



# 2012 ECONOMIC CENSUS

## Professional, Scientific, and Technical Services (Enterprise Support)

**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](http://econhelp.census.gov)
- **Call** 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

**PS-54059**

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**Report Online** - It's fast and secure!  
**Go to:** [econhelp.census.gov](http://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

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**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
<input type="text"/>	<input type="text"/>	<input type="text"/>
- 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
<input type="text"/>	<input type="text"/>	<input type="text"/>

 0018

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0060 Name of new owner or operator	0061 EIN (9 digits)
<input style="width: 95%;" type="text"/>	<input style="width: 95%;" type="text"/>

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

0063 City, town, village, etc.	0064 State	0065 ZIP Code
<input style="width: 95%;" type="text"/>	<input style="width: 20px;" type="text"/>	<input style="width: 95%;" type="text"/>

0016  Other - *Specify* →  0815

**4** MONTHS IN OPERATION

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

2012
Number
<input style="width: 20px;" type="text"/>

HOW TO REPORT DOLLAR FIGURES

Dollar figures should be **rounded to thousands** of dollars.

If a figure is **\$2,035,628.79:**      **Report** →

If a value is "0" (or less than \$500.00):      **Report** →

Mark "X" if None

2012		
\$ Bil.	Mil.	Thou.
<input style="width: 20px;" type="text"/>	<input style="width: 20px;" type="text"/>	<input style="width: 20px;" type="text"/>
<input style="width: 20px;" type="text"/>	<input style="width: 20px;" type="text"/>	<input style="width: 20px;" type="text"/>

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.
<input style="width: 20px;" type="text"/>	<input style="width: 20px;" type="text"/>	<input style="width: 20px;" type="text"/>
<input style="width: 20px;" type="text"/>	<input style="width: 20px;" type="text"/>	<input style="width: 20px;" type="text"/>

**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

Grid for entering 2012 Number

B. Payroll before deductions (Exclude employer's cost for fringe benefits.)

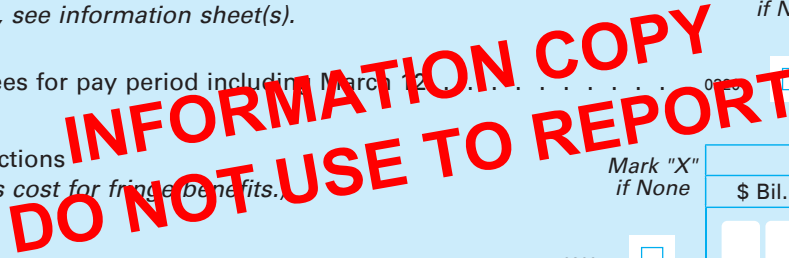
Mark "X" if None

2012

Table with columns: \$ Bil., Mil., Thou. for 2012 payroll data.

1. Annual payroll 0300

2. First quarter payroll (January-March 2012) 0310



8-15 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 4

CONTINUE ON PAGE 4

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**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 . . . . .	<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			

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CONTINUE WITH **16** ON PAGE 5

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

**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.


Mark "X" if None

0674

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

\$ Bil. Mil. Thou.


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 . . . . .

0455

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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**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.**

**Accounting, tax return preparation, bookkeeping, billing, and payroll services**

- 0700 541 211 00 4  Accounting services - staffed by CPAs
- 541 214 20 2  Payroll services
- 541 219 00 2  Bookkeeping services
- 541 219 00 3  Billing services

**Architectural, engineering, surveying, and mapping services**

- 541 330 00 B  Engineering services, including construction engineering services
- 541 310 00 1  Architectural services, excluding landscape
- 541 320 00 1  Landscape architectural services
- 541 360 00 1  Geophysical, surveying and mapping services
- 541 370 00 6  Surveying and mapping services, excluding geophysical
- 541 380 00 3  Physical, chemical, and related analytical testing services

**Design services**

- 541 420 00 1  Industrial design services - developing designs that optimize the use, value, and appearance of products
- 541 410 00 1  Interior design services
- 541 430 00 1  Graphic design services
- 777 541 49 1  Other specialized design services - *Describe type of design services* ↴

0701

**Computer services**

- 541 511 00 1  **Custom** computer programming services (*Writing, modifying, testing, and supporting software to meet the needs of a particular customer, including web design and network software.*)
- 518 210 00 B  Data processing center or facility
- 541 512 20 3  Computer systems design services, excluding software development
- 777 541 07 1  Other computer-related services - *Describe type of services* ↴

0701

**Administrative services**

- 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.*)

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CONTINUE WITH 19 ON PAGE 7

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

19 KIND OF BUSINESS OR ACTIVITY - Continued

Scientific research and development services

- 0700 541 712 10 3  Research and development in the physical and engineering sciences, including product development
- 541 711 00 2  Research and development in biotechnology
- 541 712 20 4  Research and development in other life sciences
- 541 720 00 1  Research and development in the social sciences and humanities

Legal services

- 541 110 10 2  Legal services - staffed by lawyers
- 777 541 19 1  Other legal services - Describe type of legal services ↴

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Other kind of business or activity

- 541 910 00 2  Market research services
- 777 541 81 1  Advertising services - Describe type of advertising services ↴

0701

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

0701

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**20 CLASS OF CUSTOMER**

Estimate the percentage of receipts (reported in **5**) from services provided to clients outside your enterprise by class of customer.

		2012	
		Whole percent of receipts	
<b>1.</b>	Federal government . . . . .	3105	<input type="text"/> <input type="text"/> <input type="text"/> %
<b>2.</b>	State and local governments, including public authorities . . . . .	3106	<input type="text"/> <input type="text"/> <input type="text"/> %
<b>3.</b>	Construction firms . . . . .	3122	<input type="text"/> <input type="text"/> <input type="text"/> %
<b>4.</b>	Architectural firms . . . . .	3123	<input type="text"/> <input type="text"/> <input type="text"/> %
<b>5.</b>	Engineering firms . . . . .	3124	<input type="text"/> <input type="text"/> <input type="text"/> %
<b>6.</b>	All other business firms and organizations (manufacturing, utilities, retailing, shopping centers, office buildings, etc.) . . . . .	3125	<input type="text"/> <input type="text"/> <input type="text"/> %
<b>7.</b>	Not-for-profit organizations (Include religious organizations.) . . . . .	3107	<input type="text"/> <input type="text"/> <input type="text"/> %
<b>8.</b>	Household consumers and individuals (Report fees from individually owned businesses on lines 3, 4, 5, or 6 as appropriate.) . . . . .	3100	<input type="text"/> <input type="text"/> <input type="text"/> %
<b>9. TOTAL</b>	. . . . .		<b>100</b> %

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**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**

**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

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

**HOW TO REPORT PERCENTS**

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

If figure is **38.76%** of total sales: **Report** →

2012

Report thousands of dollars OR whole percents.  
Estimates are acceptable.

\$ Bil.	Mil.	Thou.	Percent
			39

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

(Report receipts by source either as a dollar figure or as a whole percent of total receipts (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 receipts lines.)

**Receipts from providing services to clients outside your enterprise.**

**Line 3** - Report receipts from designing, developing, and implementing a customer's networks, such as intranets, extranets, and virtual private networks. Include network security systems design and development. Exclude network management services.

**Line 4** - Report receipts from assessing an organization's computer requirements and using on hardware and software acquisitions, and developing system specifications. Include putting the system in place or providing the necessary specifications to put the new system in place. Include training and support services for the client.

**Line 15 through line 18** - 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.

**Line 16** - Report receipts from providing basic and applied research services focused on biotechnology (e.g., genetic engineering and enzyme technology, industrial biotechnology, diagnostic applications, genetic technologies, site-directed autogenesis or mutagenesis, transgenesis, process biotechnology, etc.).

**Line 19 and line 20** - Report receipts from the creation of new or significantly improved products or processes.

**Line 21** - Report receipts from granting permission to use content protected by copyright or as industrial property, such as by patent or trademark, owned or controlled by this establishment. Report outright sale of rights in perpetuity on **line 22**.

**Line 22** - Report receipts from the outright sale of intellectual property (e.g., copyrights, patents) in perpetuity.

Description of sales, shipments, receipts, or revenue

2012

Report thousands of dollars OR whole percents.  
Estimates are acceptable.

\$ Bil.	Mil.	Thou.	Percent

- 1.** Information technology (IT) technical consulting services . . . 34910
- 2.** Custom application design and development services . . . . . 37410
- 3.** Network design and development services . . . . . 37420
- 4.** Computer systems design, development, and integration services . . . . . 37430
- 5.** Financial auditing services . . . . . 36820
- 6.** General accounting services . . . . . 36860
- 7.** Bookkeeping and compilation services . . . . . 36490
- 8.** Payroll accounting services . . . . . 36880

CONTINUE WITH **22** ON PAGE 10

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**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
<b>9.</b> Legal services - Describe ↴ <input type="text"/> 39320				
<b>10.</b> Engineering services - Describe ↴ <input type="text"/> 39280				
<b>11.</b> Architectural services - Describe ↴ <input type="text"/> 39300				
<b>12.</b> Survey and mapping services, excluding geophysical services - Describe ↴ <input type="text"/> 39300				
<b>13.</b> Geophysical surveying services - Describe ↴ <input type="text"/> 39310				
<b>14.</b> Testing services (physical or product), excluding medical and veterinary services . . . . . 39020				
<b>15.</b> Basic and applied research in the physical and engineering sciences . . . . . 36620				
<b>16.</b> Basic and applied research in biotechnology . . . . . 39170				
<b>17.</b> Basic and applied research in the life sciences (Exclude biotechnology.) . . . . . 39180				
<b>18.</b> Basic and applied research in the social sciences and humanities . . . . . 39190				
<b>19.</b> Development services for goods . . . . . 39210				
<b>20.</b> Development services for service products processes, systems, or methods . . . . . 39220				
<b>21.</b> Licensing of rights to use intellectual property . . . . . 39400				
<b>22.</b> Outright sale of original works of intellectual property . . . . . 39250				
<b>23.</b> Advisory and consulting services for research and development activities . . . . . 39260				

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CONTINUE WITH **22** ON PAGE 11

**CONTINUE ON PAGE 11**

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**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
<b>24.</b> Management consulting services - Describe type of consulting work ↴  38980				
<b>25.</b> Drafting services - Describe ↴  38530				
<b>26.</b> Industrial design services . . . . . 38520				
<b>27.</b> Interior design services . . . . . 38500				
<b>28.</b> Graphic design services . . . . . 38550				
<b>29.</b> Photography services . . . . . 38600				
<b>30.</b> Advertising placement services (Include bundled placement and creative services.) . . . . . 37650				
<b>31.</b> Advertising creative services billed separately (Include graphic design services.) . . . . . 37660				
<b>32.</b> Marketing research services . . . . . 37810				
<b>33.</b> Public relations services . . . . . 37700				
<b>34.</b> Merchandise sales or shipments - Describe ↴  39622				
<b>35.</b> All other operating receipts - Describe principal activity ↴  39719				
<b>36. TOTAL OPERATING RECEIPTS - Sum of lines should equal 5 if reporting in dollars</b> . . . . . 39850				100

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**23** and **24** Not Applicable.

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**25** EXPORTED SERVICES

**NOTE** - An exported service is a product (e.g., service performed, license agreement) that is sold or transferred to, or performed for 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 provided to 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 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 services . . . . . 0914

**26** SPECIAL INQUIRIES

**A. PERSONNEL BY OCCUPATION**

Enter employment reported on **RS Form 941**, Employer's Quarterly Federal Tax Return, by occupation. The total should equal the number reported in **7**, line A.

Enter personnel who perform a variety of functions (e.g., those with multiple job duties, licenses, or registrations) on the **one** line which best describes the **primary** nature of their work. Scientific research and development establishments should report all scientists, engineers, and technicians/technologists on lines 4a and 4b.

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**1.** Accounting personnel

**a.** Certified public accountants (employees of the firm) . . . . . 3251

**b.** Accountants and professionals not certified (employees of the firm) . . . . . 3252

**2.** Legal personnel, including lawyers and legal paraprofessionals (law clerks, legal assistants, etc.) . . . . . 3230

**3.** Computer personnel

**a.** Computer programmers . . . . . 3201

**b.** Systems engineers . . . . . 3202

**c.** Other computer-related personnel . . . . . 3203

**4.** Research and development personnel

**a.** Scientists or engineers . . . . . 3224

**b.** Technicians or technologists . . . . . 3225

**5.** Licensed, registered, or professionally trained engineers; or certified engineering technicians or technologists not engaged in R&D activities . . . . . 3240

**6.** Other technically-trained personnel . . . . . 3362

**7.** Sales personnel . . . . . 3206

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"/>
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CONTINUE WITH **26** ON PAGE 13

CONTINUE ON PAGE 13

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

**26** SPECIAL INQUIRIES - Continued

**A. PERSONNEL BY OCCUPATION - Continued**

Number of employees for pay period including March 12, 2012

8. Managers, management consultants, and all other professionals . . . . . 3269

9. Manufacturing/production workers . . . . . 0325

10. All other personnel (Include personnel, such as secretarial, maintenance, security, and other support staff.) . . . . . 3270

11. **TOTAL** (Sum of lines 1 through 10 should equal line 4.) . . . . . 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 material 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

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

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

d. **TOTAL** (Add lines a through c - Note that the sum of lines a and b should equal line 22, sum of lines 15 through 20.) . . . . . 3580

	2012		
	\$ Bil.	Mil.	Thou.
a.			
b.			
c.			
d. TOTAL			

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CONTINUE WITH **26** ON PAGE 14



**26** SPECIAL INQUIRIES - Continued

**C. RESEARCH AND DEVELOPMENT ACQUISITION**

*(To be completed by establishments engaged in research and development.)*

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. 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"/>
2. 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"/>
3. Acquire research and development performed by another company in the United States? . . . . . 3831	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Acquire research and development performed by another company outside of the United States? . . . . . 3841	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Acquire rights to use patents, inventions, leases, trademarks, software, or other types of intellectual 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 34, 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. <b>TOTAL</b> . . . . .	<b>1</b>	<b>0</b>	<b>0</b>	%

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CONTINUE WITH **26** ON PAGE 15



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

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

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

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

Table with 3 columns: \$ Bil., Mil., Thou. for 2012. Rows for contract manufacturing costs and revenue generated.

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

Table for time period: 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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