

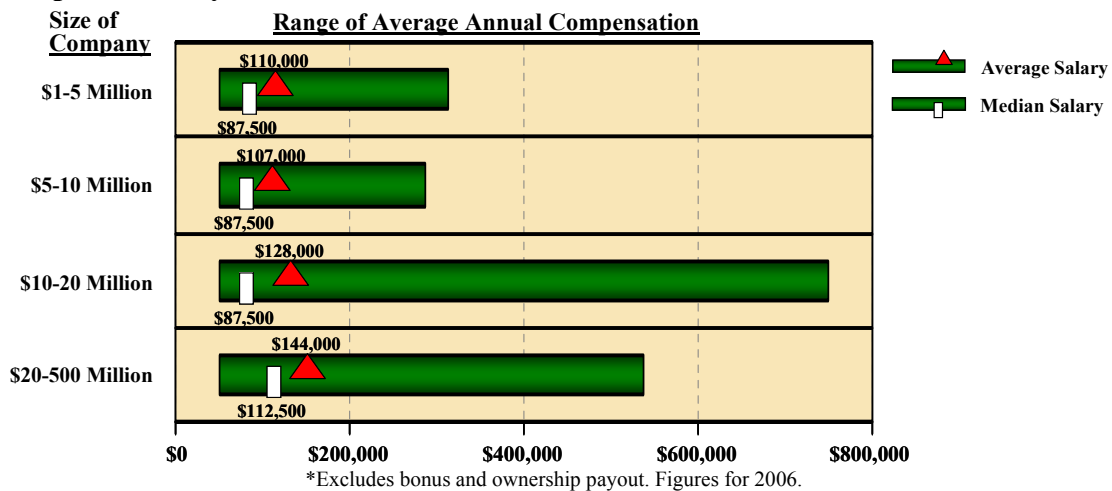
## Small and Mid-Sized Business Owner Compensation Data

### *Greenwich Insights – Summary of Key Findings*

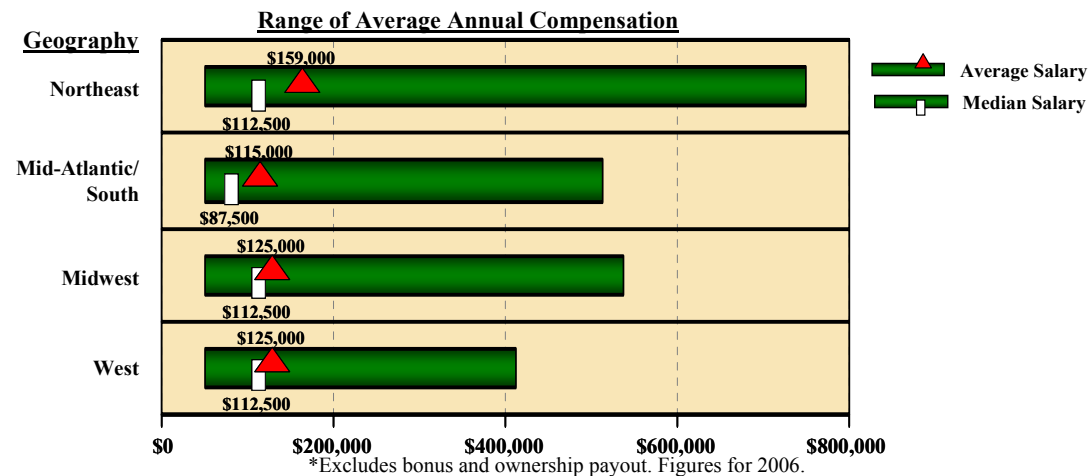
According to our January 2007 Greenwich Business Forum, the average annual compensation for owners and top management of small and mid-sized businesses is approximately \$130,000.

- Compensation levels are highest for executives in the Northeast and lowest for executives in the Mid-Atlantic/South region.
- Average compensation for small business (\$1–\$5 million in sales) financial decision makers is \$110,000 compared to \$144,000 for mid-sized (\$20–\$500 million) financial decision makers.

### Compensation by Sales Size



### Compensation by Geography



#### *About Greenwich Business Forum*

- Greenwich Business Forum is an online panel of over 24,000 financial decision makers at small (\$1–\$10 million) and midsize companies (\$10–\$500 million) in the U.S.
- Regular research topics include: economic outlook, business compensation, insurance, credit/loan pricing, and other topics impacting strategic and management issues.
- For additional information, please visit [www.greenwichbusinessforum.com](http://www.greenwichbusinessforum.com) or contact Peter Nardin at [pnardin@greenwich.com](mailto:pnardin@greenwich.com) or (203) 625-5029.