why is the Financial Benchmarker a year behind?**  
Although it's titled the year in which it's released, the benchmarker is always based on the most recent fiscal year end, which is the prior year. It can't be based on current fiscal year, because that period is ongoing.
- ✓ **Do you have more questions about the 2021 Annual Financial Survey?**  
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