



2012 ECONOMIC CENSUS

Corporate, Subsidiary, and Regional Managing Offices

DUE DATE
FEBRUARY 12, 2013

(Please correct any errors in this mailing address.)

Need help or have questions?

- **Read** the accompanying information sheet(s) before answering the questions.
- **Visit** econhelp.census.gov
- **Call** 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

MN-55102

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Report Online - It's fast and secure!
Go to: econhelp.census.gov

- OR -

Mail your completed form to:

U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47134-0001

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

- Use blue or black ballpoint pen.
- Do not use pencil or felt-tip pen.
- Do not put slashes through 0 or 7.
- Please center numbers in their respective boxes.
- Place an "X" inside the box.

Examples:

0 1 2 3 4 5 6 7 8 9

The reporting unit for this form is an establishment. An **establishment** is generally a single physical location where business is conducted or where services or industrial operations are performed. For further clarification, see information sheet(s).

1 EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) shown to the left of the mailing address the same as the one used for this establishment on its latest 2012 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

0021 Yes - Go to **2** 0022 No - Enter current EIN (9 digits) → 0025 -

2 PHYSICAL LOCATION

A. Is this establishment's physical location the same as shown in the mailing address? (P.O. Box and rural route addresses are not physical locations.)

0031 Yes - Go to line B

0032 No - Enter physical location →

0035 Number and street

0036 City, town, village, etc. 0037 State 0038 ZIP Code
 -

CONTINUE WITH **2** ON PAGE 2



2 PHYSICAL LOCATION - Continued

B. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.? (Mark "X" only ONE box.)

0041 Yes 0042 No 0043 No legal boundaries 0044 Do not know

C. In what type of municipality is this establishment physically located? (Mark "X" only ONE box.)

0046 City, village, or borough 0047 Town or township 0048 Other 0024 Do not know

3 OPERATIONAL STATUS

Which ONE of the following best describes this establishment's operational status at the end of 2012? (Mark "X" only ONE box.)

0011 In operation

0013 Temporarily or seasonally inactive

0014 Ceased operation - *Give date at right* →

Month	Day	Year

0015 Sold or leased to another corporation - *Give date at right AND enter name and address of new owner or operator and Employer Identification Number (EIN) below* →

Month	Day	Year

 0018

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0060 Name of new owner or operator	0061 EIN (9 digits)									
	- <table border="1" style="display: inline-table; border-collapse: collapse;"><tr><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td></tr></table>									

0062 Mailing address (Number and street, P.O. Box, etc.)

0063 City, town, village, etc.	0064 State	0065 ZIP Code										
	-	<table border="1" style="display: inline-table; border-collapse: collapse;"><tr><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td></tr></table>										

0016 Other - *Specify* →

--

 0815

4 MONTHS IN OPERATION

Mark "X" if None 2012 Number

Number of months in operation during 2012 (If none, mark "X" and go to 30.) 0002

--	--

HOW TO REPORT DOLLAR FIGURES		Dollar figures should be rounded to thousands of dollars.	Mark "X" if None	2012			
		If a figure is \$2,035,628.79:	Report → <input type="checkbox"/>	\$ Bil.	Mil.	Thou.	2 036
		If a value is "0" (or less than \$500.00):	Report → <input checked="" type="checkbox"/>	EXAMPLE			

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Sales, receipts, or revenue (exclude billings) from customers outside your enterprise originating from this location (do not report sales, receipts, or revenue from other establishments within your own enterprise) 0100

2012												
\$ Bil.	Mil.	Thou.										
<table border="1" style="display: inline-table; border-collapse: collapse;"><tr><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td></tr></table>			<table border="1" style="display: inline-table; border-collapse: collapse;"><tr><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td></tr></table>					<table border="1" style="display: inline-table; border-collapse: collapse;"><tr><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td></tr></table>				

6 Not Applicable.

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

7 EMPLOYMENT AND PAYROLL

Include:

- Full- and part-time employees working at this establishment whose payroll was reported on Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return, and filed under the Employer Identification Number (EIN) shown to the left of the mailing address or corrected in **7**.

Exclude:

- Temporary staffing obtained from a staffing service.
- Contractors, subcontractors, or independent contractors.
- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
- Purchased or managed services, such as janitorial, guard, or landscape services.
- Professional or technical services purchased from another firm, such as software consulting, computer programming, engineering, or accounting services.

For further clarification, see information sheet(s).

Mark "X" if None

2012										
Number										

A. Number of employees for pay period including March 12, 2012 0930

B. Payroll before deductions (Exclude employer's cost for fringe benefits.) Mark "X" if None

	2012								
	\$ Bil.			Mil.			Thou.		
1. Annual payroll 0300 <input type="checkbox"/>									
2. First quarter payroll (January-March 2012) 0310 <input type="checkbox"/>									

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8 Not Applicable.

9 VALUE OF INVENTORIES

A. Did this establishment own inventories, regardless of where held, at the end of 2012 and/or 2011?

0486 Yes - Go to line B

0487 No - Go to **16**

B. Report inventories and Last-in, First-out (LIFO) adjustment, if any, for products owned by this establishment as of December 31.

	Mark "X" if None	End of 2012			Mark "X" if None	End of 2011		
		\$ Bil.	Mil.	Thou.		\$ Bil.	Mil.	Thou.
1. Total inventories before LIFO adjustment (if any) 0460 <input type="checkbox"/>	<input type="checkbox"/>				<input type="checkbox"/>			
2. LIFO reserve (if any) 0466 <input type="checkbox"/>	<input type="checkbox"/>				<input type="checkbox"/>			
3. Total inventories after LIFO adjustment (Line B1 minus line B2.) 0468 <input type="checkbox"/>	<input type="checkbox"/>				<input type="checkbox"/>			

55102032



10 INVENTORIES BY VALUATION METHOD

Report how much of the inventory reported in **9**, line B1, for 2012 is subject to the following valuation methods:

Mark "X" if None

			2012		
			\$ Bil.	Mil.	Thou.
A.	LIFO valuation method before adjustment	0244	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B.	First-in, First-out (FIFO)	0491	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C.	Average cost	0492	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D.	Standard cost	0493	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E.	Other valuation method - Specify method \nearrow				
	0895 <input type="text" value=""/>	0494	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
F. TOTAL	(Sum of lines A through E should equal 9 , line B1.)	0490	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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11-15 Not Applicable.

16 SELECTED EXPENSES

Report the payment of selected expenses allocated by category

- Report payments for expenses directly incurred by this establishment in column 1.
- Report payments made by this establishment for expenses incurred by other establishments of your enterprise in column 2 (where applicable).

Exclude:

- Transfers made within the company
- Capitalized expenses
- Impairment
- Interest
- Bad debt
- Income tax
- Taxes collected from customers (e.g., sales and excise)
- Cost of merchandise for resale

Line 1 - Employer's cost for legally required programs and programs not required by law. Include insurance premiums for hospital plans, medical plans, and single service plans (e.g., dental, vision, prescription drugs); premium equivalents for self-insured plans and fees paid to third-party administrators (TPAs); defined benefit pension plans; defined contribution plans (e.g., profit sharing, 401K, stock option plans); and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, Medicare, life insurance benefits, childcare assistance, subsidized commuting, employer contribution to pre-tax benefit accounts). Exclude employee contributions. (Include fringe benefits for all employees reported in **7**, line A.)

Line 2 - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services.

Line 3 - Include expensed office and communication equipment (e.g., copiers, fax machines, telephones); equipment used in manufacturing, sales, and service (e.g., shop and lab equipment); and computer equipment (e.g., CPUs and monitors). Report packaged software on **line 5**. Report leased and rented equipment on **line 15**.

Line 4 - Materials and supplies used in providing services to others; materials and parts used in repairs; office and janitorial supplies; small tools; containers and other packaging materials; and motor fuels. Exclude cost of merchandise for resale.

Line 5 - Purchases of prepackaged, custom coded, or vendor customized software. Include software developed or customized by others, web design services and purchases, licensing agreements, upgrades of software, and maintenance fees related to software upgrades and alterations.

Line 6 - Report the cost of electricity included in a lease or rental payment on **line 16**.

CONTINUE WITH **16** ON PAGE 5

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

16 SELECTED EXPENSES - Continued

- Line 7** - Fuel for heating, power, or generating electricity (e.g., natural gas, propane, heating oil, coal). Report motor fuels on **line 4**. Report the cost of fuels included in a lease or rental payment on **line 16**.
- Line 8** - Include computer facilities management services, computer input preparation, data storage, computer time rental, optical scanning services, and other computer-related advice and services, including training. Exclude expensed integrated systems, repair and maintenance of computer equipment, payroll processing and credit card transaction fees, and expenses for telecommunication services (e.g., Internet, connectivity, telephone).
- Line 9** - Telephone, cellular, and fax services; computer-related communications (e.g., Internet, connectivity, online); and other wired and wireless communication services. Report expensed communication equipment on **line 3**.
- Line 10** - Expensed repair and maintenance services to machinery, vehicles, equipment, and computer hardware. Report materials, parts, and supplies used for repairs and maintenance performed by this firm's employees on **line 4**.
- Line 11** - Include repair and maintenance to integral parts of buildings (e.g., elevators, heating systems). Report materials, parts, and supplies used for repairs and maintenance performed by this firm's employees on **line 4**. Report janitorial and grounds maintenance services on **line 19**.
- Line 12** - Include the cost of hazardous waste removal. Report the cost of utilities included in a lease or rental payment on **line 16**.
- Line 13** - Include marketing and public relations services.
- Line 14** - Include management consulting, accounting, auditing, bookkeeping, legal, actuarial, payroll processing, architectural, engineering, and other professional services. Exclude salaries paid to your own employees for these services.
- Line 15** - Include lease and rental of transportation equipment without operators, and penalties incurred for broken leases. Exclude capital and financing lease agreements. Report expensed software on **line 5**.
- Line 16** - Include penalties incurred for broken leases.
- Line 17** - Payments to government agencies for taxes and licenses. Include business and property taxes. Exclude sales and excise taxes collected from customers and income taxes.
- Line 18** - Include depreciation charges taken against tangible assets owned and used by your firm, tangible assets and improvements owned by your firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment.
- Line 19** - All other selected expenses, unless specifically excluded in the general instructions. Exclude payroll, purchases of merchandise for resale, and nonoperating expenses.

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Personnel costs, except payroll

		2012		
		Expenses of this establishment ONLY		
		\$ Bil.	Mil.	Thou.
1.	Employer's cost for employer paid insurance premiums, pension plans, payroll taxes, and other employee benefits			
	Mark "X" if None <input type="checkbox"/> 0228			
2.	Temporary staff and leased employee expense			
	<input type="checkbox"/> 0793			

Expensed equipment and materials

3.	Expensed computer hardware and other equipment			
	<input type="checkbox"/> 0795			
4.	Expensed purchases of other materials, parts, and supplies			
	<input type="checkbox"/> 0797			

Expensed purchased services

5.	Expensed purchases of software			
	<input type="checkbox"/> 0801			
6.	Purchased electricity			
	<input type="checkbox"/> 0452			
7.	Purchased fuels (Exclude motor fuels.)			
	<input type="checkbox"/> 0451			

CONTINUE WITH **16** ON PAGE 6

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16 SELECTED EXPENSES - Continued

Expensed purchased services - Continued

8. Data processing and other purchased computer services

Mark "X" if None

0414

2012
Expenses of this establishment ONLY

\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>

Mark "X" if None

0674

2012
Payments made by this establishment on behalf of other establishments of your enterprise

\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>

9. Purchased communication services

0413

0673

10. Purchased repairs and maintenance to machinery, vehicles, and equipment

0825

0826

11. Purchased repairs and maintenance to buildings, structures, and offices

0411

0671

12. Water, sewer, refuse removal, and other utility payments

0458

0456

13. Purchased advertising and promotional services

0417

0677

14. Purchased professional and technical services

0812

0814

Other selected expenses

15. Lease and rental payments for machinery, equipment, and other tangible items

0562

0567

16. Lease and rental payments for land, buildings, structures, store spaces, and offices

0561

0566

17. Governmental taxes and license fees (Exclude sales, excise, and income taxes.)

0419

0678

18. Depreciation and amortization charges

0543

19. All other selected expenses (Specify - If more than 50% of TOTAL reported on line 20.) ↴

0409

0418

20. TOTAL SELECTED EXPENSES of this establishment ONLY, excluding payroll (Add lines 1 through 19.)

0459

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17 and 18 Not Applicable.

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

19 KIND OF BUSINESS OR ACTIVITY

Which ONE of the following best describes this establishment's principal kind of business or activity in 2012? If none of the provided selections seem appropriate, provide a specific description of the primary business activity. Mark "X" only ONE box.

Corporate, subsidiary, or regional managing offices

0700 551 114 00 1 [] Corporate, subsidiary, or regional managing office engaged in management of, or providing more than one centralized administrative support functions to, other establishments of the company (Offices engaged in only one type of specific activity should select another kind of business or activity.)

Holding companies, excluding bank and financial holding companies

551 112 00 1 [] Holding company NOT engaged in direct management of held company(ies)

551 114 00 7 [] Holding company engaged in direct management of held company(ies)

Bank and financial holding companies (Registered with the Board of Governors of the Federal Reserve.)

551 111 00 1 [] Bank holding company

551 112 00 4 [] Financial holding company

Other kind of support service or activity

518 210 00 B [] Data processing center or facility

777 551 02 6 [] Accounting, billing, tax preparation, bookkeeping, or payroll - Describe primary services

0701

777 551 02 7 [] Sales office that sells directly to customers from this location - Describe product(s) sold

0701

777 551 02 3 [] Warehouses and storage facilities - Describe type of product or commodity stored

0701

777 551 02 1 [] Research and development - Describe type of research or product developed

0701

777 551 02 A [] Maintenance and repair - Describe

0701

777 551 02 4 [] Local or long distance trucking - Describe normal distance and type of freight

0701

777 551 02 D [] Distribution center - Describe type of product or commodity distributed

0701

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19 KIND OF BUSINESS OR ACTIVITY - Continued

Other kind of support service or activity - Continued

0700 777 551 02 8 Other kind of administrative or support service - Describe primary services performed ∇

0701

0700 773 000 00 2 Other kind of business or activity - Describe type of business or activity ∇

0701

20 Not Applicable.

21 A. SUPPORT SERVICES

Was this establishment primarily engaged in providing management, administrative, or support services to other establishments of your enterprise (rather than for the general public or other business firms) in 2012?

0998 Yes - Go to line B

0999 No - Go to **22**

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B. PRINCIPAL BUSINESS OR ACTIVITY OF THE OPERATING ESTABLISHMENTS SERVICED

Describe the principal kind of business or activity performed by the establishments of your enterprise that are managed or serviced by this establishment.

Example: If this establishment is a corporate, subsidiary, or regional managing office, data processing service center, or administrative/support office to a chain of clothing stores, please specify "clothing stores" below. ∇

0996

HOW TO REPORT PERCENTS



Percents should be **rounded to whole** percents.

If figure is **38.76%** of total sales: **Report** \rightarrow

2012			
Report thousands of dollars OR whole percents. Estimates are acceptable.			
\$ Bil.	Mil.	Thou.	Percent
<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px; text-align: center;" type="text" value="39"/>

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

(Report sources of revenue for this establishment, either as a dollar figure or as a whole percent of total revenue (reported in **5**). See HOW TO REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENTS above. Do not combine data for two or more lines.)

Line 1 - Report receipts from sales of products manufactured or assembled at this establishment, sales of products manufactured or assembled at other establishments of this enterprise and sold by employees of this establishment, and resale of products manufactured or assembled by a different enterprise but sold at this establishment.

Line 2a - Report receipts from granting permission to use intellectual property owned or controlled by this establishment (i.e., by patent and trade secrets law). Include licenses to use property protected by utility, design, plant, software patents, etc. Include the right to publish, reproduce, modify, or distribute patented intellectual property for an agreed period of time, manner, and place.

Line 2b - Report receipts from granting permission for the commercial use of trademarked property (e.g., names, symbols, logos) owned or controlled by this establishment.

Line 2c - Report receipts from granting permission to use content protected by copyright that is owned or controlled by this establishment.

Line 3 - Report receipts from franchise sales and fees from granting permission to operate a business under a trademark or brand name. Include receipts from business format franchising where the franchisee sells the franchisor's products or services and operates the business according to the system provided by the franchisor and from product distribution franchising where the franchisee sells the franchisor's products in a supplier-distributor or supplier-dealer relationship. Report receipts from product sales by the franchisor on **line 1**, report management and administrative services charged separately by the franchisor on **line 6**, and report advertising services and training services charged for separately by the franchisor on **line 11**.

Line 5 - Report receipts from basic research undertaken to gain new knowledge and/or applied research undertaken to develop practical applications for the knowledge acquired through basic research.

CONTINUE WITH **22** ON PAGE 9

CONTINUE ON PAGE 9

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22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Line 7 - Report receipts from the direct lending of funds under legal contract. Include interest received, origination and other fees received, and revenue from sales of loans.

Line 8 - Report interest and dividends from investments, holdings, and subsidiaries. Exclude unrealized gains or losses. Report proceeds from the sale of investments and other assets on **line 9**.

Line 9 - Report the net gain (or loss) from the sale or trade of real property, securities, and other financial assets, such as stocks and bonds. Exclude unrealized gains or losses.

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
1. Sales or shipments of merchandise				
a. Motor vehicles and parts 34401				
b. Furniture and home furnishings 34402				
c. Lumber, building materials; metals and minerals 34403				
d. Professional equipment and supplies, including computers and peripheral equipment 34404				
e. Electrical and communications equipment, excluding computers 34405				
f. Hardware, plumbing, and heating equipment 34406				
g. Other machinery and equipment 34407				
h. Paper and paper products 34408				
i. Drugs, pharmaceuticals, cosmetics, and toiletries 34409				
j. Clothing and apparel 34411				
k. Grocery and beverage products 34412				
l. Chemical and petroleum products 34413				
m. Other - Describe ↴				
<input type="text"/> 34414				
n. Add lines 1a through 1m 34400				

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CONTINUE WITH **22** ON PAGE 10

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
2. Licensing of rights to use intellectual property				
a. Protected by patent 39404				
b. Protected by trademark 39403				
c. Protected by copyright 39401				
3. Franchising 34420				
4. Rental and leasing 34480				
5. Research and development services in the physical, engineering, and life sciences 34490				
6. Administrative and management services 34470				
7. Loans 34430				
8. Interest and dividends, including from subsidiaries				
a. Interest 34441				
b. Dividends 34442				
c. Add lines 8a and 8b 34440				
9. Gains (losses) from securities and other assets sold or traded (Report losses by including a dash prior to the value.) 34450				
10. Contributions, gifts, and grants 34460				
11. All other revenue - Describe principal activity and estimated receipts ↴				
<div style="border: 1px solid black; height: 20px; width: 100%;"></div> 36502				
12. TOTAL REVENUE - Sum of lines should equal 5 if reporting in dollars 39850				100

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23 and **24** Not Applicable.

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

25 EXPORTS OF GOODS AND SERVICES

NOTE - An export is a tangible or intangible product (e.g., good, license agreement, reproduction right, service) that is sold or transferred to a customer or client (individual, government, business establishment, etc.) located **outside** the United States (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Include products transferred to, sold to, or services performed for unaffiliated and affiliated foreign firms (e.g., foreign parent firms, subsidiaries, branches). Exclude products provided to domestic subsidiaries of foreign firms.

A. Did the receipts or revenue (reported in **5**) include any amounts for exported goods or services?

0911 Yes - Go to line B

0912 No - Go to **26**

2012		
\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>

B. Amount of receipts or revenue for exported goods or services 0914

26 SPECIAL INQUIRIES

A. EMPLOYMENT BY FUNCTION

Enter employment reported on IRS Form 941 (Employer's Quarterly Federal Tax Return, by function. The total should equal the number reported on **7**, line A (Number of employees at this location).

Enter each employee on the **one** line which best describes his/her position. Where records do not provide actual employee counts in terms of the function listed, estimates of the approximate number in each are acceptable.

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1. Administrative and management:

a. Executive and corporate managers 3358

b. Other management staff 3359

c. Accounting, billing, tax preparation, and bookkeeping 3322

d. Human resources/personnel 3323

e. Advertising and market research/marketing (Report sales staff on line 2.) . . . 3320

f. Legal 3326

g. Computer systems design, custom computer programming, and electronic data processing 3338

h. Other - Specify

0829 3329

2. Sales employees (and support staff) selling directly to customers from this location 3206

3. Procurement/purchasing staff 3331

Number of employees for pay period including March 12, 2012	
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>

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CONTINUE WITH **26** ON PAGE 12

CONTINUE ON PAGE 12

26 SPECIAL INQUIRIES - Continued

A. EMPLOYMENT BY FUNCTION - Continued

4. Research and development:

Number of employees for pay period including March 12, 2012

a. Scientists or engineers 3224

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b. Technicians or technologists 3225

--	--	--	--	--	--

5. Security, including security patrol, locksmith, monitoring, and investigation; and building services, including janitorial, carpet cleaning, pest control, and landscaping 3350

--	--	--	--	--	--

6. Repair and maintenance (for vehicles and equipment) 3335

--	--	--	--	--	--

7. Trucking and warehousing 3360

--	--	--	--	--	--

8. Manufacturing/production workers 0325

--	--	--	--	--	--

9. All other - Specify ↴

0839 3339

--	--	--	--	--	--

10. TOTAL (Sum of lines 1a through 9 should equal **7**, line A.) 3200

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B. SOURCE OF RESEARCH AND DEVELOPMENT FUNDS

Report receipts and revenues of this establishment during 2012 to support research and development activities (i.e., wages and salaries, direct materials costs, services and supporting costs, and an appropriate share of depreciation and overhead). If this establishment performed research and development for the federal government or for other enterprises on contract during 2012, include the total amount charged for such work performed.

1. Did this establishment receive funds for research and development during 2012?

3571 Yes - Go to line 2

3572 No - Go to **C**

2. Source of funds for research and development

a. Federal government contracts and subcontracts 3581

	2012					
	\$ Bil.		Mil.		Thou.	

b. Non-federal sources outside your enterprise (Include receipts from other enterprises, state and local governments, and other organizations.) 3582

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c. Transfers or other payments from other establishments of your enterprise 3583

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d. TOTAL (Add lines a through c - Note that the sum of lines a and b should equal **22**, line 5.) 3580

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CONTINUE WITH **26** ON PAGE 13

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

26 SPECIAL INQUIRIES - Continued

C. RESEARCH AND DEVELOPMENT ACQUISITION

The United States includes all 50 states, District of Columbia, U.S. Commonwealth Territories, and U.S. possessions.

During 2012 did this establishment:

	Yes	No	Do not know
1. Perform research and development? 3801	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Acquire research and development performed by another establishment of your enterprise in the United States? 3811	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Acquire research and development performed by another establishment of your enterprise outside of the United States? 3821	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Acquire research and development performed by another company in the United States? 3831	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Acquire research and development performed by another company outside of the United States? 3841	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Acquire rights to use patents, inventions, licenses, trademarks, software, or other types of intangible property from others for use in this establishment's products or processes. 3851	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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D. MERCHANDISE SALES

NOTE - "Manufacturing" is transforming or otherwise processing materials or components into new products, including assembling of component parts, prototype development, blending, and jobbing. Excludes packaging and minor assembly of manufactured goods incidental to distribution or sale.

Estimate the percent of merchandise sales, shipments, receipts, or revenues reported in **22**, line 1, from:

	2012			
	Percent			
1. Products manufactured or assembled at this establishment 3731	<input type="text"/>	<input type="text"/>	<input type="text"/>	%
2. Products manufactured or assembled for this establishment by other domestic establishments of your company (i.e., within the 50 States and District of Columbia) 3732	<input type="text"/>	<input type="text"/>	<input type="text"/>	%
3. Products manufactured for this establishment by other companies on a contract basis OR manufactured by your company's foreign plants 3734	<input type="text"/>	<input type="text"/>	<input type="text"/>	%
4. Product resales (products purchased by this establishment from others and sold without further processing or transformation; or sold on a commission basis) 3733	<input type="text"/>	<input type="text"/>	<input type="text"/>	%
5. TOTAL	100			%

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CONTINUE WITH **26** ON PAGE 14



26 SPECIAL INQUIRIES - Continued

E. PURCHASE OF CONTRACT MANUFACTURING

1. Did this establishment **purchase** contract manufacturing services from other companies or foreign plants of your company in 2012?

Include:

- Products for which the manufacturing (i.e., transforming or otherwise processing materials or components based on specifications provided by your company) was outsourced to other companies.
- Products for which the manufacturing was performed by your company's foreign plants.

Exclude:

- Services for packaging and assembling.
- Purchases of merchandise for resale (sale of products bought and sold without further processing or transformation).

1011 Yes - Go to line 2

1012 No - Go to **30**

2. Report the costs incurred by this establishment for contract manufacturing purchased in 2012 1013

3. Report the value of sales, shipments, receipts, or revenue generated in 2012 from products whose purchases were reported as contract manufacturing costs in line 2 1015

	2012		
	\$ Bil.	Mil.	Thou.
1013			
1015			

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27-29 Not Applicable.

REMARKS (Please use this space for any explanations that may be essential in understanding your reported data.)

30 CERTIFICATION - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

Yes

No - Enter time period covered →

FROM	Month	Year	TO	Month	Year

Name of person to contact regarding this report

Title

Telephone: Area code: [][] - Number: [][][] - Extension: [][][]

Fax: Area code: [][] - Number: [][][]

E-mail address

Date completed: Month [][] Day [][] Year [][][]

Thank you for completing your 2012 ECONOMIC CENSUS form.
PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.

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