



2012 ECONOMIC CENSUS

Management Consulting Services

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.

PS-54116

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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

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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 |
| | | |

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



| | |
|------------------------------------|---------------------|
| 0060 Name of new owner or operator | 0061 EIN (9 digits) |
| | - |

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

| | | |
|--------------------------------|------------|---------------|
| 0063 City, town, village, etc. | 0064 State | 0065 ZIP Code |
| | | - |

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.

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. |
| | 2 | 036 |
| EXAMPLE | | |

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Mark "X" if None 2012

Operating receipts 0100

| \$ Bil. | Mil. | Thou. |
|---------|------|-------|
| | | |

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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8-18 Not Applicable.

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.**

Management consulting - providing advice and counsel to clients on various aspects of operating a business or other type of organization, but not providing management services for day-to-day operations

- 0700 541 611 00 2 Administrative and general management consulting services, including strategic planning and organizational change
- 541 613 00 1 Marketing consulting services, including sales management, customer service, and marketing planning/strategy
- 541 611 00 5 Healthcare consulting - providing strategic planning and management advice to the healthcare industry
- 541 612 30 1 Human resources and personnel management consulting services
- 541 611 00 3 Financial management consulting services, excluding investment advice
- 541 614 00 4 Manufacturing operations management consulting services
- 541 614 00 2 Other operations or productivity improvement consulting services
- 541 612 30 2 Employee benefit consulting services
- 541 612 10 1 Actuarial consulting services
- 541 614 00 1 Physical distribution and logistics consulting services
- 541 219 00 6 Tax consulting services
- 541 690 90 1 Safety or security consulting services

CONTINUE WITH 19 ON PAGE 4

CONTINUE ON PAGE 4

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19 KIND OF BUSINESS OR ACTIVITY - Continued

Management consulting - providing advice and counsel to clients on various aspects of operating a business or other type of organization, but not providing management services for day-to-day operations - Continued

- 0700 541 614 00 3 Tariff consulting or freight rate auditor services
- 541 320 00 3 Urban/city planning services
- 541 614 00 6 Transportation management consulting services
- 777 541 08 4 Other management consulting services - Describe ↴

0701

Other scientific and technical consulting services

- 541 512 20 3 Computer systems design services (excluding software development)
- 541 690 10 1 Economic consulting services
- 777 541 08 8 Other scientific and technical consulting services - Describe type of consulting ↴

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Management services - providing management staff to direct or coordinate a client's business operation, but not providing staff for complete operation of the client's business (Exclude management services provided to own establishments.)

- 561 110 00 1 Management and administrative services - providing day-to-day administrative services such as personnel management, bookkeeping, billing, etc., for a client's business or operation (Exclude administrative activities provided for own company.)
- 777 541 16 1 Logistics management services - Describe ↴

0701

- 777 541 08 5 Other management services - Describe ↴

0701

Facilities support services

- 561 210 00 1 Facilities support management (exclude computer facilities) - providing operating staff to perform a range of services to support operations within the client's facilities, but not involved with or responsible for the core activities of the client's business operations
- 777 541 08 3 Other facilities management, including complete operation of a client's business site or operation - Describe ↴

0701

Other kind of business or activity

- 541 910 00 1 Marketing research and public opinion polling services
- 541 820 00 1 Public relations agency
- 541 211 00 1 Certified public accountant (CPA)
- 541 219 00 1 Accountant, excluding CPA

CONTINUE WITH **19** ON PAGE 5

CONTINUE ON PAGE 5

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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 - Continued

Other kind of business or activity - Continued

- 0700 541 213 00 1 Income tax return preparation services, without also providing accounting, bookkeeping, or billing services
- 561 312 00 1 Executive search services
- 561 312 00 4 Outplacement consulting services
- 773 000 00 2 Other kind of business or activity - Describe type of business or activity

0701

20 CLASS OF CUSTOMER

Estimate the percentage of receipts (reported in **5**) by class of customer.

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| | | 2012 | |
|----|---|---------------------------|--|
| | | Whole percent of receipts | |
| 1. | Business firms and farms | 3108 | <input type="text"/> <input type="text"/> <input type="text"/> % |
| 2. | Not-for-profit organizations (Include religious organizations.) | 3107 | <input type="text"/> <input type="text"/> <input type="text"/> % |
| 3. | Federal government | 3105 | <input type="text"/> <input type="text"/> <input type="text"/> % |
| 4. | State and local governments | 3106 | <input type="text"/> <input type="text"/> <input type="text"/> % |
| 5. | Household consumers and individuals (Report receipts from individually owned businesses on line 1.) | 3100 | <input type="text"/> <input type="text"/> <input type="text"/> % |
| 6. | TOTAL | | 100 % |

21 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
- 0999 No

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| | | | | | |
|-------------------------------|--|---|---|---|---|
| HOW TO REPORT PERCENTS | | 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;" type="text"/> | <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;" type="text"/> |

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

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

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.)

- Line 1** - Report fees from providing advice and guidance to the management of businesses and other organizations. Include fees from providing such advice combined with implementation (i.e., assisting clients with putting proposals and plans in place). Exclude receipts from the ongoing management and operation of a business activity for clients (e.g., accounting services, information technology infrastructure management, logistics management). Report business process management services on **line 3**.
- Line 1a** - Report receipts from consulting fees received for full-service provision of advice, guidance, and solution implementation services for a single fee, concerning the overall strategic direction, planning, and structuring and control of an organization. Include business strategy and planning, corporate development and restructuring, and crisis management.
- Line 1a(1)** - Report receipts from providing advice and guidance related to business start-ups and new venture planning, corporate objectives and policy formation, organization planning and structure, strategic and long-range planning, business plans, and succession planning.
- Line 1a(2)** - Report receipts from providing advice and guidance related to mergers and acquisitions, joint ventures and strategic alliances, diversifications, and privatization.
- Line 1b(1)** - Report receipts from providing advice and guidance related to budgeting, capital investment, responsibility accounting, financial information and reporting, and other accounting and controllership management functions.
- Line 1e(1)** - Report receipts from providing advice and guidance concerning integrated supply chain management. Include inventory management, warehousing and storage, and distribution.
- Line 1e(2)** - Report receipts from providing advice and guidance concerning operations management services, excluding logistics. Include fees from providing such advice combined with implementation services. Include system and procedure improvements; office and service operations improvements such as office layout and workflow planning; office automation; product development; quality assurance and quality management; plant safety, security, and protection; and other operations management services, excluding logistics.
- Line 2a** - Report receipts from providing advice and guidance on actuarial matters such as life insurance and annuities; property and casualty insurance; public pension, health and other social insurance plans; and income loss.
- Line 3** - Report receipts from providing a bundled service package that combines information-technology-intensive services with labor, machinery and facilities to support, host and manage a business process for a client (i.e., outsourcing).

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| Description of sales, shipments, receipts, or revenue | 2012 | | | |
|---|---|---|---|---|
| | Report thousands of dollars OR whole percents. Estimates are acceptable. | | | |
| | \$ Bil. | Mil. | Thou. | Percent |
| 1. Management consulting and implementation services | | | | |
| a. Strategic management consulting and implementation services | | | | |
| (1) Business strategy and planning consulting and implementation services 38621 | <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;" type="text"/> | <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;" type="text"/> |
| (2) Corporate development and restructuring consulting and implementation services 38622 | <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;" type="text"/> | <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;" type="text"/> |
| (3) Other strategic management consulting and implementation services 38623 | <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;" type="text"/> | <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;" type="text"/> |
| (4) Add lines 1a(1) through 1a(3) 38620 | <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;" type="text"/> | <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;" type="text"/> |

CONTINUE WITH **22** ON PAGE 7

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

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 |
| 1. Management consulting and implementation services - Continued | | | | |
| b. Financial management consulting and implementation services | | | | |
| (1) Management accounting and controllership consulting and implementation services 38631 | | | | |
| (2) Other financial management consulting and implementation services 38632 | | | | |
| (3) Add lines 1b(1) and 1b(2) 38630 | | | | |
| c. Marketing management consulting and implementation services | | | | |
| (1) Marketing strategy and market development consulting and implementation services 38641 | | | | |
| (2) Sales management and development consulting and implementation services 38642 | | | | |
| (3) Other marketing management consulting and implementation services 38643 | | | | |
| (4) Add lines 1c(1) through 1c(3) 38640 | | | | |
| d. Human resources management consulting and implementation services | | | | |
| (1) Compensation and benefits consulting services 38651 | | | | |
| (2) Other human resources management consulting services 38652 | | | | |
| (3) Add lines 1d(1) and 1d(2) 38650 | | | | |
| e. Operations and supply chain management consulting and implementation services | | | | |
| (1) Integrated supply chain and logistics management consulting and implementation services 38661 | | | | |
| (2) Operations management consulting and implementation services, excluding logistics consulting 38662 | | | | |
| (3) Add lines 1e(1) and 1e(2) 38660 | | | | |

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CONTINUE WITH **22** ON PAGE 8

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. Other consulting services | | | | |
| a. Actuarial consulting services, excluding employee pensions and other benefits 38680 | | | | |
| b. Information technology (IT) technical consulting services . . . 34910 | | | | |
| c. Scientific/technical consulting services, excluding environmental - <i>Describe</i> ↴ | | | | |
| d. All other consulting services - <i>Describe</i> ↴ | | | | |
| 3. Business process management services 34940 | | | | |
| 4. Accounting services | | | | |
| a. Financial auditing services 36820 | | | | |
| b. General accounting services 36860 | | | | |
| c. Bookkeeping and compilation services 36490 | | | | |
| d. Payroll accounting services 36880 | | | | |
| 5. Information technology (IT) services | | | | |
| a. Custom computer application design and development services 37410 | | | | |
| b. Computer systems design, development, and integration services 37430 | | | | |
| c. IT infrastructure (computer) and network management services 37510 | | | | |

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CONTINUE WITH **22** ON PAGE 9

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

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 |
| 6. Other services | | | | |
| a. Other management services - Describe ↴ | | | | |
| 39010 | | | | |
| b. Resale of merchandise - Describe ↴ | | | | |
| 39634 | | | | |
| c. All other operating receipts - Describe if more than 10 percent of total receipts ↴ | | | | |
| 39733 | | | | |
| 7. TOTAL OPERATING RECEIPTS - Sum of lines should equal 5 if reporting in dollars | 39850 | | | 100 |

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23 and **24** Not Applicable.

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 30

| 2012 | | |
|---------|------|-------|
| \$ Bil. | Mil. | Thou. |
| | | |

B. Amount of receipts or revenue for exported services 0914

26 SPECIAL INQUIRIES

FRANCHISE

1. Was this establishment operating under any trademark(s) authorized by a franchisor in 2012? (Mark "X" only ONE box.)

0237 Yes - franchisee-owned establishment

0238 Yes - franchisor-owned establishment

0239 No

2. If yes, provide the trademark(s) below. ↴

0235

54116090



27-29 Not Applicable.

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

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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 →

| | | | | | |
|------|-------|---------|----|-------|---------|
| | Month | Year | | Month | Year |
| FROM | □ □ | □ □ □ □ | TO | □ □ | □ □ □ □ |

Name of person to contact regarding this report

Title

| | | | |
|----------------|-----------|-------------------|-------------|
| | Area code | Number | Extension |
| Tele- phone | □ □ □ | - □ □ □ □ □ □ □ □ | - □ □ □ □ □ |

| | | |
|-----|-----------|-------------------|
| | Area code | Number |
| Fax | □ □ □ | - □ □ □ □ □ □ □ □ |

E-mail address

| | | | |
|-------------------|-------|-----|---------|
| | Month | Day | Year |
| Date completed | □ □ | □ □ | □ □ □ □ |

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

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