

# IAC's revenue picture for 2006

Dues for members of the Industry Advisory Council are based on member-company size as determined by their federal revenues. According to IAC leaders, 66 percent of members pay 32 percent of dues and account for 21 percent of the organization's total revenue (dues plus fees). Also, 12 percent of members pay 38 percent of dues and account for 52 percent of total revenue.

Size*	Dues	No. of companies	% of all companies	Dues (in thousands)	% of total dues	Revenue ** (in thousands)	% of total revenue
>\$1B	\$7,000	19	4%	\$133	14%	\$664	24%
>\$500M	\$6,000	10	2%	\$60	6%	\$259	9%
>\$100M	\$5,500	30	6%	\$165	18%	\$540	19%
>\$50M	\$4,000	32	7%	\$124	13%	\$327	12%
>\$10M	\$2,000	75	15%	\$150	16%	\$419	15%
>\$2M	\$1,500	114	23%	\$160	17%	\$334	12%
<\$2M	\$750	210	43%	\$143	15%	\$238	9%

\*Company size is based on annual federal sales revenue.

\*\* Figures are for dues plus other contributions for programs, conferences and professional development as of September 2006.

Source: Industry Advisory Council