SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU FORM

2018 ANNUAL SERVICES REPORT

FORM SA-22010A	(DRAFT)
Due Date	(Slott 1)
Bue Bute	
Need help or have questions? Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - Thi https://portal.census.gov Authentication Code:	s survey should be completed online at: To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
, ,	or acquired in 2018, report data only for the period the establishments were operated by
 Estimates are acceptable 	e if book figures are not available.
•Enter "0" where applical	
	r two or more detailed lines. al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	ded to the pagreet dellar
	456 it should be reported as ———————————————————————————————————
Include:	
 Data for all Services est Construction operations 	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ① B.
 Data for auxiliary faciliti 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
	d mailing address the same as shown in the mailing address above?
	g address the same as shown in the maining address above:
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	prrections in the mailing address above

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Form SA-22010A	(DRAFT)	Page
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NOTE: Calendar year data are preferred. If they are unavailable, please	se report for th				
months of data for the 2018 calendar year. What time period is covered by the data provided in this report	. 4 7			2018	•
what time period is covered by the data provided in this repoil	rtf		E	2018 Beginning	
Calendar year			Month	Day	Year
0006					
Fiscal or partial year - Report beginning and ending dates .		00	07		
				Ending D	
			Month	Day	Year
		000	08		
Not Applicable.					
SALES, RECEIPTS, OR REVENUE					
What were the revenues for this firm in 2018?					
Include:					
• Report gross billings, except where noted elsewhere on the form.					
Dues and assessments from members and affiliates.					
 Amounts received for work subcontracted to others. 					
• For locations that were sold or acquired during a year, only report	for the periods	that this	firm oper	rated the	
locations.					
 Revenue from services performed by domestic locations of foreign Revenues from electronic sources. 	parent firms, s	upsidiari	es, pranch	nes, etc.	
Exclude: • Transfers made within the company.					
	to a local atat	o omfode	o mal +av ac		
• Taxes collected directly from customers or clients and paid directly					
 Taxes collected directly from customers or clients and paid directly Rents from and revenue of separately operated departments, concerns 					
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orm	S	A-22010A	(DRAFT)									Page 4
8	RE	VENUES FRO	M ELECTRONI	C SOURCES								
	A.	Did this firm mobile appli	have any reve cations in 201	enues from cus 8?	stomers ei	ntering	orders d	irectly o	n the firm	's website	s or	
		0040 Yes										
		□ No										
	В.	Did this firm mobile appli	have any reve cations in 201	enues from cus 8?	stomers ei	ntering	orders d	irectly o	n third-pa	rty website	es or	
		0041 Yes										
		☐ No										
	C.	Did this firm (such as priv	have any reverate networks,	enues from cus dedicated line	stomers er es, etc.) in	ntering 2018?	orders v	ia any ot	her electr	onic syste	ms	
		O042 Yes										
		☐ No										
	D.	Of the total	2018 revenues	reported in 6),			2018			201	8
			e dollar amoui		ge)	\$ Bil.	Mil.	Thou.	Dol.		Perce	
		A-C above?	Please provide s are not availa	an estimate if	2500					OR ₂₅₀₁		%
9	and	l 10 Not App	olicable.									
1	CL	ASS OF CUS	TOMER									
	WI	hat percentag	je of sales, rec	eipts, or reven	ue report	ed in 6	was rec	eived fro	m the		201	8
	fo	llowing class	es of custome	rs in 2018?		, and the second					Perce	
	1.	Residential of	customers							5750		%
	2.	Non-residen	tial customers							5751 +		%
											100	0 %
12	and	d 13 Not App	olicable.									

CONTINUE ON PAGE 5

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewhere.					
	Mark "X"		:	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182'	1 🔲		1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	2				
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3				
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	0				
Expensed purchases of software - 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 1820	6				1 1
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents copyrights) Fyclude impairment	1		1 1		1 1

CONTINUE WITH 14 ON PAGE 6

Form	SA-2 2	2010A	(DRAFT)
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14 OPERATING EXPENSES - Continued

expenses below 7

15 and 16 Not Applicable.

TOTAL OPERATING EXPENSES Sum of lines 1a through 4b

Other Operating Expenses - Continued

b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating

expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the Dol.

2018

Thou.

Mil.

Mark "X"

1879

if None \$ Bil.

Form SA-22010A (DRAF

CONTACT	INICORNATIO	201							
	INFORMATION son to contact r		his report	(Please p	orint)	Title			
	Area code		Number		Extension	Fax	Area code	Number	
Telephone			_			FdX		-	
Telephone E-mail addre						Website address			

We suggest you keep a copy for your records.

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

S U

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-22010E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in 0.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	3il.	Mil.		T	hοι	ı.	Dol.			
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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-	и	-
	- 11	
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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	

No - Enter corrections in the mailing address above

B. SURVEY COVERAGE					
Did this firm provide the b	usiness activities described below?				
Yes					
0001					
□ No - Specify this fir	n's business activity 🍞				
0002					
FEDERAL EMPLOYER IDENTI	ICATION NUMBER (EIN)				
Does this firm report payroll	inder EIN				
Yes					
0013		EIN (9 digits)		
	it EIN AND date payroll was first				
reported for this E	/N	5	-		
			Month	Day	Year
		8800			
ORGANIZATIONAL CHANGE					
	ny anguisitiana aglas margara and/ar divestitu	in 20	1107		
A. Did tills liftli experience a	ny acquisitions, sales, mergers, and/or divestitu	65 III 20	710:		
Yes					
0016					
□ No - <i>Go to</i> 4					
B. Which of the following or	anizational changes occurred in 2018?				
	han one organizational change occurred during the r	eporting	period,	explair	ı in 🕡.
			Month	Day	Year
Acquisition				1	
☐ Sale	te of organizational change	0018			
0091 > AI	ID				
Merger					
Er	ter detailed information below 7				
Divestiture					
<i>y</i>			(0. 11. 1		
0017 Name of company		0019 E	IN (9 digi	ts)	
			-		
Address (Number and street, P.	D. Box, etc.)				
City, town, village, etc.	State	ZIP Co			
	'		1 1 1	_	

orm SA-22010E (DRAFT)			Page 3
4 REPORTING PERIOD			
NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal y months of data for the 2018 calendar year.	ear that i	nclude	s at least six
What time period is covered by the data provided in this report?		20	18
	E	Beginni	ng Date
☐ Calendar year	Month	Day	Year
0006			
Fiscal or partial year - Report beginning and ending dates	7	1	1 1 1
		Endin	g Date

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Mark "X"

		it ivone	\$ Bil.	Mil.	Thou.	Dol.
١.	Sales of Energy and Resources					
	a. Electricity generation and distribution 5501					
	b. Natural gas distribution to final customer					
	c. Water					
	d. Other revenue from sales of energy and resources 5504					
2.	Other Operating Revenue					
	a. Sewer system user charges			1 1	1 1	
	b. All other operating revenue - Revenue not reported in lines 1a through 2a. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below					
	1799					
3.	TOTAL OPERATING REVENUE Sum of lines 1a through 2b			 		-
7	Not Applicable.					

Month Day

2018

8000

Year

OHI	1 3/	4-22	UIU	(DRAFI)							гаς	je i
8	RE	VEN	UES	FROM ELECTRONIC SOURCES								
	A.	Did mok	this oile a	firm have any revenues from customers er applications in 2018?	tering	orders d	irectly or	the firm	's website	s or		
		0040		Yes								
				No								
	В.			firm have any revenues from customers er applications in 2018?	tering	orders d	irectly or	third-pa	rty websit	es or		
		0041		Yes								
				No								
	C.	Did (suc	this h as	firm have any revenues from customers er private networks, dedicated lines, etc.) in	tering 2018?	orders v	ia any otl	her electr	onic syste	ms		
		0042		Yes								
				No								
	D.	Of t	he t	otal 2018 revenues reported in ⑤ ,			2018		1	20)18	
		wha	it wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.			cent	
		A-C	abo	ve? Please provide an estimate if			1		OR			%
		exa	ct fig	gures are not available					2501			/0
9	and	1	No	t Applicable.								
1	CL	.ASS	OF	CUSTOMER								
	W	hat p	erce	entage of sales, receipts, or revenue reporte	ed in C	was rec	eived fro	m the		20)18	
	fo	llowi	ng d	classes of customers in 2018?						Per	cent	
	1.	Resi	iden	tial customers					5750			%
	2.	Non	-res	idential customers					5751 +	'	'	%
										10	0	%

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported eisewhere.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1	1 1	
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
Expensed purchases of software - 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 1826			1 1		1 1
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents convergets). Fxclude impairment					1 1

CONTINUE WITH 14 ON PAGE 6

Form SA-22010E (DRAFT)

14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		1879				
5.	TOTAL OPERATING EXPENSES			1 1		
	Sum of lines 1a through 4b	. 1900				
15	and 16 Not Applicable.					

Page 6

	A-22010E									Pag
RE	MARKS -	Please use	this space	to explain	any signifi	cant year-to	year chang	es, to clarify	responses, o	r indicate whe
ua	ta were esti	mateu.								

18	CONTACT IN	FORMATI	ON												
	Name of persor	to contact	regarding ⁻	this repor	t <i>(Please p</i>	orint)		Title							_
		Δ .		NI I		- .				Δ .					
	Telephone	Area code	1 1	Number	<u> </u>	Extens	ion	Fax		Area code	;	IN	lumber		=
	тетернопе			-				1 dx	•				-		Ξ
	E-mail address							Website address							

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-22130A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? 0035 No - Enter corrections in the mailing address above

Form SA-22130A (DRAFT)

				(,																		
1	B.	SUF	RVE	Y COVERAGE	E																	
		Did	this	firm provide	e the	busine	ess ac	tiviti	es de	scrib	bed b	elow	?									
		0001		Yes																		
		0001		No - Specify t	this fi	īrm's bu	usines	s acti	ivity Ţ	,												
				0002																		
2	Not	t Ap _l	plica	ble.																		
3	OR	GAI	NIZA	TIONAL CHA	ANGE																	
				firm experie			quisit	ions,	, sales	s, me	erger	s, and	d/or div	vestitu	ure	s in 20	018?					
			П	Yes																		
		0016																				
			Ш	No - Go to 4	•																	
				of the following																_		
		Che	ck al	ll that apply. If i	f more	e than o	one org	ganiza	ational	ıl cha	nge o	occurr	ed durii	ng the	rep	orting						
				Acquisition													Mor	ith	Day	Y	ear	
				Sale	D	Date of o	organi	izatior	nal cha	ange						. 0018						
		0091	Н	Sale	> A	AND																
				Merger	E	Enter de	etailed	infor	matio	n bel	low 7											
				Divestiture																		
					J												IN. /O		`			
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		Add	iress	(Number and stre	treet, P	P.O. Box,	, etc.)															
		City	, tow	n, village, etc.										Sta	ate	ZIP Co						
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REPORTING PERIOD						
NOTE: Calendar year data are preferred. If they are unavailable, pleas months of data for the 2018 calendar year.	se report	for the	fiscal y	ear that i	includes	at least
What time period is covered by the data provided in this repor	1 7				20	18
That time period is develou by the data provided in time repe	•				Beginniı	
Calendar year				Month	Day	Year
Fiscal or partial year - Report beginning and ending dates .			000	07	Ending	Doto
				Month	1	Year
				111011111	20,7	. 54.
			000	08		
Not Applicable.						
SALES, RECEIPTS, OR REVENUE						
What were the revenues for this firm in 2018?						
Include:						
• Report gross billings, except where noted elsewhere on the form.						
 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 						
 For locations that were sold or acquired during a year, only report f locations. 	or the pe	eriods t	hat this	firm ope	rated th	е
• Revenue from services performed by domestic locations of foreign	parent fi	rms. su	bsidiari	oc branc	hes etc	
Revenues from electronic sources.			borararr	es, branc	1100, 010	
• Revenues from electronic sources. Exclude:			borarari	es, branc	1100, 010	
Exclude: • Transfers made within the company.						
Exclude: • Transfers made within the company. • Taxes collected directly from customers or clients and paid directly	to a loca	al, state	, or fede	eral tax a	gency.	
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8	RE	VEN	UES	FR	ОМ	ELEC	CTRO	ONIC	so	URC	ES																
	A.							even 2018?		fron	n cu	ston	ers	ent	erin	g o	rde	ers (lire	tly	on t	he firr	n's w	ebsite	s or		
		0040		Yes	;																						
				No																							
	В.	Did mol	this bile	firi app	n ha licat	ve a ions	ny r	even 2018?	ues ?	fron	n cu	ston	ers	ent	ering	g o	rde	ers (lire	tly	on t	hird-pa	arty v	vebsit	es or		
		0041		Yes	;																						
				No																							
	C.	Did (suc	this th as	firi s pri	n ha vate	ve a net	ny r wor	even ks, d	ues edic	fron cated	n cu d lin	ston es, e	ers tc.) i	ent in 2	ering 018	g o ?	rde	ers v	/ia a	ny o	the	r elect	ronic	syste	ms		
		0042		Yes	;																						
				No																							
	D.	Of t	he t	ota	201	8 re	ven	ues r	еро	rted	in () ,		Г					2018	3			٦		2	2018	
		that	t wa	s fr	om 1	he r	even	ount nues	iden	ntifie	ed in			:	\$ Bil.		M	il.	1	hou.		Dol.			Pe	ercen	t
		A-C exa	abo ct fi	ve? gur	Pleass a	e no	orovi ot av	ide a ailab	n es le.	stima	ate i	f 	. 250	00									OF	2501		'	%
9	and	d 🛈	No	t Ap	plica	ble.																					
0	CL	.ASS	OF	CU	STO	VIER																					
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12	and	d 🔞	No	t Ap	plica	ble.																					

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewhere.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					1 1
Expensed purchases of software - 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 1826					
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

Form	SA-22	130A	(DRAFT)
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14 OPERATING EXPENSES - Continued

Other Operating Expenses - Continued

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2018

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		All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7				
			1070			
5.	то	TAL OPERATING EXPENSES	1879			
			. 1900			
15	and	Not Applicable.				

α	18	CONTACT IN	FORMATI	ON				
)7		Name of persor	to contact	regarding	this report	(Please p	rint)	Title
22131072								
55			Area code		Number		Extension	
		Telephone			-			Fax
		E-mail address						Website address

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

Area code

Fax

Number

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-22130E

2018 ANNUAL SERVICES REPORT

(DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

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→		1	0	3	0	2	8	0	4	5	6	

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



CONTINUE ON PAGE 2

. SURVE	Y COVERAGE					
Did thi	is firm provide	the business activities described below?				
	Yes					
0001	res					
	No - Specify t	his firm's business activity 🍞				
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REPORTING PERIOD						
NOTE: Calendar year data are preferred. If they are unavailable, plea months of data for the 2018 calendar year.	se repo	ort for the	fiscal ye	ar that i	ncludes	at least six
What time period is covered by the data provided in this repo	rt?				20	18
The time period is serious by the data provided in this repo	•			E		ng Date
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Fiscal or partial year - Report beginning and ending dates			0007		Ending	n Doto
				Month	Day	Year
			8000			
Not Applicable.						
SALES, RECEIPTS, OR REVENUE						
What were the revenues for this firm in 2018?						
Include:						
• Report gross billings, except where noted elsewhere on the form.						
 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 						
 For locations that were sold or acquired during a year, only report 	for the	periods t	hat this fi	rm opei	rated th	ne
locations.						
 Revenue from services performed by domestic locations of foreign Revenues from electronic sources. 	parent	t firms, su	ıbsidiaries	s, brancl	nes, etc).
Exclude:						
Transfers made within the company.						
 Taxes collected directly from customers or clients and paid directly 						
 Rents from and revenue of separately operated departments, conc Commissions from vending machine operators. 	essions	, etc., wh	ich are le	ased to	others.	
 Revenue of foreign subsidiaries (those located outside the U.S., i.e 	. outsi	de the 50	states. Di	strict of	Colum	bia, U.S.
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Commonwealth Territories, or U.S. possessions).				2	2018	
Commonwealth Territories, or U.S. possessions).		Mark "X"				
Commonwealth Territories, or U.S. possessions).		Mark "X" if None	\$ Bil.	Mil.	Thou	ı. Dol.
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Commonwealth Territories, or U.S. possessions).	. 5551		\$ Bil.			ı. Dol.
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Commonwealth Territories, or U.S. possessions). Water and Sewage a. Water sales b. Sewer system user charges All other operating revenue - Revenue not reported in lines 1a through 1b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue	. 5551 . 5552	if None	\$ Bil.			ı. Dol.
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Water and Sewage a. Water sales b. Sewer system user charges All other operating revenue - Revenue not reported in lines 1a through 1b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below	. 5551 . 5552	if None	\$ Bil.			I. Dol.
Water and Sewage a. Water sales b. Sewer system user charges All other operating revenue - Revenue not reported in lines 1a through 1b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below	1799	if None	\$ Bil.			I. Dol.
Water and Sewage a. Water sales b. Sewer system user charges All other operating revenue - Revenue not reported in lines 1a through 1b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1a through 2	1799	if None	\$ Bil.			I. Dol.
Water and Sewage a. Water sales b. Sewer system user charges All other operating revenue - Revenue not reported in lines 1a through 1b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1a through 2	1799	if None	\$ Bil.			I. Dol.
Water and Sewage a. Water sales b. Sewer system user charges All other operating revenue - Revenue not reported in lines 1a through 1b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1a through 2	1799	if None	\$ Bil.			I. Dol.
Water and Sewage a. Water sales b. Sewer system user charges All other operating revenue - Revenue not reported in lines 1a through 1b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below	1799	if None	\$ Bil.			I. Dol.
Water and Sewage a. Water sales b. Sewer system user charges All other operating revenue - Revenue not reported in lines 1a through 1b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1a through 2	1799	if None	\$ Bil.			I. Dol.

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				No												
	В.			firm have application			om cus	stomers e	entering	orders (directly o	n third-pa	rty websit	es oi	r	
		0041		Yes												
				No												
	C.	Did (suc	this h as	firm have private ne	any reve tworks,	nues fr dedicat	om cus ted line	stomers e es, etc.) ir	ntering 1 2018?	orders v	/ia any ot	her electr	onic syste	ms		
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	2.	Non	-res	idential cus	tomers								5751 +			%
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12 and 13 N	lot Applicable
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported eisewhere.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1	1 1	
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c. Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
Expensed purchases of software - 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 1826					
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents copyrights) Fxclude impairment		1			

CONTINUE WITH 14 ON PAGE 6

Form	SA-2213	OE (DRAFT)
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14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		1879				
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	. 1900				
1	and 16 Not Applicable.					

Form SA-22130E	(DRAFT)		Page 7

REMARKS - data were est	matea.									
CONTACT	IEODRA A T	ION								
Name of person			this report	(Please n	rint)	Title				
ranic or perso	ii to contact	rogarding	ans report	ir icase p	THIL)	THO				
	Area code		Number		Extension			Area code		Number
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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-48000A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? 0035 No - Enter corrections in the mailing address above

Form SA-48000A (DRAFT) Page 2

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0	B.	SUR	VEY	COVERAGE	E																		
		Did 1	this	firm provide	e the	e busir	ness a	activ	vitie	es de	escri	ibed	belo	w?									
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			$\overline{\Box}$	Divestiture		Enter c	zetane	ea m	110111	пашо	n be	iow	/										
				Divestitule	J																		
		0017	Nam	ne of company													0019 E	IN (9 d	igits	s)			
																		-					
		Addr	ess (Number and st	reet,	P.O. Bo	x, etc.)	.)															
		City,	towr	n, village, etc.												State	ZIP Co	ode					
																				_			

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	NOT	E: C	FING PERIOD alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that ii	ncludes	s at least six
	Wha	ıt tir	me period is covered by the data provided in this report?		20	18
				E	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
			Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year
			0008			
5	Not	App	licable.			

6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
1800				

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TOTAL OPERATING REVENUE	

1

Not Applicable.

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8	REVE	IUES	FROM ELECTRONIC SOURCES							
			s firm have any revenues from customers en applications in 2018?	tering o	rders d	irectly on	the firm'	s website	s or	
	0040		Yes							
			No							
			firm have any revenues from customers en applications in 2018?	itering o	orders d	irectly on	third-par	ty website	es or	
	0041		Yes							
			No							
	C. Did (su	this	s firm have any revenues from customers en s private networks, dedicated lines, etc.) in	tering o 2018?	rders v	ia any oth	er electro	onic syste	ms	
	0042		Yes							
			No							
	D. Of	the t	cotal 2018 revenues reported in © ,		2	2018			2018	
			as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	
	A-0	abo	ove? Please provide an estimate if qures are not available.					OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued									
	OF ENAPHROLEN ENGLS COMMISSION	N./	Mark "X" 2018							
			None	\$ Bil.	Mil.	Thou.	Dol.			
1.	Personnel Costs									
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821				1 1	1 1			
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822								
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					1 1			
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c	1860								
3.	Expensed Purchased Services									
	a. Purchased freight transportation - Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without	5097			1 1		1 1			
	b. Expensed purchases of software - 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	1826			1 1		1 1			
	c. Purchased repairs and maintenance to transportation equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and									
	 maintenance performed by this firm's employees d. Purchased fuels for transportation equipment - Gasoline and other fuels purchased for trucks, truck-tractors, and other motor vehicles	r	<u>-</u>				1 1			
4.	Other Operating Expenses									
	a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b	5099					1 1			
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					1 1			
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below									
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		1879								
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4	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.
	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4c					
_	and 16 Not Applicable.					
	REMARKS - Please use this space to explain any significant year-to-year cl data were estimated.	nanges, to	clarify	response	es, or indic	ate wh
	data World Odininatodi					

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Name of person to contact regarding this report (Please print)						Title						
	Area code		Number		Extension			Area code		Number		
Telephone			-				Fax			-		
E-mail address	1					Website a	ddress					

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-48000E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Same of the same o	0A +0000L
	Due Date
Need help	or have questions?
Call 1-8	77-787-9860, option "1"
(8:00 a.i	m 5:00 p.m. ET, M-F)
	or Visit
	/w.census.gov/programs-
survey	s/sas/information.html
YOUR RES	PONSE IS REQUIRED
	itle 13 United States
	C.), Sections 131 and zes this collection.
	24 and 225 require your
	he U.S. Census Bureau
	by Section 9 of the
	o keep your information ITIAL and can use your
	only to produce statistics.
The Census	Bureau is not permitted
	release your responses at could identify your
	rganization, or institution.
Per the Fed	eral Cybersecurity
	ent Act of 2015, your data
	ed from cybersecurity this screening of the
	at transmit your data.
,	ion has been approved
by the Office	ce of Management and
	IB). The eight-digit OMB
	umber is 0607-0422 and the upper right of this
page. With	out this approval, we
	onduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ Bil.		Bil. Mil.		Thou.			Dol.			
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING A	ADDRESS
		le this firm'	s name an

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



orm SA-48000E	(DRAFT)	Page 3
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4			FING PERIOD		م مار را م	a at lagat aiv
	mon	ths	alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that i	nciuaes	s at least six
	What time period is covered by the data provided in this report? 2018					
				E	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		Ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year
			8000			

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

	2018								
	\$ Bil.	Mil.	Thou.	Dol.					
1800									

4	TOTAL	ODED	A TIBLO	DEVEN	
1.	TOTAL	UPER	DVIIIA	REVEN	IUE .

TOTAL OPERATING REVENUE	

7	

Not Applicable.

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OHI	1 3/	H-40	UUU	C (DRAFI)						raye
8	RE	VEN	UES	FROM ELECTRONIC SOURCES						
	A.			firm have any revenues from customers pplications in 2018?	entering	g orders o	directly or	the firm	's website	s or
		0040		Yes						
				No						
	В.			firm have any revenues from customers pplications in 2018?	enterinç	g orders o	directly or	third-pa	rty websit	es or
		0041		Yes						
				No						
	C.			firm have any revenues from customers private networks, dedicated lines, etc.) i			∕ia any otl	her electr	onic syste	ms
		0042		Yes						
				No						
	D.			otal 2018 revenues reported in 6 ,			2018			2018
				s the dollar amount (or percentage) from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent
				/e? Please provide an estimate if						

9	-13 1	Not Applicable.
U		riot / ipplicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued						
	OI III III III III III III III III III	1/10	rk "X"	"Y" 2018			
			Vone	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs						
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821					1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c	1860					1 1
3.	Expensed Purchased Services						
	a. Purchased freight transportation - Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without operators in line. Report travel expenses in line 4c	5097			1 1		1 1
	b. Expensed purchases of software - 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	1826					
	c. Purchased repairs and maintenance to transportation						
	 equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees d. Purchased fuels for transportation equipment - Gasoline and 	1847					
	other fuels purchased for trucks, truck-tractors, and other motor vehicles	5098					1 1
4.	Other Operating Expenses						' '
	a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b	5099					
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment						
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below			, 1	, ,		
		1070					
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	CONTINUE WITH 10 ON PAGE	O					

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Page 6

						- 3 -
14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4c					
43	and 16 Not Applicable					

15	and	16	Not App	licable.

D

REMARKS - Please use this space to explain any	y significant year-to-year changes,	to clarify responses,	or indicate where
data were estimated.	, , , ,		

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CONTACT IN									
Name of persor	to contact	regarding	this report (Please p	rint)	Title			
	Area code		Number		Extension		Area code	Number	
Telephone			-			Fax		-	
E-mail address						Website address			

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

Results: Ims-surveys/sas.htm
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as warehouses,

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			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(DRAFI)					i ugo		
1	В.	SUR	RVE	Y COVERAGE							
Ū		Did	this	firm provide	the business activities described below?						
				Yes							
		0001		No - Specify t	his firm's business activity 🍞						
				, ,	· •						
				0002							
2	Not	t App	olical	ble.							
3	OR	GAN	NIZA	TIONAL CHA	NGE						
	A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?										
				Yes							
		0016									
			Ш	No - Go to 4							
					ng organizational changes occurred in 2018?						
		Che	ck al	I that apply. If	more than one organizational change occurred during the repo				n in 17 .		
				Acquisition			Month	Day	Year		
					Date of organizational change	0018					
		0091	Ш	Sale	> AND						
				Merger	Enter detailed information below 7						
				Divestiture							
				_)						
		0017	Nam	ne of company	00	019 EIN	V (9 dig	ts)			
							-				
		Add	ress	(Number and str	eet, P.O. Box, etc.)						
		City,	, tow	n, village, etc.	State Z	ZIP Cod	le				
						1 1	1 1	-			

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Form	SA-48100A (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please r months of data for the 2018 calendar year.	eport for the	fiscal yea	ır that ir	icludes a	at least six
	What time period is covered by the data provided in this report?				2018	
	Calendar year			Month B	eginning Day	Date Year
	0006			Month	Day	rear
	Fiscal or partial year - Report beginning and ending dates		0007			
				Month	Ending I	Date Year
				Wienen	Day	1001
			0008			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 					
	Amounts received for work subcontracted to others.					
	 For locations that were sold or acquired during a year, only report for tocations. 	the periods t	hat this fi	rm oper	ated the	
	• Revenue from services performed by domestic locations of foreign par	ent firms, su	ıbsidiaries	, branch	es, etc.	
	• Revenues from electronic sources.					
	Exclude: • Transfers made within the company.					
	• Taxes collected directly from customers or clients and paid directly to			_		
	• Rents from and revenue of separately operated departments, concessions from any resolution problems.	ons, etc., wh	ich are lea	sed to d	others.	
	 Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the U.S., outside the U.S., i.e., outside the U.S., outside the U.S., outside the U.S., outside the U.S.,	utside the 50	states. Di	strict of	Columb	ia. U.S.
	Commonwealth Territories, or U.S. possessions).					,
		Mark "X"			018	
1.	Air Transportation Revenue	if None	\$ Bil.	Mil.	Thou.	Dol.
••	All Transportation nevenue				1 1	
	a. Domestic, scheduled passenger transportation by air 55	575				
	b. International, scheduled passenger transportation by air 55	576				
	c. Domestic, non-scheduled passenger transportation by air . 55 d. International, non-scheduled passenger transportation by	577				
	air	578			1 1	
	e. Domestic scheduled freight transportation by air 5	579	'			
	e. Domestic scheduled freight transportation by air	5/9				
	f. International, scheduled freight transportation by air 55	580				
2.	All other operating revenue - Revenue not reported in lines 1a through 1f. If this item is greater than 20% of the total					
	operating revenue, specify the primary source of the revenue below 7					
	nelow /					
3.	TOTAL OPERATING REVENUE	799				
J.	Sum of lines 1a through 2	800				
7	Not Applicable.					

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8	RE	VEN	UES	FROM ELECTRONIC SOURCES							
				firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	the firm	's website	s or	
		0040		Yes							
				No							
				firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	third-pa	rty websit	es or	
	(0041		Yes							
				No							
				firm have any revenues from customers en private networks, dedicated lines, etc.) in			ia any otl	ner electr	onic syste	ms	
		0042		Yes							
				No							
	D.	Of t	he t	otal 2018 revenues reported in ① ,		•	2018]	2018	
				as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	
		A-C	abo	ve? Please provide an estimate if					OR ₂₅₀₁		%

9	-13	Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued						
	OI EINATHIO EXI EILOEG COMMINGO	14	'k "X"			2018	
			None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs						
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821					1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823			1 1		1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c	1860					1 1
3.	Expensed Purchased Services						
	a. Purchased freight transportation - Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without	5097			1 1		1 1
	b. Expensed purchases of software - 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	1826					
	c. Purchased repairs and maintenance to transportation		1				
	 equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees d. Purchased fuels for transportation equipment - Gasoline and 	1847			1 1		1 1
	other fuels purchased for trucks, truck-tractors, and other motor vehicles	E009					
4.	Other Operating Expenses	3030					
	a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b	5099	7				
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	г					
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below						
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	CONTINUE WITH TO ON PAGE	O					

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)	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4c					
3 (and 16 Not Applicable.					
7	REMARKS - Please use this space to explain any significant year-to-year cha	anges to	clarify	resnonse	es or indica	ate where
	REMARKS - Please use this space to explain any significant year-to-year chadata were estimated.	ungoo, te	olariiy	тоороно	oo, or maior	ato wilore

Form SA-48100A (DRAFT) Page 7

Name of perso	n to contact re	garding 1	this report (<i>Ple</i>	ase p	rint)	Title				
	Area code		Number		Extension			Area code	Number	
Telephone			-				Fax		-	
E-mail address	1					Website a	ddress			

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-48100E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.			Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



071 .0.	OL (BRAFI)			ı ug
B. SUR\	EY COVERAGE			
Did t	is firm provide the business activities described below?			
	Yes			
0001	1 163			
	No - Specify this firm's business activity			
	0002			
EDERA	EMPLOYER IDENTIFICATION NUMBER (EIN)			
	firm report payroll under EIN			
0013	⁄es	EINI /	0 1: ::)	
013	No - Enter current 9-digit EIN AND date payroll was first	EIN (S	9 digits)	<u> </u>
	reported for this EIN	5	-	
			Month Day	Year
			World Buy	- Tour
		0088		
ORGANI	ATIONAL CHANGE			
	is firm experience any acquisitions, sales, mergers, and/or divestiture	es in 20	018?	
0016	Yes			
[No - <i>Go to</i> 4			
D 14/1-1-	of the fellowing and official charges and the 00403			
	of the following organizational changes occurred in 2018? all that apply. If more than one organizational change occurred during the re	nortina	nariod avala	in in 🕡
CHECK	an anac apply. It more than one organizational change occurred during the re	porting		I
	Acquisition		Month Day	Year
ı	Date of organizational change	0018		
0091	Sale AND			
[Merger			
ſ	Enter detailed information below?			
l	Divestiture			
0017	ame of company	0019 F	IN (9 digits)	
0017 1	and of company	0013 L	iiv (5 digits)	
			-	
Addre	s (Number and street, P.O. Box, etc.)			
City t	wn, village, etc.	ZIP Co	nde	
Oity, t	otate	211 00	,40	
			-	

REPORTING PERIOD					
NOTE: Calendar year data are preferred. If they are unavailable, please repo	rt for the	e fiscal y	ear that i	ncludes a	it least s
months of data for the 2018 calendar year.					
What time period is covered by the data provided in this report?				2018 Beginning	
Calendar year			Month		Year
0006			IVIOITEII	Day	Tour
Fiscal or partial year - Report beginning and ending dates		00	07		
				Ending [
			Month	Day	Year
		00	ng	i i	
No. A Poolis		00			
Not Applicable.					
SALES, RECEIPTS, OR REVENUE					
What were the revenues for this firm in 2018?					
Include:					
 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 					
Amounts received for work subcontracted to others.					
 For locations that were sold or acquired during a year, only report for the locations. 	periods	that this	firm ope	rated the	
• Revenue from services performed by domestic locations of foreign parent	firms, su	ubsidiari	es, branc	hes. etc.	
• Revenues from electronic sources				, 0.0.	
Revenues from electronic sources. Exclude:					
Exclude:					
Exclude: Transfers made within the company.	cal, state	e, or fede			
Exclude:			eral tax aç	gency.	
Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a loce. Rents from and revenue of separately operated departments, concessions,. Commissions from vending machine operators.	etc., wh	ich are	eral tax aq leased to	gency. others.	
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TOTAL OPERATING REVENUE

Not Applicable.

Form SA-48100E (DRAFT) Page 4

0111		~ +0 :	00	(DRAFI)							490
8	RE	VENU	ES	FROM ELECTRONIC SOURCES							
	A.			firm have any revenues from customers e pplications in 2018?	ntering	orders d	irectly or	the firm	's website	s or	
		0040		Yes							
		[No							
	В.			firm have any revenues from customers e pplications in 2018?	ntering	orders d	irectly or	third-pa	rty website	es or	
		0041		Yes							
		[No							
	C.			firm have any revenues from customers e private networks, dedicated lines, etc.) in			ia any otl	ner electr	onic syste	ms	
		0042		Yes							
		[No							
	D.	Of th	e to	tal 2018 revenues reported in 6 ,			2018]	2018	
		what	wa	s the dollar amount (or percentage)	\$ Bil.	Mil.	Thou.	Dol.		Percen	
				from the revenues identified in	ф DII.	IVIII.	Hiou.	DOI.		reicen	L
				re? Please provide an estimate if ures are not available.					OR ₂₅₀₁		%

9-13	Not Applicable.
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued						
		Mark '				2018	
4	Development Coate	if Nor	ne \$	Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1	1821					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude	1822					1 1
		1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c	1860			1 1		1 1
3.	Expensed Purchased Services						
	a. Purchased freight transportation - Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without operators in line. Report travel expenses in line 4c	5097					
	b. Expensed purchases of software - 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	1826			1 1		
	 c. Purchased repairs and maintenance to transportation equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees 	1847					
	d. Purchased fuels for transportation equipment - Gasoline and other fuels purchased for trucks, truck-tractors, and other motor			1	1 1		
4.	vehicles	0098					
7.	a. Cost of Insurance - Premiums for bonding and insurance not	5099					
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below		,				
		1879					
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14	OPERATING EXPENSES - Continued					
		Mark "X"				
		if None	\$ Bil.	Mil.	Thou.	Dol.
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4c			1 1	1 1	1 1

15 and 16 Not Applica	ble.
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D	REMARKS -	Please use timated.	this space to	explain any	significant	year-to-year	changes,	to clarify	responses,	or indicate	where

Form SA-48100E (DRAFT) Page 7

18	CONTACT INFORMATION										
	Name of persor	to contact	regarding	this report (Please p	Title						
	Telephone	Area code	Number		Extension		Area code Number				
				-		Fax			-		
	E-mail address				Website address						

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

2018 ANNUAL SERVICES REPORT

	SERVICE ANNUAL SU.S. DEPARTMENT OF CO Economics and Statistics Adm U.S. CENSUS BUREAU FORM	MMERCE
U OF THE CE	SA-48121A	(DRAFT)

Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your response. The U.S. Census Bureau	
is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your	
business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data.	
This collection has been approved by the Office of Management and	
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and	
appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
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Any significant change inFor establishments sold	https://www.census.gov/programs-surveys/sas.htr GENERAL INSTRUCTIONS
Any significant change inFor establishments sold this firm.	https://www.census.gov/programs-surveys/sas.htr GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by
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 Any significant change in For establishments sold this firm. Estimates are acceptable Enter "0" where applicab Do not combine data for Report data on an accrus 	https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. For acquired in 2018, report data only for the period the establishments were operated by the if book figures are not available. For two or more detailed lines. For all basis, except for payroll. Solution by pagest dollar.
 Any significant change in For establishments sold this firm. Estimates are acceptable Enter "0" where applicab Do not combine data for Report data on an accrual Figures should be round 	https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS In this firm's operations should be noted in . or acquired in 2018, report data only for the period the establishments were operated by . if book figures are not available. it wo or more detailed lines. al basis, except for payroll. ed to the nearest dollar.
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Any significant change in For establishments sold this firm. Estimates are acceptable Enter "0" where applicab Do not combine data for Report data on an accrua Figures should be round If a figure is \$1,030,280,4 Include: Data for all Services esta Construction operations) Data for auxiliary facilitie garages, central adminis A. MAILING ADDRESS Is this firm's name and	Ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and as defined by the survey coverage in ⊕B. https://www.census.gov/programs-surveys/sas.htr GENERAL INSTRUCTIONS n this firm's operations should be noted in ⊕. or acquired in 2018, report data only for the period the establishments were operated by the survey coverage in ⊕B. https://www.census.gov/programs-surveys/sas.htr GENERAL INSTRUCTIONS n this firm's operations should be noted in ⊕. or acquired in 2018, report data only for the period the establishments were operated by the establishments were operated by the establishment in the period the establishment were operated by the survey coverage in ⊕B.
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• Any significant change in • For establishments sold this firm. • Estimates are acceptable • Enter "0" where applicab • Do not combine data for • Report data on an accrua • Figures should be round • If a figure is \$1,030,280,4 Include: • Data for all Services esta Construction operations) • Data for auxiliary facilitie garages, central adminis 1 A. MAILING ADDRESS Is this firm's name and	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. For acquired in 2018, report data only for the period the establishments were operated by the sife book figures are not available. For acquired in 2018, report data only for the period the establishments were operated by the sife book figures are not available. For acquired in 2018, report data only for the period the establishments were operated by the or more detailed lines. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by ac
• Any significant change in • For establishments sold this firm. • Estimates are acceptable • Enter "0" where applicab • Do not combine data for • Report data on an accrua • Figures should be round • If a figure is \$1,030,280,4 Include: • Data for all Services esta Construction operations) • Data for auxiliary facilitie garages, central adminis 1 A. MAILING ADDRESS Is this firm's name and	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. Or acquired in 2018, report data only for the period the establishments were operated by a if book figures are not available. It wo or more detailed lines. It was or more detailed lines. If be it should be reported as Seli. Mil. Thou. Dol. I D
• Any significant change in • For establishments sold this firm. • Estimates are acceptable • Enter "0" where applicab • Do not combine data for • Report data on an accrua • Figures should be round • If a figure is \$1,030,280,4 Include: • Data for all Services esta Construction operations) • Data for auxiliary facilitie garages, central adminis 1 A. MAILING ADDRESS Is this firm's name and	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. For acquired in 2018, report data only for the period the establishments were operated by the sife book figures are not available. For acquired in 2018, report data only for the period the establishments were operated by the sife book figures are not available. For acquired in 2018, report data only for the period the establishments were operated by the or more detailed lines. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by the or acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by acquired in 2018. For acquired in 2018, report data only for the period the establishments were operated by ac

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FORM SA-48121A (DRAFT)	Page 2
1 B. SURVEY COVERAGE	
Did this firm provide the business activities described below?	
Yes	
0001 ☐ No - Specify this firm's business activity ⊋	
The opening and mine business delivity g	
0002	
A Not A dePost I	
2 Not Applicable.	
3 ORGANIZATIONAL CHANGE	
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?	
☐ Yes	
0016 No - <i>Go to</i> 4	
No - Go to G	
B. Which of the following organizational changes occurred in 2018?	
Check all that apply. If more than one organizational change occurred during the reporting period, explain in	D.
Acquisition Month Day	Year
Date of organizational change	
Sale AND	
Merger	
Enter detailed information below	
Divestiture	
0017 Name of company 0019 EIN (9 digits)	
Address (Number and street, P.O. Box, etc.)	
Character will are the	
City, town, village, etc. State ZIP Code	1 1

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Form				Page 3						
4	REPORTING PERIOD									
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal y months of data for the 2018 calendar year.	ear that i	ncludes a	at least six						
	What time period is covered by the data provided in this report?		2018							
	what time period is covered by the data provided in this report:	Beginning Date								
	☐ Calendar year	Month		Year						
	0006									
	Fiscal or partial year - Report beginning and ending dates	07								
			Ending							
		Month	Day	Year						
	00	08	,							
5	Not Applicable.									
6	SALES, RECEIPTS, OR REVENUE									
	What were the revenues for this firm in 2018?									
	Include:									
	• Report gross billings, except where noted elsewhere on the form.									
	Dues and assessments from members and affiliates.									
	Amounts received for work subcontracted to others. For locations that were said as assuited during a year only report for the periods that this	firm one								
	 For locations that were sold or acquired during a year, only report for the periods that this locations. 	iirm opei	ated the							
	• Revenue from services performed by domestic locations of foreign parent firms, subsidiari	es, brancl	nes, etc.							
	Revenues from electronic sources.									
	Exclude:									
	• Transfers made within the company.									
	 Taxes collected directly from customers or clients and paid directly to a local, state, or fede Rents from and revenue of separately operated departments, concessions, etc., which are 	•								
	Commissions from vending machine operators.	easeu to	omers.							
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states,	District of	Columb	ia, U.S.						
	Commonwealth Territories, or U.S. possessions).									
	Mark "X"	2	2018							
1.	if None \$ Bil.	Mil.	2018 Thou.	Dol.						
				Dol.						
	Air Transportation Revenue \$ Bil.			Dol.						
	if None \$ Bil.			Dol.						
	Air Transportation Revenue \$ Bil.			Dol.						
	a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air 5576			Dol.						
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air 5576 c. Domestic, non-scheduled passenger transportation by air 5577			Dol.						
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air 5576 c. Domestic, non-scheduled passenger transportation by air 5577 d. International, non-scheduled passenger transportation by			Dol.						
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air 5576 c. Domestic, non-scheduled passenger transportation by air 5577			Dol.						
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air 5576 c. Domestic, non-scheduled passenger transportation by air 5577 d. International, non-scheduled passenger transportation by			Dol.						
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air			Dol.						
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air			Dol.						
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air			Dol.						
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air			Dol.						
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air			Dol.						
2.	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air			Dol.						
2.	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air			Dol.						
2.	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air			Dol.						
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2.	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air			Dol.						
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	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air			Dol.						
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air			Dol.						

orm	5A-4	812	IA (DRAFT)						Pag	је
8	REVE	NUES	FROM ELECTRONIC SOURCES							
4			firm have any revenues from customers en applications in 2018?	ntering	orders d	irectly on	the firm	's website:	s or	
	0040		Yes							
			No							
ı			firm have any revenues from customers en applications in 2018?	ntering	orders d	irectly on	third-pa	rty website	es or	
	0041		Yes							
			No							
			s firm have any revenues from customers en s private networks, dedicated lines, etc.) in			ia any otl	ner electr	onic systei	ms	
	0042		Yes							
			No							
ı			otal 2018 revenues reported in ① ,			2018			2018	
	wh	at w	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	
			s from the revenues identified in ove? Please provide an estimate if					0.0		
			gures are not available					OR ₂₅₀₁		%

9	-13	Not Applicable.
		1010 000

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued						
		Mark	"X"			2018	
		if No		\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs						
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821					1 1
	• •	1822					
		1823					1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c	1860			1 1	1 1	1 1
3.	Expensed Purchased Services						
	a. Purchased freight transportation - Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without operators in line . Report travel expenses in line 4c	5097					1 1
	b. Expensed purchases of software - 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	1826					1 1
	c. Purchased repairs and maintenance to transportation equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees	1847					
	d. Purchased fuels for transportation equipment - Gasoline and						
	other fuels purchased for trucks, truck-tractors, and other motor vehicles	5098					
4.	Other Operating Expenses						
	a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b	5099					
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets						
	(e.g., patents, copyrights). Exclude impairment	1831					
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below						
		1879					
	CONTINUE WITH 14 ON PAGE	б					

4	OPERATING EXPENSES - Continued							
		2018						
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.		
j.	TOTAL OPERATING EXPENSES							
_	Sum of lines 1a through 4c	0						
5	and 16 Not Applicable.							
D	REMARKS - Please use this space to explain any significant year-to-year	changes to	clarify	response	es or indica	ate where		
	REMARKS - Please use this space to explain any significant year-to-year data were estimated.	onangoo, t	, olai ii ,	roopono	50, 01 maio			

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18	CONTACT INFORMATION												
	Name of persor	Title											
	Telephone	Area code		Number		Extension			Area code Number			er	
				-			Fax			-			
	E-mail address	Website address											

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-48121E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		Т	hοι	١.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A	MAILING	ADDRESS
-----	---------	---------

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



B. SUI	VEY COVERAGE								
Did	this firm provide the business activities described below?								
	Yes								
0001									
	No - Specify this firm's business activity								
	0002								
FEDER	AL EMPLOYER IDENTIFICATION NUMBER (EIN)								
Does t	is firm report payroll under EIN								
	Yes								
0013		EIN (9 digits	;)					
	No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	0015	_						
	reported for this Eliv	0015	20.01						
			Month	Day	Year				
		0088							
ORGA	IZATIONAL CHANGE								
A. Did	this firm experience any acquisitions, sales, mergers, and/or divesti	tures in 2	018?						
	Yes								
0016									
	No - Go to 4								
	h of the following organizational changes occurred in 2018?				_				
Che	k all that apply. If more than one organizational change occurred during th	e reporting	_		n in T D.				
	☐ Acquisition		Month	Day	Year				
	Date of organizational change	0018							
0091	Sale AND								
	☐ Merger Enter detailed information below 7								
	☐ Divestiture								
0017	Name of company	0019 E	IN (9 di	gits)					
			-						
Add	ess (Number and street, P.O. Box, etc.)								
City	town, village, etc.	tate ZIP C	ode						
				_					

Forn	SA-48121E (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please repmonths of data for the 2018 calendar year.	ort for the	fiscal yea	r that i	ncludes	at least six
	What time period is covered by the data provided in this report?				201	8
				E	Beginnin	g Date
	Calendar year			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		0007	'	'	' ' '
	riscal of partial year - neport beginning and ending dates		0007		Ending	Date
				Month	ī	Year
					,	
			8000			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	• Report gross billings, except where noted elsewhere on the form.					
	Dues and assessments from members and affiliates.					
	Amounts received for work subcontracted to others. For locations that were said or acquired during a year, only report for the	noriode t	hat this fi	rm ono	rated the	2
	 For locations that were sold or acquired during a year, only report for the locations. 	perious i	וומנ נוווס וו	iii opei	rated the	3
	• Revenue from services performed by domestic locations of foreign paren	t firms, su	ıbsidiaries	, brancl	hes, etc.	
	Revenues from electronic sources.					
	Exclude:					
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local collected directly from customers. 	ncal etate	or feder:	al tav ad	nancv	
	 Rents from and revenue of separately operated departments, concessions 					
	Commissions from vending machine operators.	, 0.0.,				
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outsi	de the 50	states Di-	strict of	Columb	sio IIC
	The vertice of foreign and state of the original file orig	ac the so	states, Di	511101 01	Oolallik	ola, U.S.
	Commonwealth Territories, or U.S. possessions).		States, Di			ла, О.З.
	Commonwealth Territories, or U.S. possessions).	Mark "X"		2	2018	
1	Commonwealth Territories, or U.S. possessions).		\$ Bil.			
1.	Commonwealth Territories, or U.S. possessions). Air Transportation Revenue	Mark "X"		2	2018	
1.	Commonwealth Territories, or U.S. possessions).	Mark "X"		2	2018	
1.	Commonwealth Territories, or U.S. possessions). Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575	Mark "X"		2	2018	
1.	Commonwealth Territories, or U.S. possessions). Air Transportation Revenue	Mark "X"		2	2018	
1.	Commonwealth Territories, or U.S. possessions). Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air 5576	Mark "X"		2	2018	
1.	Commonwealth Territories, or U.S. possessions). Air Transportation Revenue a. Domestic, scheduled passenger transportation by air	Mark "X" if None		2	2018	
1.	Commonwealth Territories, or U.S. possessions). Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air 5576	Mark "X" if None		2	2018	
1.	Commonwealth Territories, or U.S. possessions). Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air 5576 c. Domestic, non-scheduled passenger transportation by air	Mark "X" if None		2	2018	
1.	Commonwealth Territories, or U.S. possessions). Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air 5576 c. Domestic, non-scheduled passenger transportation by air 5577 d. International, non-scheduled passenger transportation by	Mark "X" if None		2	2018	
1.	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air	Mark "X" if None		2	2018	
1.	Commonwealth Territories, or U.S. possessions). Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air 5576 c. Domestic, non-scheduled passenger transportation by air	Mark "X" if None		2	2018	
1.	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air	Mark "X" if None		2	2018	
1.	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air	Mark "X" if None		2	2018	
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air 5575 b. International, scheduled passenger transportation by air 5576 c. Domestic, non-scheduled passenger transportation by air 5577 d. International, non-scheduled passenger transportation by air	Mark "X" if None		2	2018	
1 .	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air	Mark "X" if None		2	2018	
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air	Mark "X" if None		2	2018	
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air	Mark "X" if None		2	2018	
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air	Mark "X" if None		2	2018	
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air	Mark "X" if None		2	2018	
	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air	Mark "X" if None		2	2018	
2.	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air	Mark "X" if None		2	2018	
2.	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air	Mark "X" if None		2	2018	
2.	Air Transportation Revenue a. Domestic, scheduled passenger transportation by air	Mark "X" if None		2	2018	

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0111		~ +0 :		(DRAFI)							49°
8	RE	VENU	ES I	FROM ELECTRONIC SOURCES							
	A.			irm have any revenues from customers en oplications in 2018?	tering	orders d	irectly on	the firm	's website:	s or	
		0040		⁄es							
		[r	No							
	В.			irm have any revenues from customers en oplications in 2018?	tering	orders d	irectly on	third-pa	rty website	es or	
		0041		⁄es							
		[r	No							
	C.			irm have any revenues from customers en private networks, dedicated lines, etc.) in			ia any otl	ner electr	onic syste	ms	
		0042		⁄es							
		[r	No							
	D.	Of th	e to	tal 2018 revenues reported in 6 ,			2018		l I	2018	
		what	was	s the dollar amount (or percentage)	\$ Bil.	Mil.	Thou.	Dol.		Percen	
				from the revenues identified in	φ DII.	IVIII.	Hiou.	DOI.		reicen	
				e? Please provide an estimate if ures are not available.	,				OR ₂₅₀₁		%

9	-13	Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued						
		Mark					
	Para and Gorda	if Noi	ne s	Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the			1		1 1	1 1
	 b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. 	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c	1860					
3.	Expensed Purchased Services		_				
	·	5097			1 1		1 1
	b. Expensed purchases of software - 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	1826		1	1 1		1 1
	c. Purchased repairs and maintenance to transportation equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees	1847					
	d. Purchased fuels for transportation equipment - Gasoline and other fuels purchased for trucks, truck-tractors, and other motor vehicles	5098					
4.	Other Operating Expenses						
	 a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b	5099					
	charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					T T
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7						
		1879					
	CONTINUE WITH 10 ON PAGE (6					

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9	OPERATING EXPENSES - Continued					
		Mark "X" if None			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
	TOTAL OPERATING EXPENSES Sum of lines 1a through 4c					
	and 16 Not Applicable.					
)	REMARKS - Please use this space to explain any significant year-to-year ch data were estimated.	nanges, to	clarify	respons	ses, or indic	ate where
	data were estimated.					

Form SA-48121E (DRAFT) Page 7

18	CONTACT INFORMATION													
	Name of person to contact regarding this report (Please print)						Title							
		Area code		Number		Extension		Area code Num			mber			
	Telephone			-			Fax				-			
	E-mail address						Website address							

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

SERVIC U.S. DEPA Economics U.S. CENS FORM

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

FORM

Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programs- surveys/sas/information.html //OUR RESPONSE IS REQUIRED 37 LAW. Title 13 United States Code (U.S.C.), Sections 131 and 88 Law. Title 13 United States Code (U.S.C.), Sections 131 and 88 cauthorizes this collection. Sections 224 and 225 require your esponse. The U.S. Census Bureau s required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your esponses only to produce statistics. The Census Bureau is not permitted opublicly release your responses n a way that could identify your ousiness, organization, or institution. Per the Federal Cybersecurity inhancement Act of 2015, your data re protected from cybersecurity isks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Sudget (OMB). The eight-digit OMB appears at the upper right of this pages. Without this approval, we	SA-48300A	(DRAFT)
Call 1-877-787-880, option "T" [800 am 5.00 pm. ET. M-F] or Visit https://www.oensus.gov/programs-surveys/sas/information.html	Due Date	
Call 1-877-787-880, option "T" [800 am 5.00 pm. ET. M-F] or Visit https://www.oensus.gov/programs-surveys/sas/information.html		
Call 1-877-787-880, option "T" [800 am 5.00 pm. ET. M-F] or Visit https://www.oensus.gov/programs-surveys/sas/information.html		
Management Man	Need help or have questions?	
COURS RESPONDES IS REQUIRED (VLAW, Title 13 United States Conde U.S.C.), Sections 131 and Sections 224 and 225 require your segonases required by Section 3 of the important of the Course Stress of the Course Stress is not permitted and sections 224 and 225 require your seponases not your produce statistics. NONINDENTIAL and can use your seponases only to produce statistics or produced from the Course Stress is not permitted an a way that could identify your seasons only to produce statistics. NONINDENTIAL and can use your seponases only to produce statistics or produced from opperaturity reads through screening of the Course Stress of the Course Stre	(8:00 a.m 5:00 p.m. ET, M-F)	
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Authentication Code: GENERAL INSTRUCTIONS Any significant change in this firm's operations should be noted in . For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. Estimates are acceptable if book figures are not available. Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. Figures should be rounded to the nearest dollar. If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in . Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? Yes	YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses on a way that could identify your pusiness, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB appears at the upper right of this page. Without this approval, we could not conduct this survey.	s survey should be completed online at:
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Is this firm's name and mailing address the same as shown in the mailing address above? Yes	 Data for auxiliary faciliti garages, central admini 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
Yes O035	1 A. MAILING ADDRESS	
0035	Is this firm's name and	mailing address the same as shown in the mailing address above?
		prrections in the mailing address above

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	D.	SUR	VEY COVERA	AGE													
		Did t	his firm prov	vide t	the busi	ness a	ctivities	descril	bed bel	ow?							
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	В.	Whic	h of the felle														
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	NOTE: Calendar year data are preferred. If they are unavailable, please remonths of data for the 2018 calendar year.		•			
	What time period is covered by the data provided in this report?				201	8
				Е	Beginnin	g Date
	☐ Calendar year			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			'	1	
	riscal of partial year - neport beginning and ending dates		0007		Ending	Data
				Month	Day	Year
					/	
			8000			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	• Report gross billings, except where noted elsewhere on the form.					
	Dues and assessments from members and affiliates.					
	Amounts received for work subcontracted to others.For locations that were sold or acquired during a year, only report for the	a pariade t	hat this fir	m oner	atod the	,
	locations.	ie perious i	nat tins in	iii opei	ateu tiit	•
	• Revenue from services performed by domestic locations of foreign pare	nt firms, su	bsidiaries	, branch	nes, etc.	
	Revenues from electronic sources.					
	Exclude: • Transfers made within the company.					
	 Taxes collected directly from customers or clients and paid directly to a 	local, state	, or federa	ıl tax ac	iencv.	
	• Rents from and revenue of separately operated departments, concession			-		
	Commissions from vending machine operators.					
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outs Commonwealth Territories, or U.S. possessions). 	side the 50	states, Dis	strict of	Columb	na, U.S.
				-	2018	
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Water Transportation Revenue					
	a. Transportation of freight and cargo by water	0				
				1 1		
	a. Transportation of freight and cargo by water					
		1				
2.	b. Towing services by water	1		 		
2.	b. Towing services by water	1				
2.	b. Towing services by water	1				
2.	b. Towing services by water	1				
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	b. Towing services by water	1				
	b. Towing services by water	1				
3.	b. Towing services by water	1				

Form SA-48300A (DRAFT) Page 4

8	REVEN	UES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n third-pai	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	itering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	he t	otal 2018 revenues reported in ① ,		2018			2018	
			as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	
	A-C	abo	ove? Please provide an estimate if gures are not available.				OR ₂₅₀₁		%
									_

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
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- Income tax.
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All other operating expenses

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14	OPERATING EXPENSES - Continued						
		Mark '	"X"			2018	
		if Noi	ne s	Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1	1921				1 1	1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude	1822					
		1823			1 1		1 1
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3.	Expensed Purchased Services						
	·	5097		1	1 1		1 1
	b. Expensed purchases of software - 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	1826			1 1		1 1
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	d. Purchased fuels for transportation equipment - Gasoline and other fuels purchased for trucks, truck-tractors, and other motor vehicles	5098			1 1		1 1
4.	Other Operating Expenses						
	a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b	5099					
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831			1 1		1 1
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below						
		1879					
	CONTINUE WITH 14 ON PAGE (6					

14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4c					
15	and 16 Not Applicable.					
D	REMARKS - Please use this space to explain any significant year-to-year chadata were estimated.	anges, to	clarify	response	s, or indica	ate whe

Form SA-48300A (DRAFT) Page 7

Name of person to contact regarding this report (Please print)				Title		
	Area code	Number	Extension		Area code	Number
Telephone		-		Fax		-
E-mail address			Website address			

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-48300E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ Bil.			Mil.		T	Thou.				
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.



A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



REPORTING PERIOD					
NOTE: Calendar year data are preferred. If they are unavailable, please rep	ort for the	fiscal y	ear that i	ncludes	at least
months of data for the 2018 calendar year.				204	
What time period is covered by the data provided in this report?				201 Beginnin	
Calendar year			Month		Yea
0006					
Fiscal or partial year - Report beginning and ending dates		000	07		5 1
			Month	Ending Day	Date Yea
			WOTH	Day	i ca
		000)8		
Not Applicable.					
SALES, RECEIPTS, OR REVENUE					
What were the revenues for this firm in 2018?					
Include:					
• Report gross billings, except where noted elsewhere on the form.					
 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 					
 For locations that were sold or acquired during a year, only report for the 	e periods t	hat this	firm ope	rated the	e
locations.	, pooue		0 00		
Revenue from services performed by domestic locations of foreign paren	t firms, su	ıbsidiari	es, brancl	hes, etc.	
Revenues from electronic sources.	t firms, su	ıbsidiari	es, brancl	hes, etc.	
• Revenues from electronic sources. Exclude:	t firms, su	ıbsidiari	es, brancl	hes, etc.	
Revenues from electronic sources.					•
 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a less Rents from and revenue of separately operated departments, concessions 	ocal, state	, or fede	eral tax aç	gency.	
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TOTAL OPERATING REVENUESum of lines 1a through 3 . . .

Not Applicable.

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8	REVEN	IUES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers en applications in 2018?	ntering orders d	lirectly on	the firm	s website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders d	lirectly on	third-par	ty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	ntering orders v 2018?	ia any otl	ner electro	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	he t	otal 2018 revenues reported in (3 ,	2	2018			2018	
	wha tha	at wa t wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percen	ıt
			ve? Please provide an estimate if gures are not available				OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued						
		1/10	rk "X"			2018	
			Vone	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs						
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821					1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823			1 1		1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c	1860					
3.	Expensed Purchased Services						
	a. Purchased freight transportation - Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without	5097			1 1		1 1
	b. Expensed purchases of software - 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	1826					
	c. Purchased repairs and maintenance to transportation						
	 equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees d. Purchased fuels for transportation equipment - Gasoline and 	1847					
	other fuels purchased for trucks, truck-tractors, and other motor vehicles	5098					
4.	Other Operating Expenses						
	a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b	5099					
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment						
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below			1	, ,		
		1070					
	CONTINUE WITH 🕜 ON PAGE	1879					
	CONTINUE WITH 1 ON PAGE	O					

Form	SA-48300E (DRAFT)					Page 6
14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4c					
15	and 16 Not Applicable.					
D	REMARKS - Please use this space to explain any significant year-to-year data were estimated.	hanges, to	clarify	response	s, or indica	ate where

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Form SA-48300E (DRAFT) Page 7

18	CONTACT INFORMATION												
	Name of persor	to contact	regarding	this rep	port <i>(Please p</i>	rint)	Title						
	Area code Number Extension					Extension		Area code Number					
	Telephone			-		1 1 1	Fax			-			
	E-mail address						Website address						

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-48400A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? 0035 No - Enter corrections in the mailing address above

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		Did	this	firm	provide	e th	he bus	sines	ss ac	ctiv	/itie	s de	escri	ibed	belo	w?								
				Yes																				
		0001		No -	Specify t	this	's firm'	e hue	einee	ee a	activi	itv ¬	7											
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	No	t App	امماناما	blo																				
2																								
3					AL CHA					_								_						
	A.	Did	this	firm	experie	enc	e any	acqı	uisit	tion	ns, s	sale	s, m	erge	ers, a	and/o	r dive	stiture	s in 20	018?				
				Yes																				
		0016		No -	Go to 4	•																		
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	B.				followi													, tha man	o mtimo	norio	d ou	nloin	in 🗗	
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																				-				
		Add	ress	(Numb	er and str	treet	t, P.O. E	Box, e	etc.)															
		City.	. tow	n. villa	ge, etc.													State	ZIP Co	de				
				,	9-7																			
																						-		

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4	REP	ORT	TING PERIOD				
			alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r th	at ir	nclude	s at least six
	Wha	t tir	me period is covered by the data provided in this report?			20	18
					В	eginni	ng Date
			Calendar year	Mc	nth	Day	Year
	0006						
		Ш	Fiscal or partial year - Report beginning and ending dates				
						Ending	g Date
				Mc	nth	Day	Year

0008

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include

- Report gross billings, except where noted elsewhere on the form.
- Prorate revenue derived from services provided on a contractual basis according to the work accomplished. (Only include amounts applicable to the report period.)
- Amounts received for work subcontracted to others.
- Market value of compensation in lieu of cash.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers/clients and paid directly to a local, state, or federal tax agency.
- Rents and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Non-operating revenue such as income from investments, sales of company-owned real estate (land and building), or other assets (except inventory held for resale, securities, gifts, loans, contributions, or grants).
- Revenue from the sale of used equipment.

Lines 1 through 3 - General freight trucking, specialized freight trucking, and household goods moving
Report revenue for transportation of goods by motor vehicles. **Include** revenue from furnishing vehicles **with** drivers
to other carriers under lease or similar arrangement.

If part of the transportation was purchased from another carrier to complete the contract, use the following guidelines:

- Report total revenue if all purchased transportation was on your own account. (You have legal obligation to pay for the purchased transportation.)
- Report only the revenue collected for your portion of the haul, plus any additional income from commissions and fees for arranging the transportation, if the transportation was purchased on the client's account. (Your client has legal obligation to pay for the purchased transportation.)

Line 4 - All other operating revenue

Report other operating revenue including sales from the operation of lunchrooms, restaurants, snowplow work, etc.; revenue from the parking and storage of vehicles; revenue received from other carriers for the use of this firm's terminal facilities, including amounts billed separately for repair services; revenue from short-term rental or extended-term operating leases (with or without maintenance) of trucks, truck-tractors, or trailers, **without** drivers; fair sales value of merchandise marketed under capital, finance, or "full payout" leases; and commissions for providing brokerage services, making payroll deductions, collecting freight charges for other carriers; etc. **Exclude** revenue from this firm's other operating units; the value of used equipment or vehicles sold; revenue from installment payments from leasing vehicles, tools, etc., marketed under capital, finance, or "full payout" leases; and non-operating revenue such as income from investments, sale of securities, real estate, etc.

Report revenue from the storage of shipments in your warehouses pending further instructions by the shipper; from the permanent storage of household goods on a paid-on-delivery basis, commercial goods, or records storage; and for packing and crating, handling, providing labor to carriers for loading and unloading, and other accessory services. **Exclude** rental revenue from the operation of mini-warehouses/self-service storage facilities and from the subleasing of warehousing space to others.



Mark 'X' f None S Bil. Mil. Thou. Dol.	01111	SA-404UUA (DRAFI)						aye
a. Local - goods carried within a single metropolitan area and its adjacent nonurban areas; generally same-day return trips - Include agriculural products, coal and petroleum products, and pharmaceutical and chemical products. b. Long distance - goods carried between metropolitan areas - Include agriculural products, coal and petroleum products, and pharmaceutical and chemical products. c. Specialized Freight Trucking (requiring specialized equipment such as flatbeds, tankers or refrigerated trailers) a. Local - goods carried within a single metropolitan area and its adjacent nonurban areas; generally same-day return trips - Include grains, alcohol and tobacco products, textiles and leather, base metal and machinery, electronic and precision instruments and motorized vehicles, new furniture and miscellaneous manufactured products b. Long distance - goods carried between metropolitan areas Include grains, alcohol and tobacco products, stone, non-metallic minerals and metallic ores, wood products, textiles and leather, base metal and machinery, electronic and precision instruments and motorized vehicles, new furniture and miscellaneous manufactured products b. Long distance - goods carried between metropolitan areas Include grains, alcohol and tobacco products, stone, non-metallic minerals and metallic ores, wood products, textiles and leather, base metal and machinery, electronic and precision instruments and motorized vehicles, new furniture and miscellaneous manufactured products 6. Household Goods Moving a. Household Goods Moving a. Household goods moving - Include furniture, appliances and misc office products 5.067 J. All other operating revenue - Revenue not reported in lines 1 a through 3a. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7	6	SALES, RECEIPTS, OR REVENUE - Continued						
a. Local - goods carried within a single metropolitan area and its adjacent nonurban areas; generally same-day return trips - Include agriculural products, coal and petroleum products, and pharmaceutical and chemical products. b. Long distance - goods carried between metropolitan areas - Include agriculural products, coal and petroleum products, and pharmaceutical and chemical products. c. Specialized Freight Trucking (requiring specialized equipment such as flatbeds, tankers or refrigerated trailers) a. Local - goods carried within a single metropolitan area and its adjacent nonurban areas; generally same-day return trips - Include grains, alcohol and tobacco products, textiles and leather, base metal and machinery, electronic and precision instruments and motorized vehicles, new furniture and miscellaneous manufactured products b. Long distance - goods carried between metropolitan areas Include grains, alcohol and tobacco products, stone, non-metallic minerals and metallic ores, wood products, textiles and leather, base metal and machinery, electronic and precision instruments and motorized vehicles, new furniture and miscellaneous manufactured products 6066 b. Long distance - goods carried between metropolitan areas Include grains, alcohol and tobacco products, stone, non-metallic minerals and metallic ores, wood products, textiles and leather, base metal and machinery, electronic and precision instruments and motorized vehicles, new furniture and miscellaneous manufactured products 6067 618 619 629 630 640 650 650 650 650 650 650 65								
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- Include agriculural products, coal and petroleum products, and pharmaceutical and chemical products. Specialized Freight Trucking (requiring specialized equipment such as flatbeds, tankers or refrigerated trailers) a. Local - goods carried within a single metropolitan area and its adjacent nonurban areas; generally same-day return trips - Include grains, alcohol and tobacco products, stone, non-metallic minerals and metallic ores, wood products, textiles and leather, base metal and machinery, electronic and precision instruments and motorized vehicles, new furniture and miscellaneous manufactured products b. Long distance - goods carried between metropolitan areas - Include grains, alcohol and tobacco products, stone, non-metallic minerals and metallic ores, wood products, textiles and leather, base metal and machinery, electronic and precision instruments and motorized vehicles, new furniture and miscellaneous manufactured products 6. Household Goods Moving a. Household Goods Moving a. Household goods moving - Include furniture, appliances and misc office products 5.069 5.069 All other operating revenue - Revenue not reported in lines 1a through 3a. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 1799 TOTAL OPERATING REVENUE Sum of lines 1a through 4 1800	1.	a. Local - goods carried within a single metropolitan area and its adjacent nonurban areas; generally same-day return trips - Include agriculural products, coal and petroleum products,			1 1			
a. Local - goods carried within a single metropolitan area and its adjacent nonurban areas; generally same-day return trips - Include grains, alcohol and tobacco products, stone, non-metallic minerals and metallic ores, wood products, textiles and leather, base metal and machinery, electronic and precision instruments and motorized vehicles, new furniture and miscellaneous manufactured products b. Long distance - goods carried between metropolitan areas - Include grains, alcohol and tobacco products, stone, non-metallic minerals and metallic ores, wood products, textiles and leather, base metal and machinery, electronic and precision instruments and motorized vehicles, new furniture and miscellaneous manufactured products 3. Household Goods Moving a. Household goods moving - Include furniture, appliances and misc office products 5.067 3. Household goods moving - Include furniture, appliances and misc office products 5.069 4. All other operating revenue - Revenue not reported in lines 1a through 3a. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below?		 Include agriculural products, coal and petroleum products, and 						
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1a through 3a. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1a through 4		a. Household goods moving - Include furniture, appliances and misc office products						
5. TOTAL OPERATING REVENUE Sum of lines 1a through 4	4.	1a through 3a. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue						
Sum of lines 1a through 4		1799			1 1			
Not Applicable.	5.							+

Form SA-48400A (DRAFT)

REVENUES	FROM	ELECTRONIC	SOURCES

A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018?

Yes

No

B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018?

Yes

No

C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018?

Yes

No

	2	2018	
\$ Bil.	Mil.	Thou.	Dol.
1	1 1		

OR 2501 Percent %

2018

9 Not Applicable.

01111 071	OHUM (DRAFI)		гау	
10 ANAL	YSIS OF MOTOR CARRIER OPERATIONS			
	nat percent of this firm's motor carrier revenue was derived from handling each of the)		
	lowing commodities?		2018 Percent	
1.	Agricultural products - Includes live animals, poultry, fish, unprocessed cereal grains such as wheat and corn, and other agricultural products including fruits, vegetables, non-alcoholic beverages, cut flowers, and live plants	5070		%
2.	Grains, alcohol, and tobacco products - Includes milled grain products and preparations; other prepared foodstuff; beer, wine, and other alcoholic beverages; and tobacco products including cigarettes, cigars, and chewing tobacco	5071		%
3.	Stone, non-metallic minerals, and metallic ores - Includes monument or building stone, natural sands, gravel and crushed stone, mined salt, natural calcium and aluminum, phosphates, asbestos, other non-metallic minerals, and metallic ores and concentrates	5072		%
4.	Coal and petroleum products - Includes coal, crude petroleum, gasoline and aviation fuel, diesel fuel and light fuel oils, lubricating oils and greases, and basic chemicals	5073		%
5.	Pharmaceutical and chemical products - Includes pharmaceutical products, chemical products, paints and varnishes, soap and cleaning products, insecticides, fertilizers, primary plastics and finished plastic products, and rubber products including tires and inner tubes	5074		%
6.	Wood products, textiles, and leather - Includes logs and other rough wood, particle board, plywood, fiberboard, pulp, newsprint, paper, and paperboard products. Textiles products include yarns and woven products of natural or synthetic materials, carpets and other textile floor coverings, and textile clothing. Leather products include footwear, headgear, and other articles of leather	5075		%
7.	Base metal and machinery - Includes base metal and primary metal products such as pipes, ingots, metal doors, basic wire, cable, fencing, tools, etc. Machinery includes boilers, turbines, refrigerating and air conditioning equipment, textile machines, and other mechanical machinery and equipment	5076		%
8.	Electronic and precision instruments and motorized vehicles - Includes electronic equipment such as computers, electronic motors, generators, office equipment, television sets, radios and stereo equipment, cinematographic and photocopying equipment, clocks and watches, instruments used in medical, surgical, or veterinary sciences, and measuring, checking, or automatic control instruments or apparatus	5077		%
9.	Used household and office goods - Includes used furniture, appliances, and miscellaneous office products	5078		%
10.	New furniture and miscellaneous manufactured products - Includes new furniture, mattresses and mattress supports, quilts or comforters, lamps, lighting, mixed freight, and miscellaneous manufactured products	5079		%
11.	All other motor carrier revenue not derived from the commodities in lines 1 through 10 - Specify 7			
1510		5080 +		%
			100	%
rec	ere any of the commodities that this firm hauled designated hazardous materials, i.e., quired you to display a hazmat placard on the vehicle in accordance with Title 49, CFR 7.823, Transportation? Yes No - Go to No - Go to	i		
			2018	
			Percent	
C. WI	nat percent of the total motor carrier revenue is from hauling hazardous materials? .	. 5081		%
11 Not A	oplicable.			

INVENTORIES AT END OF YEAR	
Report the number of vehicles used or held for use in motor carrier operations on December 3	1, 2018.
Line 1 - B, C, and D	
Report the number of vehicles owned and/or leased to others with drivers. Include inventory capital lease agreements. Exclude vehicles that you own that were leased without drivers to	obtained through others.
A. Did this firm own inventories, regardless of where held, at the end of 2018 (or the are reporting)?	period for which
Yes	
6043	
No - Go to 14	2010
B. Trucks - Include single-unit trucks, pickups, vans, etc.	2018 Number
b. Hucks - Include single-unit trucks, pickups, vans, etc.	Italibei
1. Number owned and/or leased with drivers to others	
2. Number leased without drivers from others	
3. Total truck inventory	
Sum of lines 1 and 2	
	2018
C. Truck-tractors - Include semi's and any detachable power-units	Number
1. Number owned and/or leased with drivers to others	
2. Number leased without drivers from others	
3. Total truck-tractor inventory	
Sum of lines 1 and 2	
	2018
D. Trailers - Include box-trailers, flatbeds, tankers, etc.	Number
1. Number owned and/or leased with drivers to others	
1. Number owned and/or leased with drivers to others	
2. Number leased without drivers from others	
2. Number leased without drivers from others	

	Yes
6041	No - Go to

F. What was the value of inventories stored outside or en route to the 50 states and the District of Columbia in 2018?

Exclude																						
the U.S.	٠	٠	٠	٠				٠	٠	٠	٠	٠	٠	٠		٠	٠	٠	٠	٠		

		2018											
	\$ Bil.	Mil.	Thou.	Dol.									
6042		1 1	1 1	1 1									

13	Not	Applicable.
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X"					
	if None	\$ Bil.	Mil.	Thou.	Dol.	
Personnel Costs						
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1	821		1 1			
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	822				1 1	
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	823					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c	860					
Expensed Purchased Services						
a. Purchased freight transportation - Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without operators in line. Report travel expenses in line 4c 5	097		1 1	1 1	1 1	
b. Expensed purchases of software - 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 1	826		1 1		1 1	

CONTINUE WITH 14 ON PAGE 9

Expensed Purchased Services - Continued c. Purchased repairs and maintenance to trensportation sequipment - Expensed repair and maintenance services to motor sequipment - Expensed repair and maintenance services to motor sexuluse materials, parts, and supplies used for repairs and maintenance performed by this firm's employees		1840UA (DRAFT)					Page 9
Expensed Purchased Services - Continued C. Purchased repairs and maintenance to transportation equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees	OPEF	RATING EXPENSES - Continued					
Expensed Purchased Services - Continued c. Purchased repairs and maintenance to transportation equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees				\$ Ril	Mil		Dol
c. Purchased repairs and maintenance to transportation equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees	Evno	need Purchased Services - Continued	11 140110	ווט ע.	IVIII.	Hiou.	Doi.
equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees							
Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees	ec	juipment - Expensed repair and maintenance services to motor					
d. Purchased fuels for transportation equipment - Gasoline and other fuels purchased for trucks, truck-tractors, and other motor vehicles Other Operating Expenses a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 TOTAL OPERATING EXPENSES Sum of lines 1a through 4c 1900	Ex	clude materials, parts, and supplies used for repairs and		1			
other fuels purchased for trucks, truck-tractors, and other motor vehicles Other Operating Expenses a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 TOTAL OPERATING EXPENSES Sum of lines 1a through 4c 1900			1847				
Other Operating Expenses a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below? TOTAL OPERATING EXPENSES Sum of lines 1a through 4c 1900	d. Pu	urchased fuels for transportation equipment - Gasoline and her fuels purchased for trucks, truck-tractors, and other motor	_	1			
a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b	ve	hicles	5098				
b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment 1831 c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 TOTAL OPERATING EXPENSES Sum of lines 1a through 4c 1900							
charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	a. Co	ost of Insurance - Premiums for bonding and insurance not cluded in line 1b	5099				
(e.g., patents, copyrights). Exclude impairment	ch fir wi	arges taken against tangible assets owned and used by this m, tangible assets and improvements owned by this firm thin leaseholds, tangible assets obtained through capital lease					
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TOTAL OPERATING EXPENSES Sum of lines 1a through 4c	c. Al no ins Ex ex or	Il other operating expenses - All other operating expenses of reported above, unless specifically excluded in the general structions. Include office postage paid and package delivery. Include purchases of merchandise for resale and non-operating penses. If this item is greater than 20% of the total perating expenses, specify the primary source of the					
TOTAL OPERATING EXPENSES Sum of lines 1a through 4c	ех	penses below 7					
TOTAL OPERATING EXPENSES Sum of lines 1a through 4c							
Sum of lines 1a through 4c	TOTA	U ODEDATING EVDENCES	1879				
			1900	'			

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m SA-48400A	(DRAFT)				Page 1
REMARKS - F data were esti	Please use this space to explain any smated.	significant year-to	-year changes, to	clarify responses,	or indicate where
CONTACT IN					
Name of persor	n to contact regarding this report (Please	print) Tit	le		
	Area code Number	Extension		Area code	Number
Telephone		Extension	Fax	7 Tod Godo	
					-
E-mail address		W	ebsite address		

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-48400E (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in 0.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

	4
	ш
_	

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes	
0035		
	No	Entor corro

No - Enter corrections in the mailing address above



1 B. SURVEY COVERAGE				
Did this firm provide the business activities described below?				
• • • • • • • • • • • • • • • • • • • •				
Yes				
0001				
□ No - Specify this firm's business activity ₹				
0002				
2 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)				
Does this firm report payroll under EIN				
□ v				
☐ Yes	FINL (O	11 14 1	<u> </u>	
	EIN (9	digits)	
No - Enter current 9-digit EIN AND date payroll was first reported for this EIN		_		
reported for this Live			1	
		Month	Day	Year
		'	'	
	0088			
3 ORGANIZATIONAL CHANGE				
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures	in 20	18?		
Yes				
0016 No - <i>Go to</i> 4				
□ NO - GO 10 W				
B. Which of the following organizational changes occurred in 2018?				
Check all that apply. If more than one organizational change occurred during the rep	orting	period	, explai	n in 🛈.
		Month		Year
Acquisition		WIOTILIT	Day	Teal
Date of organizational change	. 0018	1		
Sale	L			
0091 AND				
☐ Merger Enter detailed information below 7				
Divestiture				
2 Production)				
0017 Name of company	0019 EII	N (9 dig	its)	
		-	<u> </u>	
Address (Number and street, P.O. Box, etc.)				
City, town, village, etc.	ZIP Cod			
	1 1		_	

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4	REP	ORT	TING PERIOD			
			alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that i	include	s at least six
	Wha	t tir	me period is covered by the data provided in this report?		20	18
					Beginni	ng Date
		Ш	Calendar year	Month	Day	Year
	0006					
		ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year

0008

5 Not Applicable.

6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Prorate revenue derived from services provided on a contractual basis according to the work accomplished. (Only include amounts applicable to the report period.)
- Amounts received for work subcontracted to others.
- Market value of compensation in lieu of cash.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers/clients and paid directly to a local, state, or federal tax agency.
- Rents and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Non-operating revenue such as income from investments, sales of company-owned real estate (land and building), or other assets (except inventory held for resale, securities, gifts, loans, contributions, or grants).
- Revenue from the sale of used equipment.

Lines 1 through 3 - General freight trucking, specialized freight trucking, and household goods moving Report revenue for transportation of goods by motor vehicles. **Include** revenue from furnishing vehicles **with** drivers to other carriers under lease or similar arrangement.

If part of the transportation was purchased from another carrier to complete the contract, use the following guidelines:

- Report total revenue if all purchased transportation was on your own account. (You have legal obligation to pay for the purchased transportation.)
- Report only the revenue collected for your portion of the haul, plus any additional income from commissions and fees for arranging the transportation, if the transportation was purchased on the client's account. (Your client has legal obligation to pay for the purchased transportation.)

Line 4 - All other operating revenue

Report other operating revenue including sales from the operation of lunchrooms, restaurants, snowplow work, etc.; revenue from the parking and storage of vehicles; revenue received from other carriers for the use of this firm's terminal facilities, including amounts billed separately for repair services; revenue from short-term rental or extended-term operating leases (with or without maintenance) of trucks, truck-tractors, or trailers, **without** drivers; fair sales value of merchandise marketed under capital, finance, or "full payout" leases; and commissions for providing brokerage services, making payroll deductions, collecting freight charges for other carriers; etc. **Exclude** revenue from this firm's other operating units; the value of used equipment or vehicles sold; revenue from installment payments from leasing vehicles, tools, etc., marketed under capital, finance, or "full payout" leases; and non-operating revenue such as income from investments, sale of securities, real estate, etc.

Report revenue from the storage of shipments in your warehouses pending further instructions by the shipper; from the permanent storage of household goods on a paid-on-delivery basis, commercial goods, or records storage; and for packing and crating, handling, providing labor to carriers for loading and unloading, and other accessory services. **Exclude** rental revenue from the operation of mini-warehouses/self-service storage facilities and from the subleasing of warehousing space to others.

Form	SA-	4840)0E	(DRAFT)
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		8.4 1 113.411			2018	
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.
	General Freight Trucking		Ψ Βπ.	14111.	THOU.	Doi:
	a. Local - goods carried within a single metropolitan area and					
	its adjacent nonurban areas; generally same-day return					
	trips - Include agriculural products, coal and petroleum products, and pharmaceutical and chemical products			1 1		
	b. Long distance - goods carried between metropolitan areas					
	 Include agriculural products, coal and petroleum products, and pharmaceutical and chemical products. 					
•	Specialized Freight Trucking (requiring specialized equipment such as flatbeds, tankers or refrigerated trailers)					
	a. Local - goods carried within a single metropolitan area					
	and its adjacent nonurban areas; generally same-day return trips - Include grains, alcohol and tobacco products,					
	stone, non-metallic minerals and metallic ores, wood products,					
	textiles and leather, base metal and machinery, electronic and precision instruments and motorized vehicles, new furniture and					
	miscellaneous manufactured products 5066			1 1		
	b. Long distance - goods carried between metropolitan areas -					
	Include grains, alcohol and tobacco products, stone, non-metallic					
	minerals and metallic ores, wood products, textiles and leather, base metal and machinery, electronic and precision instruments					
	and motorized vehicles, new furniture and miscellaneous		'			
	manufactured products					
	Household goods moving - Include furniture, appliances and misc office products					· ·
	All other operating revenue - Revenue not reported in lines					
	1a through 3. If this item is greater than 20% of the total					
	operating revenue, specify the primary source of the revenue below 7					
	20.011 }					
	1799					
	TOTAL OPERATING REVENUE		'			
	Sum of lines 1a through 4					
	Not Applicable.					

%

A. Did this firm have any revenues from customers entering orders directly on the firm's websimobile applications in 2018?	tes or
--	--------

	Yes
0040	
	No

B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018?

	Ye
0041	No

C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018?

		Ye
0042		
	П	No

D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if

2018					2018
\$ Bil.	Mil.	Thou.	Dol.		Percent
				0.7	
				OR ₂₅₀₁	

9 Not Applicable.

01111 071	10400E (DRAFI)		raye
10 ANAI	LYSIS OF MOTOR CARRIER OPERATIONS		
	hat percent of this firm's motor carrier revenue was derived from handling each of the	•	
	llowing commodities?		2018 Percent
1.	Agricultural products - Includes live animals, poultry, fish, unprocessed cereal grains such as wheat and corn, and other agricultural products including fruits, vegetables, non-alcoholic beverages, cut flowers, and live plants	5070	%
2.	Grains, alcohol, and tobacco products - Includes milled grain products and preparations; other prepared foodstuff; beer, wine, and other alcoholic beverages; and tobacco products including cigarettes, cigars, and chewing tobacco	5071	%
3.	Stone, non-metallic minerals, and metallic ores - Includes monument or building stone, natural sands, gravel and crushed stone, mined salt, natural calcium and aluminum, phosphates, asbestos, other non-metallic minerals, and metallic ores and concentrates	5072	%
4.	Coal and petroleum products - Includes coal, crude petroleum, gasoline and aviation fuel, diesel fuel and light fuel oils, lubricating oils and greases, and basic chemicals	5073	%
5.	Pharmaceutical and chemical products - Includes pharmaceutical products, chemical products, paints and varnishes, soap and cleaning products, insecticides, fertilizers, primary plastics and finished plastic products, and rubber products including tires and inner tubes	5074	%
6.	Wood products, textiles, and leather - Includes logs and other rough wood, particle board, plywood, fiberboard, pulp, newsprint, paper, and paperboard products. Textiles products include yarns and woven products of natural or synthetic materials, carpets and other textile floor coverings, and textile clothing. Leather products include footwear, headgear, and other articles of leather	5075	%
		5076	%
8.	Electronic and precision instruments and motorized vehicles - Includes electronic equipment such as computers, electronic motors, generators, office equipment, television sets, radios and stereo equipment, cinematographic and photocopying equipment, clocks and watches, instruments used in medical, surgical, or veterinary sciences, and measuring, checking, or automatic control instruments or apparatus	5077	%
9.	Used household and office goods - Includes used furniture, appliances, and miscellaneous office products	5078	%
10.	New furniture and miscellaneous manufactured products - Includes new furniture, mattresses and mattress supports, quilts or comforters, lamps, lighting, mixed freight, and miscellaneous manufactured products	5079	%
11.	All other motor carrier revenue not derived from the commodities in lines 1 through 10 - $Specify$ 7		
1510		5080 +	%
			100%
re	ere any of the commodities that this firm hauled designated <i>hazardous materials</i> , i.e., quired you to display a hazmat placard on the vehicle in accordance with Title 49, CFF 7.823, Transportation? Yes No - Go to 12	ŧ	
			2018
			Percent
C. W	hat percent of the total motor carrier revenue is from hauling hazardous materials?	. 5081	%
A NI=+ A	naliachla		
11 Not A	pplicable.		

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2018 Number

2018 Number

2018 Number

1	2
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INVENTORIES AT END OF YEAR

Report the number of vehicles used or held for use in motor carrier operations on December 31, 2018.

Line 1 - B, C, and D

Report the number of vehicles owned and/or leased to others **with** drivers. **Include** inventory obtained through capital lease agreements. **Exclude** vehicles that you own that were leased **without** drivers to others.

A. Did this firm own inventories, regardless of where held, at the end of 2018 (or the period for which you are reporting)?

	ш	Yes
6043		
	Ш	No - Go to 1

В.	Trucks - Include single-unit trucks, pickups, vans, etc.		
	1. Number owned and/or leased with drivers to others	. 5088	
	2. Number leased without drivers from others	. 5089	+
	3. Total truck inventory		

2. Number leased without drivers from others	+
3. Total truck inventory Sum of lines 1 and 2	
C. Truck-tractors - Include semi's and any detachable power-units	
1. Number owned and/or leased with drivers to others	
2. Number leased without drivers from others	+
3. Total truck-tractor inventory	
Sum of lines 1 and 2	
D. Trailers - Include box-trailers, flatbeds, tankers, etc.	
1. Number owned and/or leased with drivers to others 5094	

11. Italian of our analytic court with an end of our or of the court o	
2. Number leased without drivers from others	
3. Total trailer inventory	
Sum of lines 1 and 2	

E.	Were any of the inventories reported above stored outside or en route to the 50 states and the Distriction
	of Columbia in 2018?

	Yes
6041	No - Go to 📭

F. What was the value of inventories stored outside or en route to the 50 states and the District of Columbia in 2018?

Exclude inventory held in Foreign Trade Zones or in bond warehouses in

	2018									
	\$ Bil.	Mil.	Thou.	Dol.						
6042										

-	
	-1

Not Applicable.

the U.S.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses her reported disevilore.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					1 1
c. Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services			1 1		
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c 1860					
Expensed Purchased Services					
a. Purchased freight transportation - Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without operators in line. Report travel expenses in line 4c 5097					
b. Expensed purchases of software - 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					

CONTINUE WITH 14 ON PAGE 9

Form	SA-48400E	(DRAFT)
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. 0111	3	A-4040UE (DRAFI)							rage 3
14	OF	PERATING EXPENSES - Continued							
			Mark "				20	018	
			if Nor	e \$	Bil.	Mil.		Thou.	Dol.
3.		pensed Purchased Services - Continued							
	C.	Purchased repairs and maintenance to transportation equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and			1			1 1	
	d.	maintenance performed by this firm's employees	1847						
		vehicles	5098						
4.		her Operating Expenses							1 1
		Cost of Insurance - Premiums for bonding and insurance not included in line 1b	5099						
	b.	Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					1 1	
	C.	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below							
		,							
			1879						' '
5.	TC	OTAL OPERATING EXPENSES							
	Su	m of lines 1a through 4c	1900						
	am	Not Applicable.							

Page 1 REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate when
REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate when data were estimated.

CONTACT INFORMATION

Name of person to contact regarding this report (Please print)						Title		
	Area code		Numb	oer	Extension		Area code	Number
Telephone	1 1					Fax		
			-					-
E-mail address						Website address		

Title

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-48500A	(DRAFT)
Due Date	
Need help or have questions? Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs-	
surveys/sas/information.html YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the systems that transmit your data.	
This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
https://portal.census.gov Authentication Code:	s survey should be completed online at: To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
• Any cignificant change	GENERAL INSTRUCTIONS in this firm's operations should be noted in ① .
, ,	or acquired in 2018, report data only for the period the establishments were operated by
this firm.	e if book figures are not available.
• Enter "0" where applical	
	r two or more detailed lines.
Report data on an accruFigures should be round	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
	456 it should be reported as \longrightarrow 1 0 3 0 2 8 0 4 5 6
Include:	
 Data for all Services est Construction operations 	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
Data for auxiliary faciliti garages, central adminis	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
	Arative emess, and repair services.
1 A. MAILING ADDRESS	d mailing address the same as shown in the mailing address above?
	Thanny address the same as shown in the maining address above:
Ves	
No - Enter co	orrections in the mailing address above

-orm	1 5/	A-4850	OA (DRAFT)																		ı	Page 2
1	В.	SURVE	Y COVERAGE																			
		Did thi	s firm provide	the b	ousin	ess	act	tivit	ties	des	crib	ed b	elow	/?								
			v.																			
		0001	Yes																			
			No - Specify t	this firi	m's b	busin	ness	s act	tivity	ΥŢ												
			0002																			
2	No	t Applica	able.																			
3			ATIONAL CHA																			
	A.	Did thi	s firm experiei	nce ar	ny ac	cqui	isiti	ions	s, sa	ales,	mei	rger	s, an	d/or	dive	stiture	s in 2	018?				
		0016	Yes																			
			No - Go to 4)																		
	R	Which	of the followir	na oro	naniz	zatio	onai	l ch	ana	100 0) CCII	ırrad	l in 2	ስ1 ደ '	7							
	٥.		ıll that apply. If i													the re	oorting	ı peri	od, e	explai	in in ① .	
			A															Mor	nth	Day	Yea	r
			Acquisition	Da	ate of	f ora	naniz	zatic	onal	l chai	nae						. 0018	'		1		
		0091	Sale	> AN			,			0	.90											
			Merger			lata:l	ilad	info		-ti	bala											
			Divestiture	E11	nter de	ietaii	iea i	IIIIO	ппа	ation	beio)W /										
			Divestiture	J																		
		0017 Na	me of company														0019 E	IN (9	digit	s)		
																		-				
		Address	(Number and str	reet, P.C	O. Box	x, etc	c.)															
		City, tov	vn, village, etc.													State	ZIP Co	ode				
																				-		

4										
	REPORTING PERIOD									
	NOTE: Calendar year data are preferred. If they are unavailable, please months of data for the 2018 calendar year.	e report for	the fisca	I yea	r that in	cludes a	t least si			
	What time period is covered by the data provided in this report	?			2018					
		-			В	eginning				
	Calendar year				Month	Day	Year			
	Fiscal or partial year - Report beginning and ending dates .			0007						
						Ending C	ate			
					Month	Day	Year			
				0008	'	1				
				-						
)	Not Applicable.									
)	SALES, RECEIPTS, OR REVENUE									
	What were the revenues for this firm in 2018?									
	Include:Report gross billings, except where noted elsewhere on the form.									
	• Dues and assessments from members and affiliates.									
	Amounts received for work subcontracted to others.									
	 For locations that were sold or acquired during a year, only report for locations. 	or the perio	ds that th	nis fir	m opera	ated the				
	• Revenue from services performed by domestic locations of foreign p	arent firm	s, subsidi	aries	, branch	es, etc.				
	Revenues from electronic sources.									
	Exclude: • Transfers made within the company.									
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly t 	o a local, s	tate, or fe	edera	ıl tax aq	encv.				
	• Rents from and revenue of separately operated departments, conces				_					
	Commissions from vending machine operators.		50	Б.		0 1 1:				
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). 	outside the	bu states	s, Dis	strict of	Columbi	a, U.S.			
		Mark	. "X"		2018					
		if No			Mil.	Thou.	Dol.			
•	Transit and Ground Passenger Transportation Revenue									
	a. Long-distance, fixed-route passenger transportation by road	5625								
	b. Local, fixed-route passenger transportation by road and									
	transit rail	. 5626								
	c. Long-distance, passenger transportation by road, except		1		+ + +					
	c. Long-distance, passenger transportation by road, except fixed-route									
	 c. Long-distance, passenger transportation by road, except fixed-route d. Local passenger transportation by road, except fixed-route All other operating revenue - Revenue not reported in lines 	. 5627								
	 c. Long-distance, passenger transportation by road, except fixed-route d. Local passenger transportation by road, except fixed-route All other operating revenue - Revenue not reported in lines 1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue 	. 5627								
	 c. Long-distance, passenger transportation by road, except fixed-route d. Local passenger transportation by road, except fixed-route All other operating revenue - Revenue not reported in lines 1a through 1d. If this item is greater than 20% of the total 	. 5627								
	 c. Long-distance, passenger transportation by road, except fixed-route d. Local passenger transportation by road, except fixed-route All other operating revenue - Revenue not reported in lines 1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue 	5627								
	 c. Long-distance, passenger transportation by road, except fixed-route d. Local passenger transportation by road, except fixed-route All other operating revenue - Revenue not reported in lines 1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 	. 5627								
	c. Long-distance, passenger transportation by road, except fixed-route	5627								
	c. Long-distance, passenger transportation by road, except fixed-route d. Local passenger transportation by road, except fixed-route All other operating revenue - Revenue not reported in lines 1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1a through 2	5627								
	c. Long-distance, passenger transportation by road, except fixed-route	5627								
	c. Long-distance, passenger transportation by road, except fixed-route d. Local passenger transportation by road, except fixed-route All other operating revenue - Revenue not reported in lines 1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1a through 2	5627								
	c. Long-distance, passenger transportation by road, except fixed-route d. Local passenger transportation by road, except fixed-route All other operating revenue - Revenue not reported in lines 1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1a through 2	5627								
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	c. Long-distance, passenger transportation by road, except fixed-route d. Local passenger transportation by road, except fixed-route All other operating revenue - Revenue not reported in lines 1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1a through 2	5627								
	c. Long-distance, passenger transportation by road, except fixed-route d. Local passenger transportation by road, except fixed-route All other operating revenue - Revenue not reported in lines 1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1a through 2	5627								
)	c. Long-distance, passenger transportation by road, except fixed-route d. Local passenger transportation by road, except fixed-route All other operating revenue - Revenue not reported in lines 1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1a through 2	5627								

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8	REVEN	UES	FROM ELECTRONIC SOURCES						
	A. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n third-pai	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	ntering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	he t	otal 2018 revenues reported in © ,		2018			2018	
	tha	t wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	t
	A-C exa	abo ct fi	ve? Please provide an estimate if gures are not available				OR ₂₅₀₁	' '	%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



	OPERATING EVERNOES Confirmed					
14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	_
	De les estados de la compansión de la co	if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs					
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c 1860					
3.	Expensed Purchased Services					
	a. Purchased freight transportation - Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without operators in line. Report travel expenses in line 4c 5097			1 1		1 1
	b. Expensed purchases of software - 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 1826					
	c. Purchased repairs and maintenance to transportation					
	equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees					1 1
	other fuels purchased for trucks, truck-tractors, and other motor vehicles					·
4.	Other Operating Expenses					
- -	a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b					
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment			1 1		1 1
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					' '
	1879					
	CONTINUE WITH 🕡 ON PAGE 6					

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4	OPERATING EXPENSES - Continued								
	M	∕lark "X"				2018			
	i	if None	\$ Bil.	Mil			iou.	Do	ol.
	TOTAL OPERATING EXPENSES								
	Sum of lines 1a through 4c								
5) 8	and 16 Not Applicable.								
7	REMARKS - Please use this space to explain any significant year-to-year chardata were estimated.	nges, to	clarify	respo	ons	es, or	indica	ate w	here
	data were estimated.								

Form SA-48500A (DRAFT) Page 7

Name of perso	n to contact re	garding 1	this report (<i>Ple</i>	ase p	rint)	Title					
	Area code		Number		Extension			Area code		Number	
Telephone			-				Fax			-	
E-mail address					Website address						

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-48500E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	J.		Dol.	
*		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

_	

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

0035	Yes
	No - Enter corrections in the mailing address above



	EY COVERAGE					
Did th	nis firm provide	the business activities described below?				
0001	Yes					
	No - Specify t	his firm's business activity 7				
	0002					
EDERAL	EMPLOYER ID	ENTIFICATION NUMBER (EIN)				
oes this	s firm report pa	yroll under EIN				
	Yes					
013	No - Enter curren	t 9-digit EIN AND date payroll was first	EIN (9	digits)		
		this EIN		-		
				Month	Day	Yea
			0088			
ORGANIZ	ZATIONAL CHA	NGE	0088			
		NGE nce any acquisitions, sales, mergers, and/or divestitures		018?		
A. Did th				018?		
	nis firm experie			018?		
0016	Yes No - Go to	nce any acquisitions, sales, mergers, and/or divestitures)18?		
0016 0016 0016	Yes No - Go to 4 of the following		s in 20		explai	n in ① .
0016 0016 0016	Yes No - Go to 4 of the following all that apply. If it	nce any acquisitions, sales, mergers, and/or divestitures	s in 20		<i>explai</i> .	
0016 0016 0016	Yes No - Go to 4 of the following all that apply. If I	nce any acquisitions, sales, mergers, and/or divestitures	s in 20	period,		
0016 0016 0016	Yes No - Go to 4 of the following all that apply. If a capulation Sale	nce any acquisitions, sales, mergers, and/or divestitures ng organizational changes occurred in 2018? more than one organizational change occurred during the rep	s in 20	period,		
OO16 Which Check	Yes No - Go to 4 of the following all that apply. If I	nce any acquisitions, sales, mergers, and/or divestitures ng organizational changes occurred in 2018? more than one organizational change occurred during the rep Date of organizational change	s in 20	period,		
OO16 Which Check	Yes No - Go to 4 of the following all that apply. If a capulation Sale	nce any acquisitions, sales, mergers, and/or divestitures ng organizational changes occurred in 2018? more than one organizational change occurred during the rep Date of organizational change	s in 20	period,		
O016 B. Which Check	Yes No - Go to 4 of the following all that apply. If It Acquisition Sale Merger	nce any acquisitions, sales, mergers, and/or divestitures ng organizational changes occurred in 2018? more than one organizational change occurred during the rep Date of organizational change	s in 20	period,	Day	
O016 B. Which Check	Yes No - Go to 4 n of the following all that apply. If It Acquisition Sale Merger Divestiture	nce any acquisitions, sales, mergers, and/or divestitures ng organizational changes occurred in 2018? more than one organizational change occurred during the rep Date of organizational change	s in 20	period, Month	Day	n in ① . Yea
0016 B. Which Check 0091	Yes No - Go to 4 n of the following all that apply. If it is a capacitation Sale Merger Divestiture	ng organizational changes occurred in 2018? more than one organizational change occurred during the rep Date of organizational change	s in 20	period, Month	Day	
O0016 B. Which Check O0017 N Address	Yes No - Go to 4 n of the following all that apply. If a capacition Sale Merger Divestiture ame of company ss (Number and street	ng organizational changes occurred in 2018? more than one organizational change occurred during the rep Date of organizational change	s in 20	period, Month	Day	
O0016 B. Which Check O0017 N Address	Yes No - Go to 4 n of the following all that apply. If it is a company Merger Divestiture	ng organizational changes occurred in 2018? more than one organizational change occurred during the rep Date of organizational change	s in 20	period, Month	Day	
O0016 B. Which Check O0017 N Address	Yes No - Go to 4 n of the following all that apply. If a capacition Sale Merger Divestiture ame of company ss (Number and street	ng organizational changes occurred in 2018? more than one organizational change occurred during the rep Date of organizational change	oorting . 0018	period, Month	Day	

Form	SA-48500E	(DRAFT)			Page 3
4	REPORTING PI	ERIOD			
		r year data are preferred. If	please report for th	e fiscal year that includ	les at least six

	NOTE: Calendar year data are preferred. If they are unavailable, please remonths of data for the 2018 calendar year.		, -			
	What time period is covered by the data provided in this report?				2018	
	☐ Calendar year			Month	Beginning Day	Year
	0006			WOTEN	Buy	i cui
	Fiscal or partial year - Report beginning and ending dates		0007			
					Ending [
				Month	Day	Year
			0008			
	N. A. P. II					
<u>)</u>	Not Applicable.					
)	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 					
	Amounts received for work subcontracted to others.					
	• For locations that were sold or acquired during a year, only report for t	he periods	that this fi	irm oper	ated the	
	locations.			ا مسمسما	oto	
		ant firms			ies, etc.	
	• Revenue from services performed by domestic locations of foreign pare	ent firms, su	ubsidiaries	s, branci		
	 Revenue from services performed by domestic locations of foreign pare Revenues from electronic sources. 	ent firms, sı	ubsidiaries	s, branci		
	 Revenue from services performed by domestic locations of foreign pare Revenues from electronic sources. Exclude: 	ent firms, su	ubsidiaries	s, branci		
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Form SA-48500E (DRAFT) Page 4

										_
8	REVEN	UES	FROM ELECTRONIC SOURCES							
	A. Did mo	this	firm have any revenues from customers er applications in 2018?	ntering	orders d	lirectly on	the firm	s website:	s or	
	0040		Yes							
			No							
	B. Did	this	firm have any revenues from customers er applications in 2018?	ntering	orders d	lirectly on	third-par	ty website	es or	
	0041		Yes							
			No							
	C. Did (suc	this ch as	firm have any revenues from customers er private networks, dedicated lines, etc.) in	tering 2018?	orders v	ia any otl	ner electro	onic syste	ms	
	0042		Yes							
			No							
	D. Of	he t	otal 2018 revenues reported in 6 ,			2018			2018	
	tha	t wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	
			ve? Please provide an estimate if gures are not available				' '	OR ₂₅₀₁		%
_										

9-13 Not Ap	pplicable.
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued						
		Mark '				2018	
_	Parameter Control	if Nor	ne \$	Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1	1821					
	• •	1822					
		1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c	1860			1 1		1 1
3.	Expensed Purchased Services						
	·	5097			1 1		
	b. Expensed purchases of software - 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	1826			1 1		1 1
	c. Purchased repairs and maintenance to transportation equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees	1847					
	d. Purchased fuels for transportation equipment - Gasoline and other fuels purchased for trucks, truck-tractors, and other motor vehicles	5008					
4.	Other Operating Expenses						
	a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b	5099					
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					1 1
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below						
		1879					
	CONTINUE WITH 14 ON PAGE (6					

Form	SA-48500E	(DRAFT)
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Page 6

14	OPERATING EXPENSES - Continued					
		Mark "X"				
		if None	\$ Bil.	Mil.	Thou.	Dol.
5.	TOTAL OPERATING EXPENSES		l l			
	Sum of lines 1a through 4c					

15	and	16	Not Applicable.
w		•	1 tot / tppnoabion

1	REMARKS - Pleas	se use this space to	explain any	significant y	ear-to-year	changes, 1	to clarify	responses,	or indicate	where

Form SA-48500E (DRAFT) Page 7

Name of persor			this repo	ort (<i>Please</i> i	print)	Title						
,				,	,	-						
	Area code		Number		Extension		Area code Nui			umber		
Telephone			-			Fax			-			
E-mail address					Website address							

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE

Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-48610A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

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- Any significant change in this firm's operations should be noted in ①.
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- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.			Mil.		T	hοι	ı.		Dol.	
•		1	0	3	0	2	8	0	4	5	6

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

6	Α

. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



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Page 2

0	. SURVEY COVERAGE				2
	Did this firm provide the business activities described below?				
	Yes				
	No - Specify this firm's business activity 7				
	and the opening time immediately p				
	0002				
2	ot Applicable.				
3	RGANIZATIONAL CHANGE				
	. Did this firm experience any acquisitions, sales, mergers, and/or divestiture	s in 20)18?		
	Yes				
	0016 No - <i>Go to</i> 4				
	. Which of the following organizational changes occurred in 2018?				
	Check all that apply. If more than one organizational change occurred during the re	porting	period,	explaii	n in 🛈.
	Acquisition		Month	Day	Year
	Date of organizational change	. 0018			
	O091 Sale AND				
	☐ Merger Enter detailed information below				
	Divestiture				
	0017 Name of company	0019 F	IN (9 dig	its)	
			_		
	Address (Number and street, P.O. Box, etc.)				
	City, town, village, etc.	ZIP Co	de		
				_	

4				
	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	r that ir	icludes a	t least si
	What time period is covered by the data provided in this report?		2018	<u> </u>
		В	eginning	Date
	Calendar year	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		'	
	- Hoods of partial your Propose Sognising and onlining dates 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		Ending C	Date
		Month	Day	Year
			'	1 1 1
	0008			
	Not Applicable.			
)	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 			
	• For locations that were sold or acquired during a year, only report for the periods that this fir	m oper	ated the	
	locations.			
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. 	, brancr	es, etc.	
	Exclude:			
	• Transfers made within the company.			
	• Taxes collected directly from customers or clients and paid directly to a local, state, or federa			
	• Rents from and revenue of separately operated departments, concessions, etc., which are lea	sed to d	others.	
	• Commissions from vending machine operators.		C = l	- 110
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis Commonwealth Territories, or U.S. possessions). 	STRICT OT	Columbi	a, U.S.
	Mark "X"	2	018	
		Mil.	Thou.	Dol.
	Pipeline Transportation Revenue			
	a. Transportation of bulk natural gas and liquefied natural gas by pipeline		1 1	' '
	by pipeline			
	b. Transportation of bulk crude oil by pipeline 5651		1 1	
	c. Transportation of refined petroleum products (including			
	ethylene and other petrochemicals) by pipeline 5652			
	d. Transportation of other bulk liquids and gases by pipeline . 5653			
	All other operating revenue - Revenue not reported in lines			
	All other operating revenue - nevenue not reported in lines			
	1a through 1d. If this item is greater than 20% of the total			
	1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue			
•	1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7		1 1	
	1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue			
	1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7			
	1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1a through 2			1 1
	1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE		+ +	
	1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1a through 2			
	1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1a through 2			
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	1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1a through 2			

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8	RE	VENUES	FROM ELECTRONIC SOURCES							
	A.		firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	the firm	's website	s or	
		0040	Yes							
			No							
	В.		firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	third-pa	rty websit	es or	
		0041	Yes							
			No							
	C.		firm have any revenues from customers en s private networks, dedicated lines, etc.) in			ia any otl	ner electr	onic syste	ms	
		0042	Yes							
			No							
	D.	Of the t	otal 2018 revenues reported in ⑤ ,		2	2018]	2018	
		what was the dollar amount (or percentage)		\$ Bil.	Mil.	Thou.	Dol.		Percent	t
			s from the revenues identified in ve? Please provide an estimate if	7			20			0/
			gures are not available					OR ₂₅₀₁	1 1	%

9-13	Not Applicable.
------	-----------------

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued				
		Mark "X	 	2018	
		if None	Mil.	Thou.	Dol.
1.	Personnel Costs				
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 18	821			
		822			
		823			1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c 18	860	1 1		1 1
3.	Expensed Purchased Services				
	a. Purchased freight transportation - Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without operators in line. Report travel expenses in line 4c 50	097			1 1
	b. Expensed purchases of software - 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 18	826			1 1
	c. Purchased repairs and maintenance to transportation equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees	847		1 1	
	d. Purchased fuels for transportation equipment - Gasoline and other fuels purchased for trucks, truck-tractors, and other motor vehicles				
4.	Other Operating Expenses				
	a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b	099			
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	831			
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below				
	CONTINUE WITH 1 ON PAGE 6	879			
	CONTINUE WITH WE ON PAGE 6	,			

14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
	TOTAL OPERATING EXPENSES Sum of lines 1a through 4c					
3	and 16 Not Applicable.					
7	REMARKS - Please use this space to explain any significant year-to-year odata were estimated.	changes, to	clarify	response	es, or indica	ate whe

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Name of perso	n to contact reg	garding thi	s report (<i>Please</i>)	print)	Title			
	Area code	N	umber	Extension		Area code	Nun	nber
Telephone			-		Fax		_	
E-mail address					Website address			

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-48610E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above

071 100	IOL (BRAFI)						
B. SURV	YEY COVERAGE						
Did th	his firm provide	the business activities described below?					
	Yes						
0001	No Consider	his County business satisfy.					
_	No - Specity ti	his firm's business activity 7					
	0002						
	0002						
FEDERA	L EMPLOYER ID	ENTIFICATION NUMBER (EIN)					
Does this	s firm report pa	yroll under EIN					
	Yes						
0013			Е	IN (9	digits)	
		t 9-digit EIN AND date payroll was first					
	reported for	this EIN	0015				
					Month	Day	Year
				0088	'		' '
	ZATIONAL CHA						
A. Did th	his firm experier	nce any acquisitions, sales, mergers, and/or divesti	tures i	n 20	18?		
	Yes						
0016	No - Go to 4						
	110 - 00 10						
		g organizational changes occurred in 2018?					_
Check	all that apply. If i	more than one organizational change occurred during th	e repor	rting p	period	, explai	n in T D.
	Acquisition				Month	Day	Year
	Acquisition	Date of organizational change		0018		'	
	Sale			0010			
0091	Merger	≻ AND					
	Iviergei	Enter detailed information below					
	Divestiture						
	<i></i>			FIN	1. (0. 1)	•• \	
0017 IN	lame of company		00)19 EII	۷ (9 dig	JITS)	
					-		
Addre	ss (Number and stre	eet, P.O. Box, etc.)					
City, to	own, village, etc.	S	tate ZI	IP Cod	le		
3.2,7	.,						
						-	

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least smonths of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year Fiscal or partial year - Report beginning and ending dates	REPORTING PERIOD					
What time period is covered by the data provided in this report? Calendar year	NOTE: Calendar year data are preferred. If they are unavailable, please repo	ort for the	fiscal year	ar that ir	ncludes	at least si
Calendar year Fiscal or partial year - Report beginning and ending dates	·				201	18
Calendar year Fiscal or partial year - Report beginning and ending dates	, ,			В		
Fiscal or partial year - Report beginning and ending dates	☐ Calendar year			Month	Day	Year
Not Applicable. SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Rents from and revenue of separately operated departments, concessions, etc., which are leased to others. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).						
Not Applicable. SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: • Report gross billings, except where noted elsewhere on the form. • Dues and assessments from members and affiliates. • Amounts received for work subcontracted to others. • For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. • Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. • Revenues from electronic sources. Exclude: • Transfers made within the company. • Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. • Rents from and revenue of separately operated departments, concessions, etc., which are leased to others. • Commissions from vending machine operators. • Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).	Fiscal or partial year - Report beginning and ending dates		0007			
Not Applicable. SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Rents from and revenue of separately operated departments, concessions, etc., which are leased to others. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).					Ending	Date
Not Applicable. SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Rents from and revenue of separately operated departments, concessions, etc., which are leased to others. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Mark "X" 2018 \$ Bil. Mil. Thou. Dol.				Month	Day	Year
Not Applicable. SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Rents from and revenue of separately operated departments, concessions, etc., which are leased to others. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Mark "X" 2018 \$ Bil. Mil. Thou. Dol.					'	1 1 1
What were the revenues for this firm in 2018? Include: Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Rents from and revenue of separately operated departments, concessions, etc., which are leased to others. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Mark "X" if None Pipeline Transportation Revenue			8000			
What were the revenues for this firm in 2018? Include: Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Rents from and revenue of separately operated departments, concessions, etc., which are leased to others. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Mark "X" if None Pipeline Transportation Revenue	Not Applicable.					
 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Rents from and revenue of separately operated departments, concessions, etc., which are leased to others. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Mark "X" # Bil. Mil. Thou. Dol. Pipeline Transportation Revenue						
Pipeline Transportation Revenue \$ Bil. Mil. Thou. Dol.	 For locations that were sold or acquired during a year, only report for the locations. Revenue from services performed by domestic locations of foreign parent Revenues from electronic sources. 					
Pipeline Transportation Revenue	 For locations that were sold or acquired during a year, only report for the locations. Revenue from services performed by domestic locations of foreign parent Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a location of the service of separately operated departments, concessions Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside 	firms, su ocal, state, , etc., whi	bsidiaries , or feder ch are le	al tax agased to o	nes, etc. gency. others.	
	 For locations that were sold or acquired during a year, only report for the locations. Revenue from services performed by domestic locations of foreign parent Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a location of the service of separately operated departments, concessions Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside 	firms, su ecal, state, , etc., whi de the 50	bsidiaries , or feder ch are le	al tax agased to district of	nes, etc. gency. others. Columb	
a. Transportation of bulk natural gas and liquefied natural gas	 For locations that were sold or acquired during a year, only report for the locations. Revenue from services performed by domestic locations of foreign parent Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a location of the service of separately operated departments, concessions Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). 	firms, su ecal, state, , etc., whi de the 50	bsidiaries , or feder ch are lea states, Di	al tax agased to district of	gency. others. Columb	bia, U.S.
	 For locations that were sold or acquired during a year, only report for the locations. Revenue from services performed by domestic locations of foreign parent Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a lot Rents from and revenue of separately operated departments, concessions Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). 	firms, su ecal, state, , etc., whi de the 50	bsidiaries , or feder ch are lea states, Di	al tax agased to district of	gency. others. Columb	bia, U.S.
	 For locations that were sold or acquired during a year, only report for the locations. Revenue from services performed by domestic locations of foreign parent Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a lot Rents from and revenue of separately operated departments, concessions Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). 	firms, su ecal, state, , etc., whi de the 50	bsidiaries , or feder ch are lea states, Di	al tax agased to district of	gency. others. Columb	bia, U.S.

		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
	Pipeline Transportation Revenue					
	a. Transportation of bulk natural gas and liquefied natural gas by pipeline					
	b. Transportation of bulk crude oil by pipeline 5651					
	c. Transportation of refined petroleum products (including ethylene and other petrochemicals) by pipeline					
	d. Transportation of other bulk liquids and gases by pipeline . 5653					
!.	All other operating revenue - Revenue not reported in lines 1a through 1d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below					
	1799					
3-	TOTAL OPERATING REVENUE Sum of lines 1a through 2					
7	Not Applicable.					

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UIII	1 3A-40	0010	JE (DKAFI)						raye
8	REVEN	UES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	the firm	's website	s or
	0040		Yes						
			No						
			firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	third-pa	rty websit	es or
	0041		Yes						
			No						
			s firm have any revenues from customers en s private networks, dedicated lines, etc.) in			ia any otl	ner electr	onic syste	ms
	0042		Yes						
			No						
			otal 2018 revenues reported in 6,		-	2018]	2018
			as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent
	A-C	abo	ve? Please provide an estimate if			1 1	1 1		0/

9-13	Not Applicable.
------	-----------------

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued							
	OF ENAPHROLEN ENGLS COMMISSION	A.4	rk "X" 2018					
			Vone	\$ Bil.	Mil.	Thou.	Dol.	
1.	Personnel Costs							
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821			1 1	1 1	1 1	
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822						
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					1 1	
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3b, the cost of motor fuels in line 3d, and leased and rented equipment in line 4c	1860		1			1 1	
3.	Expensed Purchased Services							
	a. Purchased freight transportation - Contract payments to railroads, airlines, waterborne, and other motor carriers. Report the cost of leased and rented transportation equipment without operators in line. Report travel expenses in line 4c	5097			1 1		1 1	
	b. Expensed purchases of software - 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	1826					1 1	
	c. Purchased repairs and maintenance to transportation							
	 equipment - Expensed repair and maintenance services to motor vehicles, vessels, aircraft, and other transportation equipment. Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees d. Purchased fuels for transportation equipment - Gasoline and other fuels purchased for trucks, truck-tractors, and other motor 	1847					1 1	
	vehicles	5098			1 1		1 1	
4.	Other Operating Expenses							
	a. Cost of Insurance - Premiums for bonding and insurance not included in line 1b	5099						
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment							
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7			, 1				
					1			
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15 and 16 Not Applicable.

data were estimated.

14 OPERATING EXPENSES - Continued

TOTAL OPERATING EXPENSES

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2018

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17 REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where

Form SA-48610E (DRAFT) Page 7

18	CONTACT INFORMATION											
	Name of persor	to contact	regarding	this report (Please p	Title							
		Area code		Number	Extension		Area code		Number			
	Telephone			-	1 1 1	Fax			-			
	E-mail address				Website address							

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

U.S. C Econor U.S. C FORM

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-49000A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
	GENERAL INSTRUCTIONS
 Any significant change in 	n this firm's operations should be noted in 🕡.
this firm.	or acquired in 2018, report data only for the period the establishments were operated by
	if book figures are not available.
 Enter "0" where applicab Do not combine data for 	two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be rounded	ed to the pearest dollar
If a figure is \$1,030,280,4	1 0 3 0 2 8 0 4 5 6
Include:	
 Data for all Services esta Construction operations) 	blishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and as defined by the survey coverage in 1 B.
 Data for auxiliary facilitie 	es primarily engaged in supporting services to those establishment(s) such as warehouses, trative offices, and repair services.
1 A. MAILING ADDRESS	
	mailing address the same as shown in the mailing address above?
	maining address the sume as shown in the maining address above:
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_	rrections in the mailing address above

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			Yes																					
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			No -	Go to 4																				
	В.	Which	of the	followi	ing or	rganiz	zatio	ional	l ch	ang	es o	ccur	rred i	in 20	18?									
				apply. If												ng th	e rep	orting	g per	iod,	exp	olain	in ① .	
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		Addres	s (Num	ber and st	reet, P.	.O. Box	x, etc	tc.)																
		City, to	wn, villa	age, etc.												S	tate	ZIP C	ode					
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(DRAFT)	Page 3
	(DRAFT)

4	REP	ORT	ING PERIOD										
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least months of data for the 2018 calendar year.												
	Wha	ıt tir	2018										
			Beginning Date										
			Calendar year	Mon	th	Day	Year						
	0006												
			Fiscal or partial year - Report beginning and ending dates			1	1 1 1						
					Ending Date								
				Mon	th	Day	Year						
			0008										
	Nlat	A 12 12	iochlo										
5	IOVI	App	icable.										

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2018												
	\$ Bil.	Mil.	Thou.	Dol.										
1800														

4	TO:	T A I	ODED	A TINIC	REVENUE
1.			UPER		BEVENUE

TOTAL OPERATING REVENUE.	
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7	

Not Applicable.



Form SA-49000A (DRAFT) Page 4

8	REVEN	UES	FROM ELECTRONIC SOURCES						
	A. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n third-pai	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	ntering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	he t	otal 2018 revenues reported in © ,		2018			2018	
	tha	t wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	t
	A-C exa	abo ct fi	ve? Please provide an estimate if gures are not available				OR ₂₅₀₁	' '	%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



	,,						3.
14	OPERATING EXPENSES - Continued						
		/	Mark "X"			2018	
			if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs						
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages .	1821			1 1		
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	1860					
3.	Expensed purchases of software - 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	1860					
	maintenance fees related to software upgrades and alterations	1826					
4.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831			1 1		
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below						
		1879					
5.	TOTAL OPERATING EXPENSES	10/9					
J .	Constitute de de la late	1900					
		.000					
P	and 16 Not Applicable.						

) F	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate wl data were estimated.	ıe

Name of person to contact regarding this report (Please print) Title								
Area code		umber	Extension		Area code		Number	
				Fax				
		-					-	
				Website address				
	ontact rega	ontact regarding th	ontact regarding this report (Please p	code Number Extension	code Number Extension Fax	code Number Extension Fax	code Number Extension Fax	

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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-49000E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date
Duo Duto
Need help or have questions?
Call 1-877-787-9860, option "1"
(8:00 a.m 5:00 p.m. ET, M-F)
or Visit
https://www.census.gov/programs-
surveys/sas/information.html
YOUR RESPONSE IS REQUIRED
BY LAW. Title 13 United States
Code (U.S.C.), Sections 131 and
182 authorizes this collection.
Sections 224 and 225 require your
response. The U.S. Census Bureau
is required by Section 9 of the
same law to keep your information
CONFIDENTIAL and can use your
responses only to produce statistics. The Census Bureau is not permitted
to publicly release your responses
in a way that could identify your
business, organization, or institution.
Per the Federal Cybersecurity
Enhancement Act of 2015, your data
are protected from cybersecurity
risks through screening of the
systems that transmit your data.
This collection has been approved
by the Office of Management and
Budget (OMB). The eight-digit OMB
approval number is 0607-0422 and
appears at the upper right of this page. Without this approval, we
could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in 0.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ Bil.		Mil.			Thou.			Dol.		
*		1	0	3	0	2	8	0	4	5	6

nclude:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes		
0035			
	No	Enter corrections	in

No - Enter corrections in the mailing address above

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B. SURVEY COVERAGE Did this firm provide the business activities described below? Ves		Y COVERAGE					
Yes No - Specify this firm's business activity 7	Did this	· OOTLINGE					
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN		firm provide	the business activities described below?				
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN							
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No - Specify this firm's business activity							
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Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN		0002					
Does this firm report payroll under EIN Yes	EDERAL F	EMPLOYER ID	ENTIFICATION NUMBER (EIN)				
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Ore one of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Company Month Day Year Divestiture Date of organizational change AND Enter detailed information below 7 Divestiture Month Day Year Address (Number and street, P.O. Box, etc.)	oes this f	firm report pa	yroll under EIN				
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ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale AND Enter detailed information below Divestiture Output Divestiture Out					Month	Day	Year
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Merger Divestiture Divestiture Output Divestiture AND Enter detailed information below Output Output Divestiture Output Address (Number and street, P.O. Box, etc.)	0016	Yes No - Go to 4 of the following that apply. If	nce any acquisitions, sales, mergers, and/or divestituing organizational changes occurred in 2018? The more than one organizational change occurred during the least occurred	eporting	period	-	
Divestiture Divestiture D	0016	Yes No - Go to 4 of the following that apply. If Acquisition	nce any acquisitions, sales, mergers, and/or divestituing organizational changes occurred in 2018? The more than one organizational change occurred during the least occurred	eporting	period	-	
Divestiture Output Output Divestiture Output Output Divestiture Output Output Divestiture Output Divest	3. Which c	Yes No - Go to 4 of the following that apply. If Acquisition Sale	nce any acquisitions, sales, mergers, and/or divestitute of organizational changes occurred in 2018? The more than one organizational change occurred during the second control of organizational change occurred.	eporting	period	-	
0017 Name of company 0019 EIN (9 digits) Address (Number and street, P.O. Box, etc.)	3. Which c	Yes No - Go to 4 of the following that apply. If Acquisition Sale	ng organizational changes occurred in 2018? more than one organizational change occurred during the Date of organizational change	eporting	period	-	
Address (Number and street, P.O. Box, etc.)	3. Which c	Yes No - Go to 4 of the following that apply. If Acquisition Sale Merger	ng organizational changes occurred in 2018? more than one organizational change occurred during the Date of organizational change	eporting	period	-	
Address (Number and street, P.O. Box, etc.)	3. Which c	Yes No - Go to 4 of the following that apply. If Acquisition Sale Merger	ng organizational changes occurred in 2018? more than one organizational change occurred during the Date of organizational change	eporting	period	-	
	3. Which control of the control of t	Yes No - Go to 4 of the following that apply. If the Acquisition Sale Merger Divestiture	ng organizational changes occurred in 2018? more than one organizational change occurred during the Date of organizational change	eporting	period Month	Day	
	3. Which control of the control of t	Yes No - Go to 4 of the following that apply. If the Acquisition Sale Merger Divestiture	ng organizational changes occurred in 2018? more than one organizational change occurred during the Date of organizational change	eporting	period Month	Day	
City, town, village, etc. State ZIP Code	0016 3. Which c Check all 0091	Yes No - Go to 4 of the following that apply. If Acquisition Sale Merger Divestiture	ng organizational changes occurred in 2018? more than one organizational change occurred during the location of the description of the location of the locatio	eporting	period Month	Day	
City, town, village, etc. State ZIP Code	0016 3. Which c Check all 0091	Yes No - Go to 4 of the following that apply. If Acquisition Sale Merger Divestiture	ng organizational changes occurred in 2018? more than one organizational change occurred during the location of the description of the location of the locatio	eporting	period Month	Day	
	0016 3. Which c Check all 0091	Yes No - Go to 4 of the following that apply. If Acquisition Sale Merger Divestiture	ng organizational changes occurred in 2018? more than one organizational change occurred during the location of the description of the location of the locatio	eporting 0018	period Month	Day	
	0016 B. Which of Check all 0091 0017 Nan Address	Yes No - Go to 4 of the following that apply. If Acquisition Sale Merger Divestiture me of company (Number and str	ng organizational changes occurred in 2018? more than one organizational change occurred during the occurred of organizational change occurred during the occurred of organizational change occurred occu	eporting 0018	period Month	Day	n in ① .
	0016 B. Which of Check all 0091 0017 Nan Address	Yes No - Go to 4 of the following that apply. If Acquisition Sale Merger Divestiture me of company (Number and str	ng organizational changes occurred in 2018? more than one organizational change occurred during the occurred of organizational change occurred during the occurred of organizational change occurred occu	eporting 0018	period Month	Day	
	0016 B. Which of Check all 0091 0017 Nan Address	Yes No - Go to 4 of the following that apply. If Acquisition Sale Merger Divestiture me of company (Number and str	ng organizational changes occurred in 2018? more than one organizational change occurred during the set. Date of organizational change	eporting 0018	period Month	Day	

orm SA-49000E	(DRAFT)	Page 3
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4	REP	ORT	TING PERIOD			
	NOT mon		r that in	ncludes	s at least six	
	Wha	ıt tiı	me period is covered by the data provided in this report?		20	18
				Е	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		Ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year
			0008			

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

	2018							
	\$ Bil.	Mil.	Thou.	Dol.				
1800								

1.	TOTAL	OPERA	TING F	REVENUE	
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4000	

7	١.
<u>'</u>	,

Not Applicable.

orm SA-49000E	(DRAFT)						Page
8 REVENUES F	ROM ELECTRONIC SOURCES						
	rm have any revenues from customers er plications in 2018?	ntering	orders o	lirectly on	the firm	's websites	or
0040 Y	98						
□N	o						
	rm have any revenues from customers er olications in 2018?	ntering	orders d	lirectly on	third-pa	rty website	s or
0041 Y	es ·						
□ N	o						
C. Did this fi (such as p	rm have any revenues from customers er rivate networks, dedicated lines, etc.) in	ntering 2018?	orders v	ia any otl	ner electr	onic syster	ns
0042 Y	es						
□ N	0						
D. Of the tot	al 2018 revenues reported in ① ,			2018)	2018
what was	the dollar amount (or percentage)	\$ Bil.	Mil.	Thou.	Dol.		Percent
	rom the revenues identified in	Ф DII.	IVIII.	Hiou.	DOI.		reicent

9-13	Not Applicable.
------	-----------------

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Transfers made within the company.

exact figures are not available.

- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



OPERATING EXPENSES - Continued

Dol.

2018

Thou.

Mil.

Mark "X" if None

\$ Bil.

R	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicat data were estimated.	e whe
d	data were estimated.	

Area code

Telephone

E-mail address

Number

Extension

Area code

Fax

Website address

Number



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51000A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** Any significant change in this firm's operations should be noted in ①. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in ①B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A. MA	ILIN	G ADDRESS
	ls th	is fii	rm's name and mailing address the same as shown in the mailing address above?
	0035		Yes
	0000		No - Enter corrections in the mailing address above

Form SA-51000A (DRAFT) Page 2

B. SURVEY COVERAGE Did this firm provide the business activities described below? Yes	Orm	JA.	-51000	DRAFI)					raye 2
Ves	1	B. S	SURVEY	COVERAGE					
No - Specify this firm's business activity 7 Not Applicable. ORGANIZATIONAL CHANGE		0	Did this	firm provide	the business activities described below?				
No - Specify this firm's business activity Not Applicable. ORGANIZATIONAL CHANGE									
No - Specify this firm's business activity 7 Not Applicable. ORGANIZATIONAL CHANGE									
No - Specify this firm's business activity 7 Not Applicable. ORGANIZATIONAL CHANGE									
No - Specify this firm's business activity 7 Not Applicable. ORGANIZATIONAL CHANGE									
No - Specify this firm's business activity 7 Not Applicable. ORGANIZATIONAL CHANGE									
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No - Specify this firm's business activity 7 Not Applicable. ORGANIZATIONAL CHANGE									
No - Specify this firm's business activity 7 Not Applicable. ORGANIZATIONAL CHANGE									
No - Specify this firm's business activity 7 Not Applicable. ORGANIZATIONAL CHANGE									
No - Specify this firm's business activity 7 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition				Yes					
2 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes		00	001	No - Specify t	nis firm's business activity 7				
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions of the control of t				,	······································				
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change				0002					
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale Norger Divestiture Divestiture Divestiture Month Day Year AND Enter detailed information below Enter detailed information below Address (Number and street, P.O. Box, etc.) City, town, village, etc.	2	Not .	Applical	ble.					
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale Norger Divestiture Divestiture Divestiture Month Day Year AND Enter detailed information below Enter detailed information below Address (Number and street, P.O. Box, etc.) City, town, village, etc.	3	ORG	SANIZA	TIONAL CHA	NGE				
Yes						n 2018	?		
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale AND Interdetailed information below Divestiture Divestiture Output Divestiture				Yes					
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale O091 Merger Divestiture Date of organizational change AND Enter detailed information below Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code		00	016						
Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale OBMAND Inter detailed information below Divestiture Divestiture Divestiture City, town, village, etc. Date of organizational change				No - <i>Go to</i> 4					
Acquisition Sale AND Interpretation Date of organizational change									
Acquisition Sale		C	Check al	I that apply. If I	nore than one organizational change occurred during the repor				D .
Date of organizational change				Acquisition		Mo	nth Day	/	Year
Merger Divestiture Divestiture Divestiture Merger Enter detailed information below Outs Name of company Outs Plin (9 digits) Address (Number and street, P.O. Box, etc.) City, town, village, etc.					Date of organizational change	0018			1 1
Divestiture Divestiture D		00	091	Sale	- AND				
Divestiture Out Name of company Out State ZIP Code				Merger	Enter detailed information below 7				
O017 Name of company O019 EIN (9 digits) Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code				Divestiture	,				
Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code				,					
City, town, village, etc. State ZIP Code		C	0017 Nam	ne of company	00	19 EIN (9	digits)		1 1
City, town, village, etc. State ZIP Code						-			
		A	Address	(Number and str	et, P.O. Box, etc.)				
		(City, tow	n, village, etc.	State ZI				
								-	1 1
		_							

(DRAFT)	Page 3
	(DRAFT)

	NOT mon	E: C	FING PERIOD alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year. me period is covered by the data provided in this report?	r th	at ir	ncludes	
					В	eginni	ng Date
			Calendar year	Мо	nth	Day	Year
	0006						
		Ш	Fiscal or partial year - Report beginning and ending dates				
						Ending	g Date
				Mo	nth	Day	Year
			8000				
6	Not	Ann	licable				

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
1800				

1.	TOTAL	OPERAT	ING REVENUE
١.	IUIAL	OPERAI	ING REVENUE

7	
4	

Not Applicable.

orm	S	A-51000A	(DRAFT)									Page 4
8	RE	VENUES FR	OM ELECTRO	NIC SOURCE	S							
	A.		m have any re lications in 2	evenues from 018?	customers er	ntering	orders o	directly	on the	firm's w	ebsites o	or
		0040 Yes	;									
		☐ No										
	В.		m have any re lications in 2	evenues from 018?	customers er	ntering	orders o	directly	on thir	d-party v	websites	or
		0041 Yes	;									
		☐ No										
	C.	Did this firm (such as pri	n have any re vate networl	evenues from ks, dedicated	customers er lines, etc.) in	ntering 2018?	orders v	ia any o	ther e	lectronic	c systems	5
		☐ Yes	;									
		□ No										
	D.	Of the total	2018 revenu	ies reported in ount (or perce	n 6 ,			2018				2018
		that was from	ne dollar amo om the reven	ues identified	ntage <i>)</i> in	\$ Bil.	Mil.	Thou.	D	ol.		Percent
		A-C above?	Please provi	de an estimat	e if						D	%
		exact figure	es are not ava	ailable	2500					0	2501	/0
9-	Œ	Not Applica	able.									
12	IN	VENTORIES	AT END OF Y	/EAR								
		port inventori clude:	es at end of y	ear at cost or m	narket value us	ing gen	erally acc	cepted ac	countir	ng princip	oles.	
			in Foreign Tra	ade Zones or in	bond wareho	uses in	the Unite	d States.				
	A. Did this firm own inventories, regardless of where held, at the end of 2018 (or the period for which you are reporting)?											
		6043 Yes	;									
		No	- Go to 🔼									
	В.	What was t	he value of t	he inventories	owned by th	nis firm	on				2018	
		December 3							\$ Bil.	Mil.	Thou.	Dol.
		1. Finished	goods					. 1751		· ·		
		2. Work-in-	nrocass					1750	'	1 1		
			p. 00000					1/02				

13	Not	Applicable.

4. TOTAL BOOK VALUE

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported eisewhere.					
	Mark "X"	2018			
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	2 🗆				
c. Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	s 🗆				1 1
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and					
leased and rented equipment in line 4b)				
Expensed purchases of software - 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 1826	s 🔲				
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents, copyrights) Fxclude impairment		1	1 1		

CONTINUE WITH 14 ON PAGE 6

Form SA-51000A (DRAFT) Page 6

14	OPERATING EXPENSES - Continued						
		Mark "X"	2018				
		if None	\$ Bil.	Mil.	Thou.	Dol.	
4.	Other Operating Expenses - Continued						
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?						
		1879					
5.	TOTAL OPERATING EXPENSES		I				
	Sum of lines 1a through 4b	. 1900					
15	and 16 Not Applicable.						

Form	m SA-51000A (DRAFT)	Page 7
	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate data were estimated.	e where

											_
18	CONTACT IN	FORMATI	ON								
	Name of person to contact regarding this report (Please print)					Title					
				N							
	Telephone	Area code		Number -		Extension		Fax	Area code	Number _	
	E-mail address						Website add	Iress			
		THAT	NIK VOLL	£0., 00		2010 4	NINILIAL CE	DV//CE	C DEDORT		

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.
We suggest you keep a copy for your records.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-51000E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.			hοι	ı.	Dol.		
>		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

- 4		
-	и	-
	- 11	
	_	

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

0035	Yes
	No - Enter corrections in the mailing address above



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. SURVEY CO													
. COMPLI CO	OVERAGE												
Did this firm	n provide	the bu	usiness	activit	ties des	cribed b	elow?						
O001 Yes	3												
	- Specify th	this firm	n's busii	ness act	tivity 7								
0002													
EDERAL EMP	I OYFR IDE	FNTIFI	ICATIO	N NUM	IRFR (F	IN)							
oes this firm					.DE.II (E	,							
	Topolo par,	.,											
Yes										EINI (O	digits)	١	
	nter current	nt 9-digi	it EIN A	ND date	e payro	ll was firs	st			EIIV (S	aigits)	1 1
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										0088	Month	Day	Ye
RGANIZATIO	NAL CHAI	NGE								0088	Month	Day	Ye
RGANIZATIO			y acqui	isitions	s, sales,	, merger	s, and/o	or dives	titures			Day	Ye
	n experien		y acqui	isitions	s, sales,	, merger	s, and/o	or dives	titures			Day	Ye
Did this firm	n experien	nce an	y acqui	isitions	s, sales,	, merger	s, and/o	or dives	titures			Day	Ye
Did this firm	n experien	nce an	y acqui	isitions	s, sales,	, merger	s, and/o	or dives	titures			Day	Ye
Did this firm Yes No Which of th	m experien Go to 4 e followin	nce an	anizatio	onal ch	nanges (occurrec	d in 201	8?		s in 20	18?		
Did this firm Ves No	m experien Go to 4 e followin	nce an	anizatio	onal ch	nanges (occurrec	d in 201	8?		s in 20	18?		
Did this firm Yes No No Which of th Check all tha	e followin	nce an	anizatio	onal ch	nanges (occurrec	d in 201	8?		s in 20	18?	, explai	
Did this firm Yes On16 No Which of th Check all tha	e following tapply. If n	nce an	anizatio han one	onal ch	n anges (zational	occurrec change o	l in 201 occurred	8? during t	the rep	s in 20	18?	, explai	in in ①
Did this firm Yes On16 No Which of th Check all tha Sale	e following tapply. If n	ng orga more th	anizatio han one te of org	onal ch	n anges (zational	occurrec	l in 201 occurred	8? during t	the rep	s in 20	18?	, explai	in in ①
Did this firm Out of the Check all that Out of the Check all that Sale	e following tapply. If no quisition	ng orga more the	anizatio han one te of org D	onal ch organiz ganizatio	n anges (zational onal cha	occurred change d nge	d in 201 occurred	8? during t	the rep	s in 20	18?	, explai	in in ①
No Which of th Check all tha Sale	e following a pulsition e	ng orga more the	anizatio han one te of org D	onal ch organiz ganizatio	n anges (zational onal cha	occurrec change o	d in 201 occurred	8? during t	the rep	s in 20	18?	, explai	in in ①
No Which of th Check all tha Sale	e following tapply. If no quisition	ng orga more the	anizatio han one te of org D	onal ch organiz ganizatio	n anges (zational onal cha	occurred change d nge	d in 201 occurred	8? during t	the rep	s in 20	18?	, explai	in in ①
No Which of th Check all tha Sale	e following a graph of the following the following apply. If notes a graph of the following a graph of the graph of the following a graph of the graph of the graph of the	ng orga more the	anizatio han one te of org D	onal ch organiz ganizatio	n anges (zational onal cha	occurred change d nge	d in 201 occurred	8? during t	the rep	oorting	18?	, explai	in in ①
Did this firm Yes Onle No Which of th Check all that Sale One Dive	e following a graph of the following the following apply. If notes a graph of the following a graph of the graph of the following a graph of the graph of the graph of the	ng orga more the	anizatio han one te of org D	onal ch organiz ganizatio	n anges (zational onal cha	occurred change d nge	d in 201 occurred	8? during t	the rep	oorting	period, Month	, explai	in in ①
Did this firm Yes On16 No Which of th Check all tha Sale On17 Name of	e following a company	ng orga more the Date ANA	anization de of org Der detail	onal ch organiz ganizatio	n anges (zational onal cha	occurred change d nge	d in 201 occurred	8? during t	the rep	oorting	period,	, explai	in in ①
Did this firm Yes Onle No Which of th Check all that Sale One Dive	e following a company	ng orga more the Date ANA	anization de of org Der detail	onal ch organiz ganizatio	n anges (zational onal cha	occurred change d nge	d in 201 occurred	8? during t	the rep	oorting	period, Month	, explai	in in ①
Did this firm Yes Onle No Which of th Check all tha Accompanies Onle Dive Address (Num	e following tapply. If no experience of the following tapply and t	ng orga more the Date ANA	anization de of org Der detail	onal ch organiz ganizatio	n anges (zational onal cha	occurred change d nge	d in 201 occurred	8? during t	the rep	oorting . 0018	period, Month	, explai	in in ①
Did this firm Yes On16 No Which of th Check all tha Sale On17 Name of	e following tapply. If no experience of the following tapply and t	ng orga more the Date ANA	anization de of org Der detail	onal ch organiz ganizatio	n anges (zational onal cha	occurred change d nge	d in 201 occurred	8? during t	the rep	oorting	period, Month	, explai	in in ①
Did this firm Yes Onle No Which of th Check all tha Accompanies Onle Dive Address (Num	e following tapply. If no experience of the following tapply and t	ng orga more the Date ANA	anization de of org Der detail	onal ch organiz ganizatio	n anges (zational onal cha	occurred change d nge	d in 201 occurred	8? during t	the rep	oorting . 0018	period, Month	, explai	in in ①
Did this firm Yes Onle No Which of th Check all tha Accompanies Onle Dive Address (Num	e following tapply. If no experience of the following tapply and t	ng orga more the Date ANA	anization de of org Der detail	onal ch organiz ganizatio	n anges (zational onal cha	occurred change d nge	d in 201 occurred	8? during t	the rep	oorting . 0018	period, Month	, explaid Day	in in ①

orm SA-51000E	(DRAFT)	Page 3
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4	NOT	E: C	FING PERIOD alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that i	ncludes	s at least six	
	Wha	ıt tir	me period is covered by the data provided in this report?	2018			
				- 1	Beginni	ng Date	
			Calendar year	Month	Day	Year	
	0006						
		Ш	Fiscal or partial year - Report beginning and ending dates				
					Ending	g Date	
				Month	Day	Year	
			0008			1 1 1	

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2	2018			
	\$ Bil.	Mil.	Thou.	Dol.		
. 1800		1 1	1 1	1 1		

1. TOTAL OPERATING REVENUE	. 1800	1 1	1 1	1 1

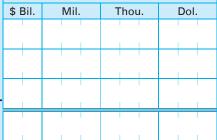
7	
4	

Not Applicable.

orm	S	A-51000E (DRAFT)					Page 4
8	RE	EVENUES FROM ELECTRONIC SOURCES					
	A.	Did this firm have any revenues from customers emobile applications in 2018?	ntering orders dir	ectly o	n the firm	's website	s or
		☐ Yes					
		□ No					
	В.	Did this firm have any revenues from customers emobile applications in 2018?	ntering orders dir	ectly o	n third-pa	rty websit	es or
		☐ Yes					
		□ No					
	C.	Did this firm have any revenues from customers e (such as private networks, dedicated lines, etc.) in	ntering orders via n 2018?	any of	her electr	onic syste	ms
		☐ Yes					
		□ No					
	D.	Of the total 2018 revenues reported in ①,	20	18]	2018
		what was the dollar amount (or percentage) that was from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent
		A-C above? Please provide an estimate if exact figures are not available				OR ₂₅₀₁	%
9-	Œ	Not Applicable.					
12	IN	VENTORIES AT END OF YEAR					
		port inventories at end of year at cost or market value u	sing generally accep	oted acc	ounting pri	nciples.	
		clude: nventory held in Foreign Trade Zones or in bond wareho	ouses in the United	States			
		Did this firm own inventories, regardless of wher			8 (or the p	eriod for	
		which you are reporting)?	,		, (52 535)		
		☐ Yes					
		□ No - Go to 12					
	В.	What was the value of the inventories owned by t	his firm on			2018	
		December 31 in 2018?			\$ Bil. M	il. Thou	ı. Dol.

2. Work-in-process

4. TOTAL BOOK VALUE Sum of lines 1 through 3



13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewhere.					
	Mark "X"				
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182	1 🔲		1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	2				
c. Temporary staff and leased employee expense - Total costs	_				
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3				1 1
Expensed equipment, materials, parts, and supplies (not for					
resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	0				
Expensed purchases of software - 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		1			
maintenance fees related to software upgrades and alterations 182	6		1 1		
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents copyrights) Fxclude impairment	, N				

CONTINUE WITH 14 ON PAGE 6

orm SA-51000E	(DRAFT)	Page	∍ 6

14	OPERATING EXPENSES - Continued					
		Mark "X"				
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		1879	_			
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	. 1900				
15	and 16 Not Applicable.					

ו	REMARKS - Please use this spa	ice to explain any significant	year-to-year changes, to clarify respon	ses, or indicate whe
(data were estimated.			

Telephone

E-mail address

																Ε
Area code		Numl	ber		Ex	tension			Area o	code	de Number					
								Fax								Ē
		_											_			=
							١	Website address								
ΤΗΔΙ	THANK YOU for completing your 2018 ANNUAL SERVICES REPORT															

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration

SERVICES REPORT

U.S. CENSUS BUREAU	2016 ANNOAL SERVICES REPORT
SA-51111A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	
·	s survey should be completed online at:
Authentication Code:	To view Survey Results:
	https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
 Any significant change i 	n this firm's operations should be noted in 🕡.
this firm.	or acquired in 2018, report data only for the period the establishments were operated by
• Estimates are acceptable • Enter "0" where applicate	e if book figures are not available. ble.
	r two or more detailed lines.
·	al basis, except for payroll. \$Bil. Mil. Thou. Dol.
 Figures should be round If a figure is \$1.030.280.4 	1 0 3 0 2 8 0 4 5 6

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in ①B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A. MAI	LIN	G ADDRESS
	m's name and mailing address the same as shown in the mailing address above?		
	0035		Yes
	0000		No - Enter corrections in the mailing address above

• If a figure is \$1,030,280,456 it should be reported as -

B. SURVEY COVERAGE

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Form	SA-51111A (DRAFT)						Page 3
4	REPORTING PERIOD						
	NOTE: Calendar year data are preferred. If they are unavailable, please months of data for the 2018 calendar year.	e report	t for the	fiscal year	r that in	cludes	at least six
	What time period is covered by the data provided in this report		201	8			
					В	eginnin	g Date
	Calendar year				Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates .			0007			
	Thousand partial year mapping and analyguated in					Ending	Date
					Month	Day	Year
				0000			
				8000			
5	Not Applicable.						
6	SALES, RECEIPTS, OR REVENUE						
	What were the revenues for this firm in 2018?						
	Include:						
	• Report gross billings, except where noted elsewhere on the form.						
	 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 						
	• For locations that were sold or acquired during a year, only report for	or the p	eriods t	hat this fi	rm oper	ated the	e
	locations.	annant f		م مناه ما ا	الم سمسما	oo oto	
	 Revenue from services performed by domestic locations of foreign p Revenues from electronic sources. 	Jaient ii	iiiis, su	ibsidiaries	, branci	ies, etc.	
	Exclude:						
	• Transfers made within the company.						
	Taxes collected directly from customers or clients and paid directly t				_		
	 Rents from and revenue of separately operated departments, conces Commissions from vending machine operators. 	ssions, e	etc., wh	ich are lea	ised to d	others.	
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e.,	outside	the 50	states, Di	strict of	Columb	oia, U.S.
	Commonwealth Territories, or U.S. possessions).						
			Mark "X"			018	
1	November (Constal and Specialized)	•	if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Newspapers (General and Specialized) a. Subscriptions and sales - Subscriptions and sales of						
	newspapers consisting of multiple topics with the intent of						
	appealing to a broad audience. Include community newspapers and subscriptions and sales of newspapers focusing on a single						
	topic or theme that is of special interest to a select audience	. 6070					
	b. Advertising space - Advertising from newspapers consisting of multiple topics with the intent of appealing to a broad						
	audience. Include community newspapers and advertising from						
	newspapers focusing on a single topic or theme that is of special interest to a select audience	. 6071					
2.	Other Operating Revenue	. 0071					
	a. Printing services for others - Printing publications of any						
	type for others (e.g., books, magazines, newspapers, journals, brochures, pamphlets, posters, calendars)	. 6001		'			
	b. Distribution services - The distribution of materials owned by						
	others (e.g., flyers, inserts, samples) on a contractual basis	. 6002					
	c. All other operating revenue - Revenue not reported in lines 1a through 2b. If this item is greater than 20% of the						
	total operating revenue, specify the primary source of the						
	revenue below 7						
		1799	Ш				
3.	TOTAL OPERATING REVENUE	4000				1 1	
		. 1800					
V	Not Applicable.						

Forn	ı SA	-5111	1A (DRAFT)			Page 4							
8	REV	/ENUE	S FROM ELECTRONIC SOURCES										
Ū			s firm have any revenues from customers entering orders directly on the firm applications in 2018?	's website	s or								
	O	0040	Yes										
	□ No												
	B. I	Did thi mobile	s firm have any revenues from customers entering orders directly on third-par applications in 2018?	ty website	es or								
	0	0041	Yes										
			No										
	C. I	Did thi such a	s firm have any revenues from customers entering orders via any other electrons private networks, dedicated lines, etc.) in 2018?	onic syste	ms								
	0	0042	Yes										
	·	0042	No										
	_												
			total 2018 revenues reported in ① , /as the dollar amount (or percentage)		20								
	1	that wa	as from the revenues identified in		Perd	cent							
	6	exact f	ove? Please provide an estimate if igures are not available	OR ₂₅₀₁		%							
9	Тур	e of M		į	20	10							
	A. I	How m followi	uch of the newspaper revenue reported in 6, lines 1a and 1b, is received fron ng categories?	1 the		cent							
	1	1. Prin	t newspapers - Newspapers published on paper	6065		%							
	2	2. Onli	ne newspapers - Newspapers published online	6066		%							
	3	3. Oth pape	er media newspapers - Newspapers published on any physical medium other than er or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette)	6067 +		%							
					10	0 %							
	Тур	e of A	dvertising										
			uch of the newspaper revenue reported in 6 , line 1b, is received from the ng categories?		20 Pero	cent							
	1	1. Clas	ssified advertising	6068		%							
	2	2. All	other advertising	6069 +		%							
					10	0 %							
10	and	1 N	ot Applicable.										

orm	SA-51111A (DRAFT)				Page 5						
12	INVENTORIES AT END OF YEAR Report inventories at end of year at cost or market value using generally accepted accounting principles. Include: Inventory held in Foreign Trade Zones or in bond warehouses in the United States.										
	A. Did this firm own inventories, regardless of where held, at the end of 20 which you are reporting)? Yes No - Go to 13	18 (or	the perio	d for							
	D. Miller Consider all and discharge to the considerable distriction of		-	2018							
	B. What was the value of the inventories owned by this firm on December 31 in 2018?	\$ Bil.	Mil.	Thou.	Dol.						
	1. Finished goods	-		11000							
	2. Work-in-process										
	3. Materials, supplies, fuel, etc										
13	EXPORT REVENUE										
	An exported service is a service performed for a customer or client (individual, gove establishment, etc.) located outside the United States (i.e., outside the 50 States, Dis Commonwealth Territories, or U.S. possessions).										
	Include:										
	• Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent f	irms, s	ubsidiarie	s, branches	s, etc.).						
	• Revenue from the sale of personal, business, or mainframe computer software to coutside the United States.	lients a	and custon	ners locate	ed						
	Exclude: • Services provided to domestic subsidiaries of foreign firms.										
	A. Did the revenue reported in 6 include any revenue from exports?										
	☐ Yes ☐ No - <i>Go to</i> 14										
				2018							
		\$ Bil.	Mil.	Thou.	Dol.						
		Ψ Βπ.	IVIII.	Tilou.	Doi.						
	B. What was this firm's revenue from exports in 2018?										

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salar wages for all employees as reported on this firm's IR Employer's Quarterly Federal Tax Return, line 5(c) for quarters that correspond to the survey period or IRS Employer's Annual Federal Tax Return, line 4(c). Incl spread on stock options that are taxable to employee	S Form 941, the four Form 944 ude the		1 1		1 1
Employer's cost for fringe benefits - Employer's legally required programs and programs not required Include insurance premiums for hospital plans, med and single service plans (e.g., dental, vision, prescrip premium equivalents for self-insured plans and fees third-party administrators (TPAs); defined benefit per defined contribution plans (e.g., profit sharing, 401K, plans); and other fringe benefits (e.g., Social Security compensation insurance, unemployment tax, state di insurance programs, life insurance benefits, Medicare employee contributions.	by law. cal plans, ion drugs); baid to sion plans; stock option workers' sability). Exclude				
Temporary staff and leased employee expense - paid to Professional Employer Organizations (PEOs) a agencies for personnel. Include all charges for payro and services	nd staffing				
expensed equipment, materials, parts, and supplier esale) - Include expensed computer hardware and oth e.g., copiers, fax machines, telephones, shop and lab ect. PUs, monitors). Include materials and supplies used in ervices to others; materials and parts used in repairs; of anitorial supplies; small tools; containers and other pack naterials; and motor fuels. Report packaged software in eased and rented equipment in line 4b.	er equipment uipment, providing fice and aging line 3a and				
xpensed Purchased Services					
Expensed purchases of software - Purchases of p custom coded, or vendor customized software. Inclu developed or customized by others, web-design serv purchases, licensing agreements, upgrades of software maintenance fees related to software upgrades and a	de software ces and re, and terations 1826				
 Purchased printing services - Purchased or contra services 	cted printing		1 1		

							Page 7
Mar	k "X"			20	18		
		\$ Bil.	Mil.		Thou.	I	Dol.
Г			1 1			1	
1831							
1879							
1900		'	ı l		1 1		ı
1900							
	if A	1879	if None \$ Bil.	if None \$ Bil. Mil.	if None \$ Bil. Mil.	if None \$ Bil. Mil. Thou.	if None \$ Bil. Mil. Thou.

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D	REMARKS - F data were esti	lease use t mated.	his space	to exp	lain any	significant yea	r-to-year changes	s, to clarify re	sponses, o	r indicat	e where
3	CONTACT IN	FORMATION	ON								
	Name of persor	to contact	regarding	this repo	ort <i>(Please</i>	print)	Title				
		Area code		Number	r	Extension		Area code	ı	Number	
	Telephone			-	1 1 1		Fax			_	
	E-mail address						Website address				
	E-mail address										
	E-mail address						Tropono dadroso				



2018 ANNUAL SERVICES REPORT

SA-51111E	(DRAFT)
Due Date	
Need help or hour wasting?	
Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ I	Bil.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude:

0035

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

A. MAILING ADDRESS
Is this firm's name and mailing address the same as shown in the mailing address above?
Ves

No - Enter corrections in the mailing address above

CLIDVEV										
. SURVEY C		4ha basa's		alaa a silba salala	-la2					
Did this fir	m provide	tne busines	s activities	aescribed b	elow?					
Ye										
0001										
□ No	o - Specify th	his firm's bus	siness activity	' ₹						
000	2									
EDERAL EM	PLOYER IDE	ENTIFICATION	ON NUMBER	R (EIN)						
oes this firm				•						
Yes										
13							EIN (9	digit	s)	
			AND date pa		t	0045		_		
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. Did this fir	rm experiences o - Go to 4 he followin at apply. If no equisition alle erger vestiture of company	ng organizat more than on Date of or AND Enter deta	tional chang ne organizatio rganizational ailed informa	g es occurred nal change d change	l in 2018? occurred du	ring the rep	orting	period	d, explai	in in (
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Did this fir Ye O016 No Which of the Check all the Accompanies of	the following at apply. If no equisition alle erger exestiture of company	ng organizat more than on Date of or AND Enter deta	tional chang ne organizatio rganizational ailed informa	g es occurred nal change d change	l in 2018? occurred du	ring the rep	orting . 0018	period Mont	d, explai	in in (
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Form	SA-51111E (DRAFT)						Page 3
4	REPORTING PERIOD						
	NOTE: Calendar year data are preferred. If they are unavailable, please months of data for the 2018 calendar year.	repor	t for the	fiscal yea	ar that ir	cludes	at least six
	What time period is covered by the data provided in this report?	?				201	8
	Calendar year					eginnin	
	0006 Caleffual year				Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			0007			
						Ending	
					Month	Day	Year
				8000			
5	Not Applicable.						
6	SALES, RECEIPTS, OR REVENUE						
	What were the revenues for this firm in 2018?						
	Include:						
	• Report gross billings, except where noted elsewhere on the form.						
	 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 						
	 For locations that were sold or acquired during a year, only report for 	r the p	eriods t	hat this fi	rm oper	ated the)
	locations.		·	. : - : :			
	 Revenue from services performed by domestic locations of foreign pa Revenues from electronic sources. 	arenti	irms, su	ibsidiaries	s, branci	es, etc.	
	Exclude:						
	• Transfers made within the company.						
	• Taxes collected directly from customers or clients and paid directly to				_		
	 Rents from and revenue of separately operated departments, concess Commissions from vending machine operators. 	sions, (etc., wn	ich are lea	ased to t	otners.	
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., o	outside	the 50	states, Di	strict of	Columb	oia, U.S.
	Commonwealth Territories, or U.S. possessions).						
			Mark "X" if None	4.50		018	
1.	Newspapers (General and Specialized)		ii ivone	\$ Bil.	Mil.	Thou.	Dol.
••	a. Subscriptions and sales - Subscriptions and sales of						
	newspapers consisting of multiple topics with the intent of appealing to a broad audience. Include community newspapers						
	and subscriptions and sales of newspapers focusing on a single						
	topic or theme that is of special interest to a select audience	6070	Ш				
	b. Advertising space - Advertising from newspapers consisting of multiple topics with the intent of appealing to a broad						
	audience. Include community newspapers and advertising from newspapers focusing on a single topic or theme that is of special				1 1		
	interest to a select audience	6071					
2.	Other Operating Revenue						
	 a. Printing services for others - Printing publications of any type for others (e.g., books, magazines, newspapers, journals, 						
		6001					
	b. Distribution services - The distribution of materials owned by others (e.g., flyers, inserts, samples) on a contractual basis	6002					
	c. All other operating revenue - Revenue not reported in lines	0002					
	1a through 2b. If this item is greater than 20% of the total operating revenue, specify the primary source of the						
	revenue below 7						
						1 1	
		1799				1 1	
3.	TOTAL OPERATING REVENUE	1799		1			
3.	revenue below 7						
3.	TOTAL OPERATING REVENUE						
3.	TOTAL OPERATING REVENUE Sum of lines 1a through 2c						
3.	TOTAL OPERATING REVENUE Sum of lines 1a through 2c						

n SA-51111	E (DRAFT)							Pag	ge 4
REVENUES	FROM ELECTRONIC SOURCES								
	firm have any revenues from customers en pplications in 2018?	ntering	g orders o	lirectly or	the firm	's website	s or		
0040	Yes								
	No								
B. Did this mobile a	firm have any revenues from customers en pplications in 2018?	ntering	g orders o	lirectly or	ı third-paı	rty websit	es or		
0041	Yes								
	No								
C. Did this (such as	firm have any revenues from customers er private networks, dedicated lines, etc.) in	tering 2018	g orders v	via any ot	her electr	onic syste	ms		
0042	Yes								
	No								
	tal 2018 revenues reported in ① ,			2018			2	018	
what was	s the dollar amount (or percentage) from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.			rcent	
A-C abov	ve? Please provide an estimate if ures are not available					OR ₂₅₀₁			%
SOURCE OF	REVENUE								
Type of Me			. 4	41. 1		. 41	2	018	
	ch of the newspaper revenue reported in (g categories?), line	s 1a and	1b, is rec	eived fron	n the		rcent	
1. Print	newspapers - Newspapers published on pape	r				6065			%
	e newspapers - Newspapers published online					6066			%
3. Other paper	media newspapers - Newspapers published or online (e.g., CD-ROM, audiocassette, DVD, r	on any nicrofil	physical m, diskett	medium o e)	ther than	6067			%
							10	0	%
Type of Adv	vertising							040	
	ch of the newspaper revenue reported in (g categories?), line	1b, is red	ceived fro	m the			018 rcent	
1. Class	fied advertising					6068			%
2. All ot	her advertising					6069 +	-		%
							10	0	%
and 11 Not	Applicable.								

Orm SA-51111E (DRAFT)				Page
 INVENTORIES AT END OF YEAR Report inventories at end of year at cost or market value using generally accepted a Include: Inventory held in Foreign Trade Zones or in bond warehouses in the United States 		ng princip	les.	
A. Did this firm own inventories, regardless of where held, at the end of 20 which you are reporting)? Yes No - Go to No		the perio	d for	
B. What was the value of the inventories owned by this firm on			2018	
December 31 in 2018?	\$ Bil.	Mil.	Thou.	Dol.
1. Finished goods				
2. Work-in-process				
3. Materials, supplies, fuel, etc	-			
13 EXPORT REVENUE				
An exported service is a service performed for a customer or client (individual, govestablishment, etc.) located outside the United States (i.e., outside the 50 States, Di Commonwealth Territories, or U.S. possessions). Include: Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent Revenue from the sale of personal, business, or mainframe computer software to	strict of firms, s	<i>Columbia</i> subsidiarie	s, U.S.	
outside the United States.				
Exclude:Services provided to domestic subsidiaries of foreign firms.				
A. Did the revenue reported in 6 include any revenue from exports?				
Yes No - Go to 14				
110 - 00 to				
	♠ D :!		2018	D-I
	\$ Bil.	Mil.	Thou.	Dol.

		2018	
\$ Bil.	Mil.	Thou.	Dol.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol
Personnel Costs					
. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
Lemployer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
expensed equipment, materials, parts, and supplies (not for esale) - Include expensed computer hardware and other equipment e.g., copiers, fax machines, telephones, shop and lab equipment, PUs, monitors). Include materials and supplies used in providing ervices to others; materials and parts used in repairs; office and enitorial supplies; small tools; containers and other packaging naterials; and motor fuels. Report packaged software in line 3a and eased and rented equipment in line 4b			1 1		
xpensed Purchased Services					
Expensed purchases of software - 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 1826		1			
Purchased printing services - Purchased or contracted printing services					

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2

) OF	PERATING EXPENSES - Continued							
			Mark "X"			2018		
			if None	\$ Bil.	Mil.	Tho	u.	Dol.
04	her Operating Expenses			,				
	Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets							
_	(e.g., patents, copyrights). Exclude impairment	1831						
b.	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below							
T	TAL OPERATING EVERNORS	1879						
	DTAL OPERATING EXPENSES Im of lines 1a through 4b	1000		'	1 1	'	'	'
	d 16 Not Applicable.	. 1900						

	REMARKS - Please use this space to explain any significant year data were estimated.	r-to-year changes, to clarify responses, or indicate wher
8	CONTACT INFORMATION	
8	CONTACT INFORMATION Name of person to contact regarding this report (Please print)	Title
8	Name of person to contact regarding this report (Please print)	Title
8	Name of person to contact regarding this report (Please print)	
8		Area code Number
8	Name of person to contact regarding this report (<i>Please print</i>) Area code	Area code Number

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51112A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	s survey should be completed online at:
https://portal.census.gov Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
Any significant change in	GENERAL INSTRUCTIONS n this firm's operations should be noted in ①.
• For establishments sold	or acquired in 2018, report data only for the period the establishments were operated by
this firm. • Estimates are acceptable	e if book figures are not available.
•Enter "0" where applicab	
	two or more detailed lines.
Figures should be round	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
	1 0 3 0 2 8 0 4 5 6
Include:	
Data for all Services esta Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and as defined by the survey coverage in 1 B.
 Data for auxiliary facilities 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	I mailing address the same as shown in the mailing address above?
Yes	
0035	prections in the mailing address above
INO - Enter co	Trections in the maining address above

OI III	A-SITIZA (DKAFI)
1 B	SURVEY COVERAGE
	Did this firm provide the business activities described below?
	☐ Yes
	No - Specify this firm's business activity
	The opening and mine business delivity
	0002
0 N	at A a Parkita
	ot Applicable.
	RGANIZATIONAL CHANGE
Α	. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?
	☐ Yes
	0016
	□ No - Go to 4
В	. Which of the following organizational changes occurred in 2018?
	Check all that apply. If more than one organizational change occurred during the reporting period, explain in 10.
	Acquisition Month Day Year
	Date of organizational change
	Sale AND
	Merger
	Enter detailed information below?
	Divestiture
	0017 Name of company 0019 EIN (9 digits)
	Address (Number and street, P.O. Box, etc.)
	Address (Number and street, 1.0. box, etc.)
	City, town, village, etc.

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4 REPORTING PERIOD NOTE: Calendar year data are preferred. If						
NOTE: Calendar year data are preferred. If						
months of data for the 2018 calendar year.		eport for the	fiscal yea	r that ii	ncludes	at least six
What time period is covered by the dat					201	8
				Е	eginning	g Date
Calendar year				Month	Day	Year
Fiscal or partial year - Report beg	vinning and anding dates		2007		1	
Fiscal of partial year - neport beg	inning and ending dates		0007		Ending	Data
				Month	Day	Year
					207	
			8000			
5 Not Applicable.						
6 SALES, RECEIPTS, OR REVENUE	00407					
What were the revenues for this firm in	n 2018?					
Include:	d alaguihara an tha farm					
 Report gross billings, except where note Dues and assessments from members an 						
Amounts received for work subcontracted						
• For locations that were sold or acquired of		he periods tl	hat this fir	m onei	ated the	ı
locations.	aumig a your, omy roport for a	ролоао п	101 1110 111	opoi	atoa tiio	
 Revenue from services performed by don 	nestic locations of foreign pare	ent firms, su	bsidiaries,	branch	nes, etc.	
Revenues from electronic sources.						
Exclude:						
Transfers made within the company. The second discrete for the formula of the second discrete for the second discrete fo	and the state of the state of the state of the state of	land date				
Taxes collected directly from customers of apparents from and revenue of apparents to a parents by a par	•			-	•	
 Rents from and revenue of separately ope Commissions from vending machine ope 	•	ns, etc., wni	cn are lea	sea to	otners.	
Revenue of foreign subsidiaries (those loc		tside the 50	states. Dis	strict of	Columb	ia. U.S.
Commonwealth Territories, or U.S. posse	essions).		otatoo, Bio		Coldina	, 0.0.
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
 Periodicals (General Interest, Profession Other) 	onal and Academic, and					
a. Subscriptions and sales - Subscriptio	one and calce to periodicals					
covering multiple topics of general inter	ms and sales to periodicals					
	rest intended to appeal					
to a broad audience (e.g., news, busines	rest intended to appeal ss news, sports,					
to a broad audience (e.g., news, busines health, fashion, and housekeeping mag	rest intended to appeal ss news, sports, azines; entertainment					
to a broad audience (e.g., news, busines health, fashion, and housekeeping mag- guides; comic books). Subscriptions and	rest intended to appeal ss news, sports, azines; entertainment d sales to periodicals					
to a broad audience (e.g., news, busines health, fashion, and housekeeping mag- guides; comic books). Subscriptions and covering topics directed towards profes scholarly journals, law reviews, busines	rest intended to appeal ss news, sports, azines; entertainment d sales to periodicals sional audiences (e.g., ss reports, trade journals).					
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6			A (DRAFT)								je 4
_	SALES	S, RE	CEIPTS, OR REVENUE - Continued								
					Mark "X"			2018			
					if None	\$ Bil.	Mil.	Th	ou.	Dol.	
2.	Other	Ope	rating Revenue - Continued						Thou. D		
			r operating revenue - Revenue not reported in lines ugh 2b. If this item is greater than 20% of the								
	tota	al op	erating revenue, specify the primary source of the	:							
	rev	enue	below 7								
				1799							
-			ERATING REVENUE		•						
_			s 1a through 2c	1800							
7)	Not Ap	plica	ble.								
3	REVEN	NUES	FROM ELECTRONIC SOURCES								
	A. Did	l this bile	firm have any revenues from customers entering applications in 2018?	orders o	directly	on the f	irm's	websit	es or		
			Yes								
	0040										
			No								
	D Did	l 4hia	firm have any revenues from customers entering	audaua d	dino otlar	on thind	lmowt	v wahai	too or		
			applications in 2018?	orders (irectly (on tillra	i-par t	y websi	ites or		
	0044		Yes								
	0041										
			No								
	C. Did	this	firm have any revenues from customers entering private networks, dedicated lines, etc.) in 2018?	orders v	/ia any c	ther ele	ectroi	nic syst	tems		
			Yes								
	0042										
		Ш	No								
	D 01										
			otal 2018 revenues reported in 6 , as the dollar amount (or percentage)		2018					2018	
	tha	it wa	s from the revenues identified in \$Bil. ve? Please provide an estimate if	Mil.	Thou.	Dol	l.		Pe	ercent	
			gures are not available	1 1				OR ₂₅₀	1	,	9
	COLIB	CE O	F REVENUE								
9									-	2018	
			of the periodical revenue reported in ① , lines 1a t categories?	hrough	1b, is re	ceived	from	the		ercent	
											9
	1. Pri	nt pe	riodicals - Periodicals on paper					6088			,
								6089		,	9
	2. Onl	line :	periodicals - Periodicals published online							1	9
	3. Oth	ner n	edia periodicals - Periodicals published on any physic	al mediu	ım other	tnan paj	per or				/
	3. Oth	ner n	·	al mediu	ım other 	tnan pa	per or	6090	+		
	3. Oth	ner n	edia periodicals - Periodicals published on any physic	al mediu	ım other 	tnan pa _l	per or	- 6090	+	00	9
	3. Oth onli	ner n	nedia periodicals - Periodicals published on any physic .g., CD-ROM, audiocassette, DVD, microfilm, diskette)	al mediu	ım other	tnan pa	per or	6090		0	%
D	3. Oth	ner n	edia periodicals - Periodicals published on any physic	al mediu	im other	tnan pa _l	per or	6090		00	%
D	3. Oth onli	ner n	nedia periodicals - Periodicals published on any physic .g., CD-ROM, audiocassette, DVD, microfilm, diskette)	cal mediu	im other	tnan pa	per or	6090		0	%
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D	3. Oth onli	ner n	nedia periodicals - Periodicals published on any physic .g., CD-ROM, audiocassette, DVD, microfilm, diskette)	al mediu	ım other	tnan pa	per or	6090		00	%
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Drm SA-51112A (DRAFT)				Page 5
12 INVENTORIES AT END OF YEAR				
Report inventories at end of year at cost or market value using generally accepted a	accounti	ng princip	les.	
Include:				
•Inventory held in Foreign Trade Zones or in bond warehouses in the United State	s.			
A. Did this firm own inventories, regardless of where held, at the end of 20 which you are reporting)?	018 (or	the perio	d for	
Yes	regardless of where held, at the end of 2018 (or the period for entories owned by this firm on 2018 \$Bil. Mil. Thou. Dol. 1751 1752 1753 ** Formed for a customer or client (individual, government, business the United States (i.e., outside the 50 States, District of Columbia, U.S. bossessions). and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.). business, or mainframe computer software to clients and customers located sidiaries of foreign firms.			
6043				
No - Go to 🔞				
B. What was the value of the inventories owned by this firm on		:	2018	
December 31 in 2018?	\$ Bil.	Mil.	Thou.	Dol.
1. Finished goods				
2. Work-in-process				
2 Materials supplies fuel etc				l l
3. Materials, supplies, fuel, etc	T			
				1 1
13 EXPORT REVENUE				
establishment, etc.) located outside the United States (i.e., outside the 50 States, Di Commonwealth Territories, or U.S. possessions).	strict of	t, business Columbia	, U.S.	
Include:				
 Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent 	-		•	
 Revenue from the sale of personal, business, or mainframe computer software to outside the United States. 	clients a	and custor	ners locate	ed
Exclude:				
 Services provided to domestic subsidiaries of foreign firms. 				
A. Did the revenue reported in 6 include any revenue from exports?				
Yes				
0009 No - <i>Go to</i> 14				
			2018	
	\$ Bil.	Mil.	Thou.	Dol.
	Ţ - · · ·		1 1 1	
B. What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X"			2018		
	if None	\$ Bil.	Mil.	Thou.	Dol.	
Personnel Costs						
wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1	
Lemployer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.						
Temporary staff and leased employee expense - Total costs						
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services			1 1			
expensed equipment, materials, parts, and supplies (not for esale) - Include expensed computer hardware and other equipment e.g., copiers, fax machines, telephones, shop and lab equipment, PUs, monitors). Include materials and supplies used in providing ervices to others; materials and parts used in repairs; office and enitorial supplies; small tools; containers and other packaging naterials; and motor fuels. Report packaged software in line 3a and eased and rented equipment in line 4b						
xpensed Purchased Services						
Expensed purchases of software - 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 1826	П					
. Purchased printing services - Purchased or contracted printing						
services				1		

Form	SA-5	1112A	(DRAFT)
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m SA-51112A (DRAFT)								Pag
OPERATING EXPENSES - Continued								
	Mark	"X"				201	8	
	if No		\$ Bil.	M	il.	-	Γhou.	Dol.
Other Operating Expenses								
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets							1 1	
(e.g., patents, copyrights). Exclude impairment	1831							
b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below								
	1879	1 [1	T			
TOTAL OPERATING EXPENSES	1879	<u> </u>			+			+
	1900							
and 16 Not Applicable.								

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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-51112E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING ADDRES
		Is this firm's name a

nd mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



. SURVEY C	OVERAGE									
Did this fire	m provide	the busines	ss activities	described	below?					
0001 Yes	es									
No	o - Specify th	his firm's bu	siness activit	ΥŢ						
0002	2									
EDERAL EMP	PLOYER IDE	ENTIFICATI	ON NUMBE	R (EIN)						
oes this firm	n report pay	yroll under	EIN							
Yes							 (a		,	
	Enter current	t 9-digit EIN	AND date pa	ayroll was fii	rst		EIN (9	digit	s)	
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PRGANIZATIO	ONAL CHAI	NGE					0088	IVIOITE	n Day	Y
PRGANIZATIO			uisitions, sa	ales, merge	rs, and/or c	livestiture			n Day	Y
	m experien		uisitions, sa	ales, merge	rs, and/or c	divestiture			П Бау	Y
A. Did this firm	m experien		uisitions, sa	ales, merge	rs, and/or c	livestiture			n Day	Y
. Did this firm	m experienss s - Go to 4 he followin	nce any acq ng organiza	tional chanç	ges occurre	ed in 2018?		s in 20	18?		
. Did this firm	m experienss s - Go to 4 he followin	nce any acq ng organiza		ges occurre	ed in 2018?		s in 20	18?	d, explai	īn in ①
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. Did this firm Yes Onle No Which of the Check all that Acc	es or - Go to 4 he following at apply. If no equisition	nce any acq ng organiza more than or Date of o	tional chanç	ges occurre onal change	d in 2018? occurred du	ring the rep	s in 20	18?	d, explai	īn in ①
No No Check all that	es or Go to 4 he following at apply. If not equisition	ng organizations of the of of AND	tional chanç ne organizatio organizational	ges occurre onal change I change	d in 2018? occurred du	ring the rep	s in 20	18?	d, explai	īn in ①
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4 REPORT		report for the	e fiscal ye	ar that in	ncludes	at lea	st si
months o	llendar year data are preferred. If they are unavailable, please f data for the 2018 calendar year.	·				at ica	
What tin	ne period is covered by the data provided in this report?	•			20		
					Beginniı	_	
0006	Calendar year			Month	Day	Ye	ar
_	Fiscal or partial year - Report beginning and ending dates		0007				
	The same of the sa				Ending	Date	
				Month	Ī		ar
			0008				
5 Not Appli	cable.						
6 SALES, I	RECEIPTS, OR REVENUE						
	ere the revenues for this firm in 2018?						
Include:							
	gross billings, except where noted elsewhere on the form.						
	d assessments from members and affiliates.						
Amount	s received for work subcontracted to others.						
	tions that were sold or acquired during a year, only report fo	the periods	that this f	irm oper	rated th	ie	
location		ront firms	poidiaria	o branch	200 oto		
	e from services performed by domestic locations of foreign pages from electronic sources.	ireni Tirms, st	ubsidiaries	s, branch	ies, etc		
Exclude:							
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	om and revenue of separately operated departments, concess ssions from vending machine operators.			-			
Commis Revenue	om and revenue of separately operated departments, concess ssions from vending machine operators. e of foreign subsidiaries (those located outside the U.S., i.e., o	ions, etc., wh	ich are le	ased to	others.		S.
Commis Revenue	om and revenue of separately operated departments, concess sions from vending machine operators.	ions, etc., wh	ich are le	ased to	others.		S.
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• Commis • Revenu Commo	om and revenue of separately operated departments, concess ssions from vending machine operators. e of foreign subsidiaries (those located outside the U.S., i.e., o nowealth Territories, or U.S. possessions).	ions, etc., wh	states, D	ased to	others. Colum	bia, U.	S. Dol.
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6	SALES, RECEIPTS, OR REVENUE - Continued						
			Mark "X"		2018		
			if None	\$ Bil. N	fil. Thou	ı. Dol	l.
2.	Other Operating Revenue - Continued						
	 c. All other operating revenue - Revenue not reported in 1a through 2b. If this item is greater than 20% of the 	lines					
	total operating revenue, specify the primary source						
	revenue below 🔀						
							T
	TOTAL OPERATING DEVENUE	1799					
3.	TOTAL OPERATING REVENUE Sum of lines 1a through 2c	1800					
7	Not Applicable.						
8	REVENUES FROM ELECTRONIC SOURCES						
	A. Did this firm have any revenues from customers en mobile applications in 2018?	tering orders	directly	on the firm	n's website	s or	
	U Yes 0040						
	□ No						
	B. Did this firm have any revenues from customers en mobile applications in 2018?	tering orders	directly	on third-pa	arty websit	es or	
	□ Voe						
	U Yes 0041						
	□ No						
	C. Did this firm have any revenues from customers en (such as private networks, dedicated lines, etc.) in 2	tering orders v 2018?	via any o	ther elect	ronic syste	ms	
	□ Yes						
	No						
	D. Of the total 2018 revenues reported in 6,		2018			2018	
	what was the dollar amount (or percentage) that was from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percen	t
	A-C above? Please provide an estimate if exact figures are not available.				OR ₂₅₀₁		%
					2501		
9	SOURCE OF REVENUE						
	How much of the periodical revenue reported in 6 , lin following categories?	es 1a through	1b, is re	eceived fro	m the	2018 Percen	t
						1 010011	%
	1. Print periodicals - Periodicals on paper				6088		
	2. Online periodicals - Periodicals published online				6089		%
	3. Other media periodicals - Periodicals published on any online (e.g., CD-ROM, audiocassette, DVD, microfilm, disk	physical medi	um other	than paper	or		%
	offinite (e.g., GD-NOW, addiocassette, DVD, finitionini, dist				6090 T	100	%
						100	/0
10	and 11 Not Applicable.						

Form SA-51112E (DRAFT)

INVENTORIES AT END OF YEAR

Report inventories at end of year at cost or market value using generally accepted accounting principles.

Include:

Inventory held in Foreign Trade Zones or in bond warehouses in the United States.

A.	Did this firm own inventories,	regardless of where	held, at the	end of 2018 (d	or the period for
	which you are reporting)?				-

		Yes
6043		
	П	No - Go to

B. What was the value of the inventories owned by this firm on **December 31 in 2018?**

1.	Finished goods .	٠			٠	٠	٠								٠	1751
2.	Work-in-process															1752

4.	TOTAL BOOK VALUE											
	Sum of lines 1 through 3											175

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
1				
2				
	'			
3 +				



13 EXPORT REVENUE

An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

- Services provided to domestic subsidiaries of foreign firms.
- A. Did the revenue reported in 6 include any revenue from exports?

0009	Yes
0003	No - Go to 🔼

В.	What was this firm's revenue from exports in 2018?					. 2	2100

	2	2018	
\$ Bil.	Mil.	Thou.	Dol.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

	Mark "X		:	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare sa wages for all employees as reported on this firm's Employer's Quarterly Federal Tax Return, line 5(c) quarters that correspond to the survey period or II Employer's Annual Federal Tax Return, line 4(c). In spread on stock options that are taxable to employer	IRS Form 941, or the four S Form 944 clude the		1 1		1 1
legally required programs and programs not requinate insurance premiums for hospital plans, mand single service plans (e.g., dental, vision, presopremium equivalents for self-insured plans and fethird-party administrators (TPAs); defined benefit defined contribution plans (e.g., profit sharing, 40° plans); and other fringe benefits (e.g., Social Secundary), and other fringe benefits (e.g., Social Secundary), and other fringe benefits (e.g., Medicemployee contributions.	ed by law. edical plans, ption drugs); s paid to ension plans; K, stock option ty, workers' disability ire). Exclude				
Temporary staff and leased employee expens paid to Professional Employer Organizations (PEO agencies for personnel. Include all charges for pa and services	and staffing				
expensed equipment, materials, parts, and suppesale) - Include expensed computer hardware and e.g., copiers, fax machines, telephones, shop and lab CPUs, monitors). Include materials and supplies used ervices to others; materials and parts used in repairs anitorial supplies; small tools; containers and other phaterials; and motor fuels. Report packaged software eased and rented equipment in line 4b	ther equipment equipment, in providing office and ckaging in line 3a and				
xpensed Purchased Services					
Expensed purchases of software - Purchases of custom coded, or vendor customized software. In developed or customized by others, web-design so purchases, licensing agreements, upgrades of soft maintenance fees related to software upgrades an	ude software vices and vare, and alterations 1826				
 Purchased printing services - Purchased or conservices 	racted printing		1 1		1

Form S/	4-5111 2	2E (DRAFT)	
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Mark X' SBIL MII. Thou. Dol on the comment of the c	U	OPERATING EXPENSES - Continued				0046	
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					Mil.		Dol.
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment		Other Operating Expenses		, .	.,,,,,,		20.1
b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below? TOTAL OPERATING EXPENSES Sum of lines 1a through 4b		a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets	1831				
. TOTAL OPERATING EXPENSES Sum of lines 1a through 4b		b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the					
Sum of lines 1a through 4b			1879				
	-		1900				
	A						

	REMARKS - F data were esti	lease use mated.	this space	to explain a	any significant yea	ır-to-year changes,	to clarify re	sponses, o	r indicate v	where
) (CONTACT IN	FORMAT	ION							
	Name of person			his report (Ple	ease print)	Title				
						T.				
		Area code		Number	Extension		Area code	N	Number	
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SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration

2018 ANNUAL SERVICES REPORT

U.S. CENSUS BUREAU

SA-51113A

(DRAFT)

Due Date

Need help or have questions?

Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit

https://www.census.gov/programssurveys/sas/information.html

YOUR RESPONSE IS REQUIRED

BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in 12.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

\$ Bil. Mil. Thou. Dol. 030280

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Ye

No - Enter corrections in the mailing address above



Forn	1 SA-51113A (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please repo	ort for the	e fiscal yea	r that ir	ncludes	at least six
	months of data for the 2018 calendar year.		,			
	What time period is covered by the data provided in this report?				2018	
	☐ Calendar year				eginning	
	0006			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		0007		,	
					Ending	Date
				Month	Day	Year
			8000			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 					
	Amounts received for work subcontracted to others.					
	 For locations that were sold or acquired during a year, only report for the 	periods t	that this fi	rm oper	ated the	
	locations.			·		
	Revenue from services performed by domestic locations of foreign parent	t firms, su	ubsidiaries	, branch	nes, etc.	
	Revenues from electronic sources.					
	Exclude:					
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local collected directly from customers. 	ocal etate	or fodor	al tay an	ionev	
	 Rents from and revenue of separately operated departments, concessions 			_	•	
	 Commissions from vending machine operators. 	o, Glo., Wii	icii are iec	1360 10 1	Juliers.	
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the U.S., outside the U.S., i.e., outside the U.S., outsi	de the 50	states, Di	strict of	Columb	ia, U.S.
	Commonwealth Territories, or U.S. possessions).		,			·
		Mark "X"		2	018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Books					
	a. Textbooks - Books primarily used as educational material					
	(e.g., workbooks, teachers' manuals, resource and interactive materials) for students and teachers in formal study programs:					
	elementary, high school, and post secondary levels (e.g., trade					
	schools, colleges, universities). Include reference books published specifically for the educational system. Exclude standardized			1 1	1 1	
	tests; report these in line 2					
	b. Children's books - Books published for children and young					
	adults (up to age 15) (e.g., picture books, children's reference					
	books, educational books not intended for use in the classroom). Exclude coloring books and activity books; report these in line 2 6102					
	c. General reference books - Books published primarily					
	for general reference purposes for the public at large (e.g.,					
	dictionaries, encyclopedias, thesauruses, atlases) 6103					
	d. Professional, technical, and scholarly books - Books containing research, advanced knowledge or information for the					
	academic and research community; also includes books used by					
	individuals in the practice of specific occupations or professions					
	(e.g., lawyers, doctors, electricians, accountants, business or computer professionals). Include specialized reference books 6104					
	e. Adult trade books - Books published for the adult public at					
	large (e.g., literary fiction, non-fiction, religious books, bibles and					
	hymnals, poetry and drama, histories, biographies, cook books, travel guides)					
	autor galaco,					
	CONTINUE WITH 6 ON PAGE 4					

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Form SA-51113A (DRAFT)

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INVENTORIES AT END OF YEAR

Report inventories at end of year at cost or market value using generally accepted accounting principles.

Include:

Inventory held in Foreign Trade Zones or in bond warehouses in the United States.

A.	Did this firm own inventories,	regardless of where held,	at the end of 201	8 (or the period for
	which you are reporting)?	_		

	Yes
6043	
	No - Go to

В.	What was the value of the inventories owned by this firm or
	December 31 in 2018?

1. Finished goods .													1751
2. Work-in-process													1752
	_												

2.	Work-in-process					
	Materials, supplies, fuel, etc					
	TOTAL BOOK VALUE Sum of lines 1 through 3					



13 EXPORT REVENUE

An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

- Services provided to domestic subsidiaries of foreign firms.
- A. Did the revenue reported in 6 include any revenue from exports?

0009	Yes
0003	No - Go to 🔼

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
00		1 1	1 1	1 1

2018

Thou.

Mil.

\$ Bil.

B. What was this firm's revenue from exports in 2018?



14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

	Mark "X"			2018	
	if None	\$ Bil.	Mil.	Thou.	Dol
ersonnel Costs					
Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					-
Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
expensed equipment, materials, parts, and supplies (not for esale) - Include expensed computer hardware and other equipment e.g., copiers, fax machines, telephones, shop and lab equipment, PUs, monitors). Include materials and supplies used in providing ervices to others; materials and parts used in repairs; office and nitorial supplies; small tools; containers and other packaging eaterials; and motor fuels. Report packaged software in line 3a and ased and rented equipment in line 4b					
xpensed Purchased Services					,
Expensed purchases of software - 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 1826					
Purchased printing services - Purchased or contracted printing services					

Form SA-51113A	(DRAFT)
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14 OPERATING EXPENSES - Continued

Other Operating Expenses

Dol.

2018

Thou.

Mil.

Mark "X" if None \$ Bil.

		Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment				1		1
	b.	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?						
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5.	то	TAL OPERATING EXPENSES	1879					+
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	REMARKS - Please use this space to explain any significant ye data were estimated.	ar-to-year changes, to clarify responses, or indicate where
_		
)	CONTACT INFORMATION	
	Name of person to contact regarding this report (Please print)	Title
	Area code Number Extension	Area code Number
	Telephone -	Fax -
	E-mail address	Website address



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-51113E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

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nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.



A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	

No - Enter corrections in the mailing address above

. SURVEY C	OVERAGE									
Did this fire	m provide	the busin	ess activit	ies describe	d below?					
Yes	s									
0001 No	o - Specify th	his firm's b	ousiness act	ivitv 7						
				, , , , , , , , , , , , , , , , , , ,						
0002	2									
EDERAL EMP	PLOYER IDI	ENTIFICA	TION NUM	BER (EIN)						
oes this firm	report pay	yroll unde	er EIN							
Yes									,	
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r	reported for	this EIN .				0015		-		
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PRGANIZATIO			cquisitions	, sales, merç	gers, and/o	r divestiture			la Bay	7 6
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Forn	SA-51113E (DRAFT)					Page 3
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	months of data for the 2018 calendar year.		,			
	What time period is covered by the data provided in this report?				2018	
	☐ Calendar year				eginning	
	0006 Caleffdal year			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		0007		,	
					Ending	Date
				Month	Day	Year
			8000			
5	Not Applicable.					
	**					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 					
	Amounts received for work subcontracted to others.					
	• For locations that were sold or acquired during a year, only report for the	periods	that this fi	rm oper	ated the	
	locations.	· c·				
	 Revenue from services performed by domestic locations of foreign parent Revenues from electronic sources. 	t firms, si	ibsidiaries	, brancr	ies, etc.	
	Exclude:					
	Transfers made within the company.					
	Taxes collected directly from customers or clients and paid directly to a log	ocal, state	e, or federa	ıl tax aq	ency.	
	 Rents from and revenue of separately operated departments, concessions 			_	•	
	Commissions from vending machine operators.					
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). 	de the 50	states, Di	strict of	Columb	ia, U.S.
	Commonwealth remitaties, or 0.3. possessions).					
		Mark "X" if None			018	D 1
1.	Books	II IVOIIC	\$ Bil.	Mil.	Thou.	Dol.
٠.	a. Textbooks - Books primarily used as educational material					
	(e.g., workbooks, teachers' manuals, resource and interactive					
	materials) for students and teachers in formal study programs:					
	elementary, high school, and post secondary levels (e.g., trade schools, colleges, universities). Include reference books published					
	specifically for the educational system. Exclude standardized			1 1	1 1	1 1
	tests; report these in line 2					
	b. Children's books - Books published for children and young adults (up to age 15) (e.g., picture books, children"s reference					
	books, educational books not intended for use in the classroom).					
	Exclude coloring books and activity books; report these in line 2 6102					
	c. General reference books - Books published primarily for general reference purposes for the public at large (e.g.,			1 1		
	dictionaries, encyclopedias, thesauruses, atlases)				1	
	d. Professional, technical, and scholarly books - Books					
	containing research, advanced knowledge or information for the					
	academic and research community; also includes books used by individuals in the practice of specific occupations or professions					
	(e.g., lawyers, doctors, electricians, accountants, business or		'	1 1	1 1	
	computer professionals). Include specialized reference books 6104					
	e. Adult trade books - Books published for the adult public at large (e.g., literary fiction, non-fiction, religious books, bibles and					
	hymnals, poetry and drama, histories, biographies, cook books,			1 1	1 1	
	travel guides)					
	CONTINUE WITH 6 ON PAGE 4					

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ALIS, RECEIPTS, OR REVENUE - Continued All other operating revenue - Revenue not reported in lines to the though 1e. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1a through 2 Not Applicable. REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? No No B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? No C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.] in 2018? No D. Of the total 2018 revenues reported in O, what was the dollar amount (or percentage) what was the dollar amount (or percentage) A-C above? Please provide an estimate if exact figures are not available. SOURCE OF REVENUE How much of the book revenue reported in G, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper	All other operating revenue - Revenue not reported in lines 1 a through 1e. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1a through 2 Not Applicable. REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes Out	rm SA-51113E (draft)						Pag
All other operating revenue - Revenue not reported in lines 1a through 1a. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1a through 2 Not Applicable. REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes Osto No C. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes Osto No D. Of the total 2018 revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes Osto No D. Of the total 2018 revenues reported in ① what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. SOURCE OF REVENUE How much of the book revenue reported in ②, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper 2018 CD-ROM, audiocassette, DVD, microfilm, diskette) A CD-ROM, audiocassette, DVD, microfilm, diskette)	All other operating revenue - Revenue not reported in lines 1s through 1e. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1s through 2 Not Applicable. REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes Out of the image of the revenue service of the revenu	SALES, RECEIPTS, OR REVENUE - Continued						
All other operating revenue - Revenue not reported in lines 1 a through te. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1a through 2 Not Applicable. REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Ves ONO B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Ves ONO C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Ves ONO D. Of the total 2018 revenues reported in 0, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. SOURCE OF REVENUE How much of the book revenue reported in 0, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper CD-ROM, audiocassette, DVD, microfilm, diskette) 1. On one of the total paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette) 1. One of the total paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette)	All other operating revenue. Revenue not reported in lines 1 a through 1e. If this time is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1a through 2 Not Applicable. REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? No No No No B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes Oot No No No No Oc. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes Oot Yes Oot Yes Oot Yes Oot Oo Ook the total 2018 revenues reported in Ook what was the dollar amount for percentage that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. 2008 SOURCE OF REVENUE How much of the book revenue reported in Ook lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper					2018	8	
TOTAL OPERATING REVENUE Sum of lines 1a through 2 Not Applicable. REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes ONO B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes ONO C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes ONO D. Of the total 2018 revenues reported in ①, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. SOURCE OF REVENUE How much of the book revenue reported in ②, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper 2. Online books - Books published on paper 2. Online books - Books published on any physical medium other than paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette)	TOTAL OPERATING REVENUE Sum of lines 1a through 2 Not Applicable. REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes	1a through 1e. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue.	1e	if None	\$ Bil.	Mil. T	Thou.	Dol.
Not Applicable. REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes	Not Applicable. REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes		1799					
REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes	REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes		1800					
A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes	A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes	Not Applicable.						
mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes Outing this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes Outing the total 2018 revenues reported in ②, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. SOURCE OF REVENUE How much of the book revenue reported in ③, lines 1a through 1e, is received from the following categories? Print books - Books published on paper Online books - Books published online Online books - Books published online Online books - Books published on any physical medium other than paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette)	mobile applications in 2018? Yes	REVENUES FROM ELECTRONIC SOURCES						
B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes OUA1 NO C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes OUA2 NO D. Of the total 2018 revenues reported in ②, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. SOURCE OF REVENUE How much of the book revenue reported in ③, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper 2. Online books - Books published online 3. Other media books - Books published on any physical medium other than paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette)	B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in (a), what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. SOURCE OF REVENUE How much of the book revenue reported in (a), lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper 2. Online books - Books published online 3. Other media books - Books published on any physical medium other than paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette)		g orders	directly	on the fir	m's webs	sites or	ı
B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes	B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes							
mobile applications in 2018? Yes No No C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes No No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. Sil. Mil. Thou. Dol. SOURCE OF REVENUE How much of the book revenue reported in ③, lines 1a through 1e, is received from the following categories? Print books - Books published on paper 6106 2. Online books - Books published online 6107 3. Other media books - Books published on any physical medium other than paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette) CD-ROM, audiocassette,	mobile applications in 2018? Yes						•,	
C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes	C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes		g orders	directly	on third-p	arty web	osites o	r
C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes	C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes							
(such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. SOURCE OF REVENUE How much of the book revenue reported in ③, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper	(such as private networks, dedicated lines, etc.) in 2018? Yes							
D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	C. Did this firm have any revenues from customers entering (such as private networks, dedicated lines, etc.) in 2018	g orders ?	via any (other elec	tronic sy	stems	
D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	D. Of the total 2018 revenues reported in ⑤, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. SOURCE OF REVENUE How much of the book revenue reported in ⑥, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper							
what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. SOURCE OF REVENUE How much of the book revenue reported in ③, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper 2. Online books - Books published online 2. Online books - Books published on any physical medium other than paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette) 1. Oo	No						
that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	D. Of the total 2018 revenues reported in 6 ,		2018				2018
SOURCE OF REVENUE How much of the book revenue reported in ③, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper 2. Online books - Books published online 3. Other media books - Books published on any physical medium other than paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette)	SOURCE OF REVENUE How much of the book revenue reported in 6, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper 2. Online books - Books published online 3. Other media books - Books published on any physical medium other than paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette)	that was from the revenues identified in \$_\\$\Bil.	Mil.	Thou.	Dol.			Percent
How much of the book revenue reported in 6, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper	How much of the book revenue reported in 6, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper					OR 25	501	'
How much of the book revenue reported in 6, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper	How much of the book revenue reported in 6, lines 1a through 1e, is received from the following categories? 1. Print books - Books published on paper	SOURCE OF REVENUE						
following categories? 1. Print books - Books published on paper	following categories? 1. Print books - Books published on paper		uah 1e.	is receiv	ed from tl	he		2018
2. Online books - Books published online	2. Online books - Books published online							Percent
3. Other media books - Books published on any physical medium other than paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette)	3. Other media books - Books published on any physical medium other than paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette)	1. Print books - Books published on paper				610	06	
CD-ROM, audiocassette, DVD, microfilm, diskette)	CD-ROM, audiocassette, DVD, microfilm, diskette)	2. Online books - Books published online				610)7	
		3. Other media books - Books published on any physical media CD-ROM, audiocassette, DVD, microfilm, diskette)	m other	than pape	er or online	e (e.g.,	08 +	
and 11 Not Applicable.	and 11 Not Applicable.						1	00
		o and 11 Not Applicable.						

Form SA-51113E (DRAFT)

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INVENTORIES AT END OF YEAR

Report inventories at end of year at cost or market value using generally accepted accounting principles.

Include:

Inventory held in Foreign Trade Zones or in bond warehouses in the United States.

A.	Did this firm own inventories	, regardless of w	vhere held, a	t the end of	2018 (or the	period for
	which you are reporting)?	_				-

	Yes
6043	
	No - Go to

B.	What was	the	value	of 1	the	inventories	owned	by	this	firm	on
	December	31	in 201	8?				_			

1.	Finished goods .												٠	1751
2.	Work-in-process													1752

3.	Materials, supplies, fuel, e	tc.									1753 🛨		ı	
4.	TOTAL BOOK VALUE													_
	TOTAL BOOK VALUE Sum of lines 1 through 3										1754			

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
2				
* +				
ŀ		1 1	1 1	1 1



13 EXPORT REVENUE

An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

B. V

- Services provided to domestic subsidiaries of foreign firms.
- A. Did the revenue reported in 6 include any revenue from exports?

0009	Yes
0003	No - Go to 🕰

		4	2018	
	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

	Mark "X"		- 2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
ersonnel Costs					
wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821		1 1		
Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822				
Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823				
expensed equipment, materials, parts, and supplies (not for esale) - Include expensed computer hardware and other equipment e.g., copiers, fax machines, telephones, shop and lab equipment, PUs, monitors). Include materials and supplies used in providing ervices to others; materials and parts used in repairs; office and nitorial supplies; small tools; containers and other packaging laterials; and motor fuels. Report packaged software in line 3a and ased and rented equipment in line 4b.	1860				
xpensed Purchased Services					
Expensed purchases of software - 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	1826				
 Purchased printing services - Purchased or contracted printing services 	6003				

orm	SA-5	1113E	(DRAFT)
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Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expensess, specify the primary source of the expenses below 7 TOTAL OPERATING EXPENSES Sum of lines 1a through 4b 1879 TOTAL OPERATING EXPENSES Sum of lines 1a through 4b 1900	Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	OPERATING EXPENSES. Configural									
Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	OPERATING EXPENSES - Continued									
Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment		Mark	k "X"			20	18			
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment				\$ Bil.	Mil.		Thou.	Dol.		
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	Other Operating Expenses		_							
b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets	1831	- T	<u> </u>				1 1		
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Sum of lines 1a through 4b	Sum of lines 1a through 4b	Sum of lines 1a through 4b		1879	┚┖							
and 16 Not Applicable.	and 16 Not Applicable.	and 16 Not Applicable.	Sum of lines 1a through 4b	1900								

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8	Name of person			this ren	oort (Please r	orint)	Title				
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				-						-	
	E-mail address						Website address				
							1				

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU FORM

2018 ANNUAL SERVICES REPORT

	(DRAFT)
SA-51114A Due Date	(UNAFI)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your	
business, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data. This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
https://portal.census.gov	s survey should be completed online at:
Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
Authentication Code:	https://www.census.gov/programs-surveys/sas.html
	https://www.census.gov/programs-surveys/sas.html GENERAL INSTRUCTIONS
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0	B.	SURVEY COVERAGE						
		Did this firm provide the business activities described below?						
		Yes						
		□ No - Specify this firm's business activity ₹						
		0002						
2	Not	Applicable.						
3		GANIZATIONAL CHANGE						
	A.	Did this firm experience any acquisitions, sales, mergers, and/or dives	titures	s in 20	18?			
		Yes						
		□ No - <i>Go to</i> 4						
	D	Which of the following organizational changes occurred in 2018?						
		Check all that apply. If more than one organizational change occurred during	the rep	orting	period,	explai	n in 🕡.	
			·		Month	Day	Year	
		Acquisition Date of organizational change		. 0018				
		☐ Sale		. 0018				
		Merger 5 to a data it a data in a da						
		Enter detailed information below?						
		Divestiture						
		0017 Name of company		0019 EI	N (9 dig	its)		
				, ,	-			
		Address (Number and street, P.O. Box, etc.)						
		City, town, village, etc.	State	ZIP Co	de			
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riii	SA-51114A (DRAFT)					
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please remonths of data for the 2018 calendar year.	port for the	e fiscal ye	ar that i	ncludes	at least s
	What time period is covered by the data provided in this report?				201	8
				I	Beginnin	g Date
	Calendar year			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		0007	7	'	
	- Hoods of partial your Hoport sognithing and chang dates in it				Ending	Date
				Month	T	Year
			0008	3		
)	Not Applicable.					
)	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	• Report gross billings, except where noted elsewhere on the form.					
	Dues and assessments from members and affiliates.					
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the 	ha nariada :	that this f	firm one	rotod the	
	locations.	ne perious	נוומנ נוווס ו	iiiii ope	rated the	,
	• Revenue from services performed by domestic locations of foreign pare	ent firms, su	ubsidiarie	s, branc	hes, etc.	
	Revenues from electronic sources.					
	Exclude:					
	• Transfers made within the company.					
	Taxes collected directly from customers or clients and paid directly to a					
	 Rents from and revenue of separately operated departments, concessio Commissions from vending machine operators. 	ns, etc., wh	ich are le	eased to	others.	
	· · · · · · · · · · · · · · · · · · ·					
		cida tha 50	ctates D	ictrict of	f Columb	via IIC
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., out Commonwealth Territories, or U.S. possessions). 	side the 50	states, D	istrict of	f Columb	oia, U.S.
	Commonwealth Territories, or U.S. possessions).					oia, U.S.
	Commonwealth Territories, or U.S. possessions).	side the 50 Mark "X" if None			f Columb 2018 Thou.	Dol
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Form **SA-51114A** (DRAFT)

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INVENTORIES AT END OF YEAR

Report inventories at end of year at cost or market value using generally accepted accounting principles.

Include:

Inventory held in Foreign Trade Zones or in bond warehouses in the United States.

A.	Did this firm own inventories,	regardless of where	held, at the	end of 2018	3 (or the p	period for
	which you are reporting)?	_			Ī	

	Yes
6043	
	No - Go to 1

В.	What was the value of the inventories owned by this firm or
	December 31 in 2018?

1. Finished goods .															1751	
2. Work-in-process															1752	
3. Materials, supplie	s, f	ue	l, (et	c.										1753	+

2. Work-in-process				
3. Materials, supplies, fuel, etc				
I. TOTAL BOOK VALUE				
Sum of lines 1 through 3				



13 EXPORT REVENUE

An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

В.

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports	A. Did	the revenue	reported in	6 include	any revenue	from exports
---	--------	-------------	-------------	-----------	-------------	--------------

0009	Yes
	No - Go to 🔼

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
. What was this firm's revenue from exports in 2018?				



14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

	Mark "X"				
	if None	\$ Bil.	Mil.	Thou.	Dol
ersonnel Costs					
• Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 18	321		1 1		
Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions	322				
Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	323				
expensed equipment, materials, parts, and supplies (not for esale) - Include expensed computer hardware and other equipment e.g., copiers, fax machines, telephones, shop and lab equipment, PUs, monitors). Include materials and supplies used in providing ervices to others; materials and parts used in repairs; office and initorial supplies; small tools; containers and other packaging naterials; and motor fuels. Report packaged software in line 3a and eased and rented equipment in line 4b	360				
xpensed Purchased Services					
Expensed purchases of software - 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 18	326		1 1		
Purchased printing services - Purchased or contracted printing services	103				

Form	SA-5	1114A	(DRAFT)
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14 OPERATING EXPENSES - Continued

		Mark "X"		20	018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	11 🔲			1 1	1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
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5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b					
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CONTACT	NFORMATI	ON								
Name of pers	on to contact	regarding t	his report (Please p	rint)	Title				
	Area code		Number		Extensio	n		Area code	Numbei	r
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E-mail addres	S					Website	e address			



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-51114E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ I	Bil.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



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No	ot Applicable.						
	ALES, RECEIPTS, OR REVENUE						
	hat were the revenues for this firm in 2018?						
	clude:						
	Report gross billings, except where noted elsewhere on the form.						
	Dues and assessments from members and affiliates.						
	Amounts received for work subcontracted to others.						
• F	or locations that were sold or acquired during a year, only report for	or the pe	eriods t	hat this	firm ope	rated th	е
le	ocations.						
	Revenue from services performed by domestic locations of foreign p Revenues from electronic sources.	parent fi	ırms, su	bsidiarie	es, branc	hes, etc	•
	clude:						
	ransfers made within the company.						
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	axes collected directly from customers or clients and paid directly t						
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Di a. b. TCO	Rents from and revenue of separately operated departments, concest commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., commonwealth Territories, or U.S. possessions). Prectories, Databases, and Other Collections of Information Subscriptions and sales - Subscriptions and sales of directories (e.g., telephone, business, trade, municipal, city directories). Subscriptions and sales of databases and other collections of information in which the primary content is something other than contact information Advertising space - Advertising from directories (e.g., telephone, business, trade, municipal, city directories). Advertising from databases and other collections of information in which the primary content is something other than contact information Ther Operating Revenue Rental or sale of mailing lists - Lists of names and addresses of individuals or businesses All other operating revenue - Revenue not reported in lines 1a through 2a. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below That Operating Revenue Potal Operating Revenue Rental or sale of mailing lists - Lists of names and addresses of individuals or businesses All other operating revenue - Revenue not reported in lines 1a through 2b.	outside N i 6129 . 6130	etc., whi the 50 Mark "X"	states, D	eased to	others. f Colum	
Di a. b. TC Su	Rents from and revenue of separately operated departments, concest commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., commonwealth Territories, or U.S. possessions). Prectories, Databases, and Other Collections of Information Subscriptions and sales - Subscriptions and sales of directories (e.g., telephone, business, trade, municipal, city directories). Subscriptions and sales of databases and other collections of information in which the primary content is something other than contact information Advertising space - Advertising from directories (e.g., telephone, business, trade, municipal, city directories). Advertising from databases and other collections of information in which the primary content is something other than contact information Ther Operating Revenue Rental or sale of mailing lists - Lists of names and addresses of individuals or businesses All other operating revenue - Revenue not reported in lines 1a through 2a. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below That Operating Revenue Potal Operating Revenue Rental or sale of mailing lists - Lists of names and addresses of individuals or businesses All other operating revenue - Revenue not reported in lines 1a through 2b.	outside N i 6129 . 6130	etc., whi the 50 Mark "X"	states, D	eased to	others. f Colum	
Di a. b. TC Su	Rents from and revenue of separately operated departments, concest commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., commonwealth Territories, or U.S. possessions). Prectories, Databases, and Other Collections of Information Subscriptions and sales - Subscriptions and sales of directories (e.g., telephone, business, trade, municipal, city directories). Subscriptions and sales of databases and other collections of information in which the primary content is something other than contact information Advertising space - Advertising from directories (e.g., telephone, business, trade, municipal, city directories). Advertising from databases and other collections of information in which the primary content is something other than contact information Ther Operating Revenue Rental or sale of mailing lists - Lists of names and addresses of individuals or businesses All other operating revenue - Revenue not reported in lines 1a through 2a. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below That Operating Revenue Potal Operating Revenue Rental or sale of mailing lists - Lists of names and addresses of individuals or businesses All other operating revenue - Revenue not reported in lines 1a through 2b.	outside N i 6129 . 6130	etc., whi the 50 Mark "X"	states, D	eased to	others. f Colum	

orn	ı SA-5	1114E	(DRAFT)															Р	age
8	REVE	NUES FR	OM ELEC	TRONIC	SOURC	CES													
	A. Did	d this fir bile app	m have a	ny reven in 2018?	ues fro	m custoi	mers ei	nterin	g orde	ers d	irect	ly or	n the	firm	's web	sites	s or		
	0040	Ye	S																
		□ No	,																
	B. Did mo	d this fir bile app	m have a	ny reven in 2018?	ues fro	m custoi	mers ei	nterin	g orde	ers d	irect	ly or	n thir	d-pai	rty we	bsite	es o	r	
	0041	Ye	S																
		□ No	,																
			m have a							ers vi	ia an	y ot	her e	lectr	onic s	yster	ns		
	0042	Ye	S																
		□ No	,																
			l 2018 re							2	2018					Γ		2018	8
	tha	at was fr	the dollar om the re	evenues	identifi	ed in Ö)	\$ Bil.	M	il.	The	ou.	D	ol.			ı	Perce	nt
			Please pes are no				2500			'				'	OR	2501			9/
9			EVENUE			_										_			
	How r	nuch of ted in 6 ,	the direct , lines 1a	tories, da and 1b,	atabase is recei	es, and o ved fron	ther co n the fo	ollectio	ons of ng cat	i into tegoi	ormat ries?	tion	reve	nue				2018 Perce	
			t ories, da ollections d										•		ses,	136			9
	dat	abases, a	ctories, dand other o	collections	s of info	rmation p	oublishe	ed onli	ne							137			9
	dat	abases, a	ia directo and other d line (e.g., 0	collections	s of info	rmation p	oublishe	ed on a	ny phy	ysical	I med	lium	other	than		138 +			9
																	1	00	9
10	and 1	Not Ap	oplicable.																



Form SA-51114E (DRAFT)

INVENTORIES AT END OF YEAR

Report inventories at end of year at cost or market value using generally accepted accounting principles.

Include:

Inventory held in Foreign Trade Zones or in bond warehouses in the United States.

A.	Did this firm own inventories,	regardless of where	held, at the	end of 2018	3 (or the p	period for
	which you are reporting)?	_			Ī	

	Yes
6043	
	No - Go to 📵

В.	What was	the	value	of ·	the	inventories	owned	by	this	firm	on
	December	31	in 201	8?				_			

1. Finished goods .	٠		٠		٠	٠	٠	٠	٠		٠	٠	٠	٠	٠	٠	1751
2. Work-in-process																	1752

3.	Materials, supplies, fuel, e	tc									1753	
_												

IOTAL BOOK VALUE											
Sum of lines 1 through 3											175

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
	'			
!				
	'			
+				



13 EXPORT REVENUE

An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

- Services provided to domestic subsidiaries of foreign firms.
- A. Did the revenue reported in 6 include any revenue from exports?

0009	Yes
0003	No - Go to 1

В.	What was this firm's revenue from exports in 2018?					. 210	0

	2018								
\$ Bil.	Mil.	Thou.	Dol.						

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X"	2018						
	if None	\$ Bil.	Mil.	Thou.	Dol			
Personnel Costs								
wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821		1 1					
Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822							
Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823							
expensed equipment, materials, parts, and supplies (not for esale) - Include expensed computer hardware and other equipment e.g., copiers, fax machines, telephones, shop and lab equipment, EPUs, monitors). Include materials and supplies used in providing ervices to others; materials and parts used in repairs; office and enitorial supplies; small tools; containers and other packaging naterials; and motor fuels. Report packaged software in line 3a and eased and rented equipment in line 4b.	1860							
xpensed Purchased Services								
Expensed purchases of software - 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	1826		1 1					
Purchased printing services - Purchased or contracted printing services	6003							

4 0	DEDATING EVDENCES Continued					
	PERATING EXPENSES - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
C	ther Operating Expenses					
	Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease					
L	agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	331				
D	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		379		1 1		
		379				+
	OTAL OPERATING EXPENSES		'	1 1		'
	tum of lines 1a through 4b	900				

18

CONTACT INFORMATION

Telephone

Area code

Name of person to contact regarding this report (Please print)

Number

Extension

Title

Area code

Fax

Number

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE

Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51118A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** Any significant change in this firm's operations should be noted in ①. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 1030280456 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and

- Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A. MAILING ADDRESS
	Is this firm's name and mailing address the same a

as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above

Form SA-51118A (DRAFT)

1 B. SURVEY COVERAGE

Did this firm provide the business activities described below?

O001 Yes No - Specin	fy this firm's	's business	activity 🍞								
2 Not Applicable.											
3 ORGANIZATIONAL CI A. Did this firm exper						4:4	a im 20	1407			
Yes No - Go to B. Which of the follow Check all that apply.	❹ wing orgar	nizational	changes (occurred	in 2018?				l, explai	in in Œ) .
☐ Acquisition								Month	Day	Ye	ear
Sale		of organiza	ational cha	nge			. 0018		'	<u>'</u>	
0091 Merger Divestiture	Enter) r detailed ir	nformation	below 7							
0017 Name of compan	У						0019 EI	IN (9 di	gits)	l I	
								-			
Address (Number and	street, P.O. E	Box, etc.)									
0:4 4 311						0	710.0				
City, town, village, etc.						State	ZIP Co		1		

	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	r that ir	ncludes a	nt least six
	What time period is covered by the data provided in this report?		2018	3
	The same provided in the same provided in the same same same same same same same sam	В	eginning	
	Calendar year	Month	Day	Year
	0006			
	Fiscal or partial year - Report beginning and ending dates			
			Ending I	
		Month	Day	Year
	8000			
5	Not Applicable.			
	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	Allowances for cash and other discounts.			
	• Report gross billings, except where noted elsewhere on the form.			
	Dues and assessments from members and affiliates.			
	Amounts received for work subcontracted to others.			
	• For locations that were sold or acquired during a year, only report for the periods that this fir	m oper	ated the	
	locations.	laa .a a la		
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. 	brancr	ies, etc.	
	Exclude: • Transfers made within the company.			
	 Taxes collected directly from customers or clients and paid directly to a local, state, or federa 	I tax ao	ency	
	• Rents from and revenue of separately operated departments, concessions, etc., which are least	_		
	Commissions from vending machine operators.			
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis	trict of	Columbi	a, U.S.
	Commonwealth Territories, or U.S. possessions).			
	A. J. 1980	2	018	
	Mark "X"		010	
	16.41	Mil.	Thou.	Dol.
	if None \$Bil.			Dol.
	Greeting cards - Greeting cards published on paper or the Internet 6141			Dol.
	Greeting cards - Greeting cards published on paper or the Internet All other operating revenue - Revenue not reported in line 1. If			Dol.
	Greeting cards - Greeting cards published on paper or the Internet 6141			Dol.
•	Greeting cards - Greeting cards published on paper or the Internet All other operating revenue - Revenue not reported in line 1. If this item is greater than 20% of the total operating revenue,			Dol.
	Greeting cards - Greeting cards published on paper or the Internet All other operating revenue - Revenue not reported in line 1. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below			Dol.
•	Greeting cards - Greeting cards published on paper or the Internet All other operating revenue - Revenue not reported in line 1. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below			Dol.
	Greeting cards - Greeting cards published on paper or the Internet All other operating revenue - Revenue not reported in line 1. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE			Dol.
	Greeting cards - Greeting cards published on paper or the Internet All other operating revenue - Revenue not reported in line 1. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1 and 2			Dol.
	Greeting cards - Greeting cards published on paper or the Internet All other operating revenue - Revenue not reported in line 1. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE			Dol.
	Greeting cards - Greeting cards published on paper or the Internet All other operating revenue - Revenue not reported in line 1. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below TOTAL OPERATING REVENUE Sum of lines 1 and 2			Dol.

Α.			renues from customers e	ntering	oraers c	directly o	n the f	irm's v	vebsites o	r
	mobile	applications in 20	18?							
		Yes								
	0040									
		No								
В.	Did this mobile	s firm have any rev applications in 20	venues from customers e 18?	ntering	orders o	directly o	n third	l-party	websites	or
		Yes								
	0041									
		No								
C.	Did this	s firm have any rev s private networks	renues from customers e s, dedicated lines, etc.) in	ntering 2018?	orders v	via any o	ther el	ectroni	c systems	;
		Yes								
	0042	100								
		No								
D.	Of the	total 2018 revenue	es reported in 6 , int (or percentage)			2018				2018
	that wa	s from the revenue	es identified in	\$ Bil.	Mil.	Thou.	Do	l.		Percent
	A-C abo	ove? Please provide igures are not avai	e an estimate if lable					0	R 2501	,
									2001	
-11	Not A	oplicable.								
IN	VENTOF	RIES AT END OF YE	EAR							
Re	port inve		EAR ar at cost or market value us	sing ger	nerally acc	cepted ac	counting	g princip	oles.	
Re _l	port inve	ntories at end of yea	ar at cost or market value us				counting	g princip	oles.	
Re _l	port inve	ntories at end of yea					counting	g princip	oles.	
Rep Inc	port invectude: nventory Did thi	ntories at end of yea	ar at cost or market value us le Zones or in bond wareho pries, regardless of where	uses in	the Unite	d States.				
Rep Inc	port invectude: nventory Did thi	ntories at end of yea held in Foreign Trad s firm own invento	ar at cost or market value us le Zones or in bond wareho pries, regardless of where	uses in	the Unite	d States.				
Rep Inc	port invectude: nventory Did thi	ntories at end of year held in Foreign Trad s firm own invento you are reporting)? Yes	ar at cost or market value us le Zones or in bond wareho pries, regardless of where	uses in	the Unite	d States.				
Rep Inc	port invections clude: nventory Did thi which	ntories at end of year held in Foreign Trad s firm own invento you are reporting)?	ar at cost or market value us le Zones or in bond wareho pries, regardless of where	uses in	the Unite	d States.				
Replace Inc.	port inversellation inventory Did this which 1000000000000000000000000000000000000	held in Foreign Trades firm own inventoryou are reporting)? Yes No - Go to (3)	ar at cost or market value us le Zones or in bond wareho pries, regardless of where	uses in	the Unite	d States.	8 (or ti	ne perio	od for 2018	
Replace Inc.	port inversellation inventory Did this which 1000000000000000000000000000000000000	held in Foreign Trades firm own inventoryou are reporting)? Yes No - Go to (3)	ar at cost or market value us le Zones or in bond wareho pries, regardless of where	uses in	the Unite	d States.			od for	Dol.
Replace Inc.	port inversely provided inventory Did this which 1000000000000000000000000000000000000	held in Foreign Trades firm own inventoryou are reporting)? Yes No - Go to (3) yas the value of the ber 31 in 2018?	ar at cost or market value us le Zones or in bond wareho pries, regardless of where	e held,	the Unite at the en	d States.	8 (or ti	ne perio	od for 2018	Dol.
Replace Inc. Inc. Inc. Inc.	Did thi which 6043 What w Decem 1. Finis	held in Foreign Trades firm own inventoryou are reporting)? Yes No - Go to 3 ras the value of the ber 31 in 2018?	er at cost or market value us de Zones or in bond warehouse, regardless of where entires, retained by the inventories owned by the control of	held,	the Unite at the en	d States. d of 201	8 (or ti	ne perio	od for 2018	Dol.
Replace Inc. Inc. Inc. Inc.	Did thi which 6043 What w Decem 1. Finis	held in Foreign Trades firm own inventoryou are reporting)? Yes No - Go to 3 ras the value of the ber 31 in 2018?	ar at cost or market value us le Zones or in bond wareho pries, regardless of where	held,	the Unite at the en	d States. d of 201	8 (or ti	ne perio	od for 2018	Dol.
Replace Incompared A.	Did thi which 6043 What w Decem 1. Finis 2. Wor	held in Foreign Trades firm own inventoryou are reporting)? Yes No - Go to 3 ras the value of the ber 31 in 2018? shed goods	er at cost or market value us de Zones or in bond warehouse, regardless of where entires, regardless of where entires owned by the inventories owned by the second	his firm	the Unite at the en	d States. d of 201	8 (or ti	ne perio	od for 2018	Dol.
Replace Income A.	Did thi which 6043 What w Decem 1. Finis 2. Wor	held in Foreign Trades firm own inventoryou are reporting)? Yes No - Go to 3 ras the value of the ber 31 in 2018? shed goods	er at cost or market value us de Zones or in bond warehouse, regardless of where entires, retained by the inventories owned by the control of	his firm	the Unite at the en	d States. d of 201	8 (or ti	ne perio	od for 2018	Dol.
Reince • Inc	Did thi which 6043 What w Decem 1. Finis 2. Wor 3. Mat 4. TOT	held in Foreign Trads firm own inventoryou are reporting)? Yes No - Go to (2) ras the value of the ber 31 in 2018? shed goods	e inventories owned by the	his firm	the Unite at the en	d States. d of 201 . 1751 . 1752 . 1753 +	8 (or ti	ne perio	od for 2018	Dol.
Reino Inc.	Did thi which 6043 What w Decem 1. Finis 2. Wor 3. Mat 4. TOT	held in Foreign Trades firm own inventory are reporting)? Yes No - Go to res the value of the ber 31 in 2018? Shed goods	e inventories owned by the	his firm	the Unite at the en	d States. d of 201 . 1751 . 1752 . 1753 +	8 (or ti	ne perio	od for 2018	Dol.
Reino Inc.	Did thi which 6043 What w Decem 1. Finis 2. Wor 3. Mat 4. TOT	held in Foreign Trades firm own inventory are reporting)? Yes No - Go to res the value of the ber 31 in 2018? Shed goods	e inventories owned by the	his firm	the Unite at the en	d States. d of 201 . 1751 . 1752 . 1753 +	8 (or ti	ne perio	od for 2018	Dol.
Reino Inc.	Did thi which 6043 What w Decem 1. Finis 2. Wor 3. Mat 4. TOT	held in Foreign Trades firm own inventory are reporting)? Yes No - Go to res the value of the ber 31 in 2018? Shed goods	e inventories owned by the	his firm	the Unite at the en	d States. d of 201 . 1751 . 1752 . 1753 +	8 (or ti	ne perio	od for 2018	Dol.
Reino Inc.	Did thi which 6043 What w Decem 1. Finis 2. Wor 3. Mat 4. TOT	held in Foreign Trades firm own inventory are reporting)? Yes No - Go to res the value of the ber 31 in 2018? Shed goods	e inventories owned by the	his firm	the Unite at the en	d States. d of 201 . 1751 . 1752 . 1753 +	8 (or ti	ne perio	od for 2018	Dol.

2018

Thou.

Dol.

Mil.



An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

· Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	No - Go to 🖸

	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

• Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages	1821
LEmployer's cost for fringe benefits - 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	

CONTINUE WITH 14 ON PAGE 6

insurance programs, life insurance benefits, Medicare). Exclude

	Mark "X" if None	\$ Bil.	Mil.		
1. Personnel Costs - Continued c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services 2. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b. 3. Expensed Purchased Services a. Expensed Purchases of software - 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 b. Purchased printing services - Purchased or contracted printing services 4. Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible asset sotained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7			N/I:1		
1. Personnel Costs - Continued c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	if None	\$ Bil.	N /1:1	2018	
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services			IVIII.	Thou.	Dol.
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b					
a. Expensed Purchases of software - 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					
a. Expensed purchases of software - 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					
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 . 1826 b. Purchased printing services - Purchased or contracted printing services					
4. Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					
 4. Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment		,	' '		
 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					
not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4b					
5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4b					
5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4b					
Sum of lines 1a through 4b					
15 and 16 Not Applicable.					

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3	CONTACT IN	FORMATIO	N									
				nis renort //	Please n	rint)	Title					
	CONTACT IN Name of persor			nis report (i	Please pi	rint)	Title					
				nis report (Please pr	rint)	Title					
			egarding th	nis report (i	Please pr	rint) Extension	Title		Area code		Number	
		n to contact re	egarding th	Number	Please pr		Title	Fax	Area code			
	Name of persor	n to contact re	egarding th		Please pr		Title	Fax	Area code		Number -	
	Name of persor	n to contact re	egarding th	Number	Please pr		Title Website ac		Area code			
	Name of person Telephone	n to contact re	egarding th	Number	Please pr				Area code			
	Name of person Telephone	n to contact re	egarding th	Number	'Please pi				Area code			



2018 ANNUAL SERVICES REPORT

Due Date					
Need help or have questions?					
Call 1-877-787-9860, option "1"					
(8:00 a.m 5:00 p.m. ET, M-F) or Visit					
https://www.census.gov/programs- surveys/sas/information.html					
COUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 82 authorizes this collection. Sections 224 and 225 require your esponse. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your esponses only to produce statistics. The Census Bureau is not permitted oo publicly release your responses in a way that could identify your outsiness, organization, or institution. For the Federal Cybersecurity inhancement Act of 2015, your data are protected from cybersecurity isks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Studget (OMB). The eight-digit OMB appears at the upper right of this page. Without this approval, we could not conduct this survey.	s survey should be completed onl	ine at:			
https://portal.census.gov Authentication Code:		https://www		/ Survey R gov/progra	lesults: ms-surveys/sas.html
	GENERAL INSTRU	CTIONS			
Throughout this survey, a area or the new EIN that winclude data for the EIN re	any reference to "this firm" is referring was provided as a response in 2 . Any	g to the EIN that i	s printed i d to "this f	in the mail irm" shoul	ing address d only
	in this firm's operations should be no	ted in 17			
, 0	or acquired in 2018, report data only	_	establishr	ments were	e operated by
	e if book figures are not available.				
• Enter "0" where applicab					
· · · · · · · · · · · · · · · · · · ·	r two or more detailed lines.				
 Report data on an accru 	ial basis, except for payroll.	\$ Bil. Mil.	Thou.	Dol.	
 Figures should be round 				11 - 1	
• If a figure is \$1,030,280,4	456 it should be reported as	1030	280	456	
Include:					
Data for all Services esta Construction operations	ablishments (excluding data for Retail b) operating under the EIN printed in t	, Wholesale, Manu ne mailing address	ufacturing, s area.	Mining, a	nd
 Data for auxiliary facilities 	les primarily engaged in supporting se strative offices, and repair services.	_		nt(s) such a	as warehouses,
1 A. MAILING ADDRESS					
Is this firm's name and	d mailing address the same as shown	in the mailing add	dress abov	/e?	
Ves					
_	orrections in the mailing address abov	re			

B. SURVEY COVERAGE

Yes

0001

	0002	
	2 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)	
	Does this firm report payroll under EIN	
	No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	N (9 digi
	3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in Yes No - Go to 4	2018?
	B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporti	ng perio
4	Date of organizational change	18
027	0017 Name of company 0019	EIN (9
51118024	With the or company	-
2	Address (Number and street, P.O. Box, etc.)	
	City, town, village, etc.	Code

Did this firm provide the business activities described below?

No - Specify this firm's business activity

					Pa	
	EINI /O	digits)				
	LIIV (3	- uigits/				Τ
. 0015		Month			Year	
		IVIOITIII	Day		rear	1
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	orting	18?	explai	n in	① .	
	orting	18? period, Month	<i>explai</i> Day	in in	① .	
	orting	18?	<i>explai</i> Day	in in	① .	
	orting	18? period, Month	<i>explai</i> Day	n in	① .	
	orting	18? period, Month	<i>explai</i> Day	n in	① .	
the rep	orting . 0018	period, Month	<i>explai</i> Day	in in	① .	
	orting	period, Month	<i>explai</i> Day	n in	① .	

orm	1 SA-5	51118E (DRAFT)						Page 3
4	REPO	PRTING PERIOD						
	NOTE month	: Calendar year data are preferred. If they are unavailable, pleases of data for the 2018 calendar year.	se repo	ort for the	fiscal yea	ar that in	ncludes	at least six
		time period is covered by the data provided in this report	t?				201	18
	_					Е	Beginnir	g Date
	0006	Calendar year				Month	Day	Year
		Fiscal or partial year - Report beginning and ending dates .			0007			_
						B.4. (1	Ending	
						Month	Day	Year
					8000			
5	Not A	pplicable.						
6	SALE	S, RECEIPTS, OR REVENUE						
	What	were the revenues for this firm in 2018?						
	Inclu	de:						
		wances for cash and other discounts.						
		ort gross billings, except where noted elsewhere on the form.						
		s and assessments from members and affiliates. Sounts received for work subcontracted to others.						
		locations that were sold or acquired during a year, only report	for the	neriods t	hat this fi	rm oner	ated th	Δ
		tions.	or the	perious t	nat tins n	тт орсі	atoa tii	C
		enue from services performed by domestic locations of foreign enues from electronic sources.	parent	firms, su	bsidiaries	, branch	nes, etc	
	Exclu	de:						
	• Tran	sfers made within the company.						
		es collected directly from customers or clients and paid directly				-		
		ts from and revenue of separately operated departments, conce	ssions	, etc., whi	ich are lea	sed to	others.	
	• Reve	missions from vending machine operators. enue of foreign subsidiaries (those located outside the U.S., i.e. nmonwealth Territories, or U.S. possessions).	, outsid	de the 50	states, Di	strict of	Columi	oia, U.S.
				Mark "X"		2	2018	
				if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Greet	ting cards - Greeting cards published on paper or the Internet	6141			1 1		
2.		ther operating revenue - Revenue not reported in line 1. If	0141					
	this it	tem is greater than 20% of the total operating revenue, fy the primary source of the revenue below 7						
			1799					
3.	ΤΟΤΔ	L OPERATING REVENUE	1799					
О.		of lines 1 and 2	. 1800					
7	Not A	pplicable.						

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Form SA-51118E (DRAFT)				Page 4
8 REVENUES FROM ELECTRONIC SOURCES				
A. Did this firm have any revenues from customers e mobile applications in 2018?	ntering orders direct	ly on the fir	n's website	s or
O040 Yes				
□ No				
B. Did this firm have any revenues from customers e mobile applications in 2018?	ntering orders direct	ly on third-p	arty websit	es or
□ Yes				
□ No				
C. Did this firm have any revenues from customers e (such as private networks, dedicated lines, etc.) in	ntering orders via an 2018?	y other elec	tronic syste	ms
☐ Yes				
□ No				
D. Of the total 2018 revenues reported in ③ ,			_	2212
what was the dollar amount (or percentage)	2018 \$ Bil. Mil. The	ou. Dol.	_	2018 Percent
that was from the revenues identified in A-C above? Please provide an estimate if	Ψ Βιι. Ινιι. Ι	ou. Doi.	-	
exact figures are not available			OR ₂₅₀₁	%
9-11 Not Applicable.				
12 INVENTORIES AT END OF YEAR				
Report inventories at end of year at cost or market value us	sing generally accepted	accounting p	rinciples.	
Include:		,		
Inventory held in Foreign Trade Zones or in bond wareho	uses in the United Stat	es.		
A. Did this firm own inventories, regardless of where which you are reporting)?	held, at the end of 2	2018 (or the	period for	
☐ Yes				
6043 No - <i>Go to</i> 13				
B. What was the value of the inventories owned by the	aia firma am		2018	
December 31 in 2018?	ns tirm on	\$ Bil.	Mil. Thou	ı. Dol.
1. Finished goods	1751			
2. Work-in-process				
2. work-in-process	1752			
3. Materials, supplies, fuel, etc.	1753	+		
4. TOTAL BOOK VALUE Sum of lines 1 through 3	175/			
cum or mics r imagno				

a



An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

0009	No - Go	to 🜃

	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

ersonnel Costs	
Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821	
Employer's cost for fringe benefits - 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:	

Mark "X" if None

\$ Bil.

and single service plans (e.g., dental, vision, prescription drug	s);
premium equivalents for self-insured plans and fees paid to	
third-party administrators (TPAs); defined benefit pension plan	s;
defined contribution plans (e.g., profit sharing, 401K, stock opt	ion
plans); and other fringe benefits (e.g., Social Security, workers	•
compensation insurance, unemployment tax, state disability	
insurance programs, life insurance benefits, Medicare). Excluding	le

2018

Thou.

Dol.

Mil.

OPERATING EXPENSES - Continued

Form	SA-51118E	(DRAFT)					Page 7	
			ce to explain any	significant yea	r-to-year changes, t	o clarify responses	s, or indicate where	
18	Name of perso		a this report (Place)	nrint)	Title			
	ivame of perso	n to contact regardin	g uns report (<i>Please</i>	: print)	Title			
		Area code	Number	Extension		Area code		
	Telephone	Area code		EXTENSION	Fax	Area code		
	E maril and t		-		Website address		-	
	E-mail address				vveusite address			

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51119A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		Т	hοι	ı.	Dol.			
>		1	0	3	0	2	8	0	4	5	6	

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	M	AI	LI	NG	AD	DR	ES

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



Form SA-51119A (DRAFT)

1	В. \$	SURVE	Y CO	VERAGE	E																
	ı	Did this	s firm	provide	e th	ne busi	ness	activ	vities	s des	cribe	ed be	elow	?							
	C	0001	Yes No -	Specify	this	s firm's	busin	ness a	activit	ity y											
			0002																		
2	Not	Applica	able.																		
				IAL CU	A NIC	GE															
3				IAL CHA			<u>-</u>	- 141 -						I/a al:	41		- i 0	1403			
	А. І	Dia this	s tirm	experie	ence	e any a	acquis	SITIO	ns, s	saies,	mer	rgers	s, and	ı/or a	ivest	ture	s in Zu	718?			
		0016	Yes																		
	·		No -	Go to 4)																
				followi apply. If											ina th	o ror	ortina	norioo	Lovelai	n in C	Ð
	,	CHECK AI	II LIIAL	арріу. п) 	JIE IIIAII	i one c	oryar	IIIZati	iuiiai	Criari	ge o	ccurre	a uui	iiig ti	ie rep	orung				
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			Sale			Date c	of orga	aniza	ationa	al cha	nge						. 0018				
	C	0091	Sale		>	AND															
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		City, tow	راند مر	ago oto											c	State	ZIP Co	do			
		City, tow	VII, VIIIC	ige, etc.												otate	ZIF CC	ue			
																			-		

orn	1 SA	\-51°	119A (DRAFT)						Page 3
4	REF	PORT	TING PERIOD						
	NOT mor	TE: C	alendar year data are preferred. If they are unavailable, please of data for the 2018 calendar year.	e repo	ort for the	fiscal yea	r that i	ncludes	at least six
	Wha	at ti	me period is covered by the data provided in this report	?				20	18
							E	ng Date	
	0006	Ш	Calendar year				Month	Day	Year
	0006		Fiscal or partial year - Report beginning and ending dates .			0007			
								Ending	Date
							Month	Day	Year
						0008			
5	Not	Арр	licable.						
6	SAI	LES,	RECEIPTS, OR REVENUE						
			ere the revenues for this firm in 2018?						
	Incl	lude							
	• All	lowa	nces for cash and other discounts.						
	• Re	port	gross billings, except where noted elsewhere on the form.						
	• Du	ues a	nd assessments from members and affiliates.						
			nts received for work subcontracted to others.						
			ations that were sold or acquired during a year, only report for	or the	periods t	hat this fi	rm opei	rated th	е
		catio			firms on	haidia mia a	buonal		
			ue from services performed by domestic locations of foreign p ues from electronic sources.	arem	i iiiiiis, su	DSIGIATIES	, Dianci	ies, etc	
	Exc	lude):						
	• Tra	ansfe	ers made within the company.						
	• Ta	ixes	collected directly from customers or clients and paid directly t	o a lo	ocal, state	, or federa	al tax aç	gency.	
			from and revenue of separately operated departments, conces	sions	, etc., wh	ich are lea	sed to	others.	
			issions from vending machine operators.						
	• Re	evenu	ue of foreign subsidiaries (those located outside the U.S., i.e., onwealth Territories, or U.S. possessions).	outsi	de the 50	states, Di	strict of	Colum	bia, U.S.
	CC)	onwealth remitaties, or 0.3. possessions,.						
					Mark "X" if None	A D''		2018	5.1
_					ii ivone	\$ Bil.	Mil.	Thou	. Dol.
1.	pap	e ot er or	advertising space - Advertising from content published on the Internet	6151		1		1 1	
2.	AII	othe	er operating revenue - Revenue not reported in line 1. If						
	this spe	cify	m is greater than 20% of the total operating revenue, the primary source of the revenue below 7						
				1799					
3.			OPERATING REVENUE						
	Sun	n of	lines 1 and 2	. 1800					
7	Not	Арр	licable.						

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Form	5	A-51119A (DRAFT)			Page 4
8	RE	VENUES FROM ELECTRONIC SOURCES			
	A.	Did this firm have any revenues from customers entering orders directly mobile applications in 2018?	on the firm	ı's websites	or
		☐ Yes 0040			
		□ No			
	В.	Did this firm have any revenues from customers entering orders directly mobile applications in 2018?	on third-pa	rty website	s or
		O041 Yes			
	C	□ No Did this firm have any revenues from customers entering orders via any ord	other electi	ronic evetor	ne
	Ο.	(such as private networks, dedicated lines, etc.) in 2018?	other electi	onic system	113
		☐ Yes 0042			
		□ No			
	D.	Of the total 2018 revenues reported in 6,			2018
		what was the dollar amount (or percentage) that was from the revenues identified in \$Bil. Mil. Thou.	. Dol.	1	Percent
		A-C above? Please provide an estimate if		OB	%
		exact figures are not available		OR ₂₅₀₁	70
9	Œ	Not Applicable.			
12	IN	VENTORIES AT END OF YEAR			
	Re	port inventories at end of year at cost or market value using generally accepted a	ccounting pr	inciples.	
		elude:			
	•	nventory held in Foreign Trade Zones or in bond warehouses in the United States			
	A.	Did this firm own inventories, regardless of where held, at the end of 20 which you are reporting)?	18 (or the p	period for	
		Yes			
		6043 No - Go to 13			
				2018	
	В.	What was the value of the inventories owned by this firm on December 31 in 2018?	\$ Bil. M	lil. Thou	Dol.
		1. Finished goods			
		2. Work-in-process			
		3. Materials, supplies, fuel, etc			
		4. TOTAL BOOK VALUE			
		Sum of lines 1 through 3			
					-

2018

Thou.

Dol.

Mil.



An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	No - Go to 🖸

			-0.0	
	\$ Bil.	Mil.	Thou.	Dol.
	1			
. What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

R

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

• Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					
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, life insurance benefits, Medicare), Exclude		1 '		 	1

CONTINUE WITH 14 ON PAGE 6

CONT			DA	^
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Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	Mark "X" if None	\$ Bil.	Mil.	2018 Thou.	Dol
Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services		, =m			
Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					201
agencies for personnel. Include all charges for payroll, benefits, and services					
sale) - Include expensed computer hardware and other equipment g., copiers, fax machines, telephones, shop and lab equipment, Us, monitors). Include materials and supplies used in providing		, I			
nitorial supplies; small tools; containers and other packaging aterials; and motor fuels. Report packaged software in line 3a and ased and rented equipment in line 4b			1 1		
pensed Purchased Services					
Expensed purchases of software - 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 1826					
Purchased printing services - Purchased or contracted printing					
ther Operating Expenses					
Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment			1 1	1 1	
not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?					
1970					
OTAL OPERATING EXPENSES					
m of lines 1a through 4b		1	1 1		1
:1	Expensed Purchases of software - 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 . 1826 Purchased printing services - Purchased or contracted printing services	Expensed Purchases of software - 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	Expensed Purchased Services Expensed purchases of software - 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 . 1826 Purchased printing services - Purchased or contracted printing services	Expensed Purchases of software - 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 . 1826 Purchased printing services - Purchased or contracted printing services	Expensed Purchases of software - 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 . 1826 Purchased printing services - Purchased or contracted printing services

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	data were esti	nease use this	space to explain a	ny significant yea	ar-to-year changes,	to clarify responses,	or indicate where
8	CONTACT IN	IFORMATION					
			arding this report <i>(Ple</i>	ase print)	Title		
		Area code	Number	Extension		Area code	Number
	Telephone				Fax		_
	E-mail address				Website address		



2018 ANNUAL SERVICES REPORT

SA-51119E	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau	
is required by Section 9 of the same law to keep your information	
CONFIDENTIAL and can use your responses only to produce statistics.	
The Census Bureau is not permitted to publicly release your responses	
in a way that could identify your business, organization, or institution.	
Per the Federal Cybersecurity	
Enhancement Act of 2015, your data are protected from cybersecurity	
risks through screening of the systems that transmit your data.	
This collection has been approved by the Office of Management and	
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and	
appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
https://portal.census.gov Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	CENERAL INCERNICATIONS
Throughout this survey, a	GENERAL INSTRUCTIONS Iny reference to "this firm" is referring to the EIN that is printed in the mailing address
area or the new EIN that include data for the EIN re	was provided as a response in 2. Any responses related to "this firm" should only
, ,	in this firm's operations should be noted in 😈.
this firm.	or acquired in 2018, report data only for the period the establishments were operated by
The state of the s	e if book figures are not available.
Enter "0" where applicate Do not combine data for	r two or more detailed lines.
	ral basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	ded to the pearest dollar
• If a figure is \$1,030,280,4	456 it should be reported as ———————————————————————————————————
Include:	
Data for all Services esta Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) operating under the EIN printed in the mailing address area.
the state of the s	es primarily engaged in supporting services to those establishment(s) such as warehouses,
garages, central adminis	strative offices, and repair services.
1 A. MAILING ADDRESS	
	d mailing address the same as shown in the mailing address above?
Yes	
0035	presetions in the mailing address shows
□ INO - EIITEF CO	prrections in the mailing address above

Did this firm provide the business activities described below?	?
Yes	
0001	
No - Specify this firm's business activity	
0002	
EDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)	
oes this firm report payroll under EIN	
Yes	50. (0. 0. 0.)
No - Enter current 9-digit EIN AND date payroll was first	EIN (9 digits)
reported for this EIN	
	Month Day Year
	0000
	0088
RGANIZATIONAL CHANGE	
. Did this firm experience any acquisitions, sales, mergers, and	d/or divestitures in 2018?
Ves Yes	
0016	
No - <i>Go to</i> 4	
No - Go to 4	2402
. Which of the following organizational changes occurred in 20	
	ed during the reporting period, explain in ①.
. Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurre Acquisition	ed during the reporting period, explain in 1. Month Day Year
. Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurre Acquisition Date of organizational change	ed during the reporting period, explain in 1. Month Day Year
Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurre Acquisition Date of organizational change AND	ed during the reporting period, explain in 1. Month Day Year
Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurre Acquisition Date of organizational change	ed during the reporting period, explain in 1. Month Day Year
Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurre Acquisition Date of organizational change AND Merger	ed during the reporting period, explain in 1. Month Day Year
Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurre Acquisition Date of organizational change AND Enter detailed information below?	Month Day Year
Check all that apply. If more than one organizational change occurred in 20 Check all that apply. If more than one organizational change occurred Acquisition Date of organizational change AND Enter detailed information below	ed during the reporting period, explain in 1. Month Day Year
Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurred Acquisition Sale AND Interdetailed information below Total Name of company	Month Day Year
Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurre Acquisition Date of organizational change AND Enter detailed information below?	Month Day Year
Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurred Acquisition Sale AND Interdetailed information below Total Name of company	Month Day Year
Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurred Acquisition Sale AND Interdetailed information below Total Name of company	Month Day Year
Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurred Acquisition Sale Merger Divestiture Date of organizational change AND Enter detailed information below Address (Number and street, P.O. Box, etc.)	Month Day Year Output Double EIN (9 digits)
Which of the following organizational changes occurred in 20 Check all that apply. If more than one organizational change occurred Acquisition Sale Merger Divestiture Date of organizational change AND Enter detailed information below Address (Number and street, P.O. Box, etc.)	Month Day Year Outs EIN (9 digits)

orn	ı SA	-51	119E (DRAFT)						Page 3
4	REP	ORI	TING PERIOD						
	NOT mon	E: C	Calendar year data are preferred. If they are unavailable, pleas of data for the 2018 calendar year.	e repo	ort for the	fiscal yea	ır that iı	ncludes	at least six
	Wha	at tii	me period is covered by the data provided in this repor	t?				201	18
							E	Beginnir	ıg Date
	0006	Ш	Calendar year				Month	Day	Year
	0000	П	Fiscal or partial year - Report beginning and ending dates .			0007	'	'	
			risear or partial year rieport beginning and chang dates .			0007		Ending	Date
							Month	Ī	Year
								1	
						8000			
5	Not	Арр	licable.						
6	SAL	.ES,	RECEIPTS, OR REVENUE						
	Wha	at w	ere the revenues for this firm in 2018?						
	Incl	ude							
	• All	owa	nces for cash and other discounts.						
	• Re	port	gross billings, except where noted elsewhere on the form.						
			and assessments from members and affiliates.						
			nts received for work subcontracted to others.						
	loc	catio							
			ue from services performed by domestic locations of foreign pures from electronic sources.	pareni	i iirms, su	bsidiaries	, branci	ies, etc	•
	Exc	lude	: :						
	• Tra	ansfe	ers made within the company.						
			collected directly from customers or clients and paid directly				-		
			from and revenue of separately operated departments, concer-	ssions	, etc., wh	ich are lea	sed to	others.	
	• Re	venu	issions from vending machine operators. ue of foreign subsidiaries (those located outside the U.S., i.e., nonwealth Territories, or U.S. possessions).	outsi	de the 50	states, Dis	strict of	Colum	bia, U.S.
			,					2018	
					Mark "X" if None	\$ Bil.	Mil.	Thou	Dol.
1.	Sale	e of	advertising space - Advertising from content published on			Ψ Β	1	mod	5011
	pape	er or	the Internet	. 6151					
2.	this	iter	er operating revenue - Revenue not reported in line 1. If m is greater than 20% of the total operating revenue, the primary source of the revenue below 7						
							1 1	1 1	
				1799					
3.			OPERATING REVENUE						
	Sum	n of I	lines 1 and 2	. 1800					
7	Not	Арр	licable.						

SA-5	1119	DE (DRAFT)				Page 4
REVE	NUES	FROM ELECTRONIC SOURCES				
			on the	firm's	websites o	or
0040		Yes				
		No				
B. Did mo	l this bile	firm have any revenues from customers entering orders directly of applications in 2018?	on thir	d-party	y websites	or
0041		Yes				
		No				
C. Did (su	this	firm have any revenues from customers entering orders via any of private networks, dedicated lines, etc.) in 2018?	ther e	lectror	nic systems	5
0042		Yes				
		No				
D. Of	the t	otal 2018 revenues reported in 6,				2018
wh	at w	as the dollar amount (or percentage)	D	ol.		Percent
A-C	abo	ve? Please provide an estimate if			OR ₂₅₀₁	%
1 N	ot Ap	plicable.				
NVEN	ITOR	IES AT END OF YEAR				
Report	inve	ntories at end of year at cost or market value using generally accepted ac	countii	ng princ	ciples.	
	-	hald in Fansian Toods Zanaa an in hand wand been in the United Ctates				
			8 (or	the nev	ind for	
wh	ich y	ou are reporting)?	10) 01	tile per	100 101	
6042		Yes				
6043		No - Go to 🚯				
					2018	
			\$ Bil.	Mil.	Thou.	Dol.
1	Finis	hed goods	1			
2.	Worl	c-in-process				
3.	Mate	rials, supplies, fuel, etc				
	Sum	<i>of lines 1 through 3 </i>		100		
	0040 0040 0040 0041 C. Dick mo 0041 C. Dick mo 0042 D. Of whatha A-C exa a A-C	Did this mobile and an	Did this firm have any revenues from customers entering orders directly of mobile applications in 2018? Yes	EVENUES FROM ELECTRONIC SOURCES 1. Did this firm have any revenues from customers entering orders directly on the mobile applications in 2018? Yes	EVENUES FROM ELECTRONIC SOURCES Did this firm have any revenues from customers entering orders directly on the firm's mobile applications in 2018? Yes	EVENUES FROM ELECTRONIC SOURCES 1. Did this firm have any revenues from customers entering orders directly on the firm's websites of mobile applications in 2018? Yes

2018

Thou.

Dol.

Mil.

	EXPORT		
	EVECE		
	FXP()K	IKEV	
ш			LIVE

An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in @ include any revenue from exports?

	Yes
0009	No - Go to 🖸

	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

B

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

a. Gross annual payroll - Total an wages for all employees as repor Employer's Quarterly Federal Tax quarters that correspond to the s Employer's Annual Federal Tax R spread on stock options that are	ted on this firm's IRS Form 941, Return, line 5(c) for the four urvey period or IRS Form 944 eturn, line 4(c). Include the	. 1821		1 1	1		-
legally required programs and proceedings of the legally required programs and proceedings for and single service plans (e.g., despremium equivalents for self-insuthird-party administrators (TPAs); defined contribution plans (e.g., plans); and other fringe benefits compensation insurance, unemplated	ograms not required by law. hospital plans, medical plans, ntal, vision, prescription drugs); ared plans and fees paid to defined benefit pension plans; profit sharing, 401K, stock option (e.g., Social Security, workers)						

insurance programs, life insurance benefits, Medicare). Exclude

1. Personnel Costs - Continued

14 OPERATING EXPENSES - Continued

Dol.

2018

Thou.

Mil.

Mark "X" sil.

	C.	Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823			1	1		
2.	(e.c CP ser jan	pensed equipment, materials, parts, and supplies (not for sale) - Include expensed computer hardware and other equipment g., copiers, fax machines, telephones, shop and lab equipment, Us, monitors). Include materials and supplies used in providing vices to others; materials and parts used in repairs; office and itorial supplies; small tools; containers and other packaging terials; and motor fuels. Report packaged software in line 3a and sed and rented equipment in line 4b.							
3.	Ex	pensed Purchased Services							
		Expensed purchases of software - 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	. 1826		1 1				
		Purchased printing services - Purchased or contracted printing services	6003						
4.		her Operating Expenses							
		Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment		ı					
	b.	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?							
			1879						
5 .	то	TAL OPERATING EXPENSES	J						
	Su	m of lines 1a through 4b	1900						
•		Not Applicable.							

17	REMARKS - Please use this s data were estimated.	space to explain any	significant year	r-to-year changes, to	o clarify response	es, or indicate whe
	data were estimated.					
8						
	Name of person to contact regard	ding this report (Please	e print)	Title		
	Area code	Number	Extension		Area code	Number

	Area cod	е	Number								nsio	n		Are	ea c	ode	Number						
Telephone					-								Fax							_			
E-mail address													Website address										



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

E1120A

2018 ANNUAL SERVICES REPORT

SA-51120A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your response. The U.S. Census Bureau	
s required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your	
business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity	
risks through screening of the systems that transmit your data.	
This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we	
could not conduct this survey.	
	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
	GENERAL INSTRUCTIONS
 Any significant change i 	n this firm's operations should be noted in 😈.
 For establishments sold this firm. 	or acquired in 2018, report data only for the period the establishments were operated by
•	e if book figures are not available.
• Enter "0" where applicat	
	r two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	456 it should be reported as 1030280456
Include:	too it should be reported as
 Data for all Services esta 	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ①B.
 Data for auxiliary facilities 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	inative offices, and repair services.
	d mailing address the same as shown in the mailing address above?
	Thailing address the same as shown in the maining address above:
Ves Yes	
No - Enter co	prrections in the mailing address above

FORM SA-51120A (DRAFT)

U				provide	the b	usir	nes	ss a	ac	tiv	/itie	es (des	cri	bed	d b	elo	ow?	?														
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			0002																														
2	Not A	pplical	ble.																														
3				AL CHA																													
	A. Di	d this		experie	nce a	ny a	acq	luis	siti	ior	ns,	sal	les,	, m	erg	jers	s, a	and	l/or	div	/es	tituı	res	in	20)18	?						
	001	6	Yes																														
			No -	Go to 4																													
				followin																		.b		~ ##					mla	: :	æ		
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		Ш	Acqu	isition	D:	ate o	of o	oras	ani	izat	tion	nal i	cha	nae	2									. 00	110		I		T		I		
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	Ad	ddress ((Numb	er and stre	eet, P.	Э. Во	ox, e	etc.	.)																								
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Forn	n SA-51120A (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please rep	ort for the	fiscal yea	r that in	ncludes	at least six
	months of data for the 2018 calendar year.					
	What time period is covered by the data provided in this report?			<u> </u>	2018	
	Calendar year				eginning	
	0006			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		0007			
					Ending	Date
				Month	Day	Year
			8000			
5	Not Applicable.					
	**					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 					
	Amounts received for work subcontracted to others.					
	• For locations that were sold or acquired during a year, only report for the	periods t	that this fi	rm oper	ated the	
	locations.					
	Revenue from services performed by domestic locations of foreign paren Revenues from electronic sources.	t firms, su	ıbsidiaries	, branch	nes, etc.	
	• Revenues from electronic sources.					
	Exclude: • Transfers made within the company.					
	 Taxes collected directly from customers or clients and paid directly to a least or clients. 	ocal, state	or federa	al tax ac	iency.	
	Rents from and revenue of separately operated departments, concessions			-	•	
	Commissions from vending machine operators.					
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the U.S., outside the	de the 50	states, Di	strict of	Columb	ia, U.S.
	Commonwealth Territories, or U.S. possessions).					
		Mark "X" if None			2018	
4	System Coffware Bublishing	II INOITE	\$ Bil.	Mil.	Thou.	Dol.
1.	System Software Publishing a. Operating systems software - Low-level software which					
	handles the interface to peripheral hardware, schedules tasks,					
	allocate storage, or presents a default interface to the user when			1 1	<u> </u>	
	no application program is running. Include all client and network operating systems					
	b. Network software - Software that is used to control, monitor,					
	manage, or communicate with operating systems, networks,					
	network services, databases, storage and networked applications in an integrated and cooperative fashion across a network server					
	software, security and encryption software, or middleware 6162			1 1	1 1	1 1
	c. Database management software - Collection or suites of					
	software programs that enable storage, modification, and extraction of information from a database					
	d. Development tools and programming languages software					
	 Software used to assist in the development or authoring of 					
	computer programs. Include all program development tools and programming languages					
	e. Other systems software - All other systems software publishing					
	not reported in lines 1a through 1d			1 1	1 1	1 1
2.	Application Software Publishing					
	a. General business productivity and home use applications					
	 Software used for general business purposes to improve productivity, or in the home for entertainment, reference or 					
	educational purposes (e.g., office suite applications such as word					
	processors, spreadsheets, simple databases, graphics applications, project management software, computer-based training software,					
	games, reference, home education)				1 1	
	-					
	CONTINUE WITH 6 ON PAGE 4					
	CONTINUE WITH ON PAGE 4					

6 SALES, RECEIPTS, OR REVENUE - Continued

Application Software Publishing - Continued

b. Cross-industry application software - Software that is designed to perform or manage a specific business function or process that is not unique to a particular industry (e.g., professional accounting software, human resource management,

Dol.

2018

Thou.

Mil.

Mark "X" if None \$ Bil.

		customer relations management software, Geographic Information System software, webpage design software)			1 1				
	C.	Vertical market application software - Software that performs a wide range of business functions for a specific industry (e.g., manufacturing, retail, healthcare, engineering, restaurants) 6168							
	d.	Utilities application software - Small computer programs that perform a very specific task (e.g., compression programs, antivirus software, search engines, font, file viewers, voice recognition software). Utilities differ from other application software in terms of size, cost, and complexity				1 1			
	e.	Other application software - All other application software publishing not reported in lines 2a through 2d				+++	+	+	+
3.	Ot	ther Services							
		Custom application design and development - Design of							
		the structure and the writing of the computer code necessary to create and implement a software application. Include the customization and integration of packaged software 6171							
	b.	Information technology (IT) technical consulting services - Providing advice or expert opinion on technical matters related to the use of information technology (e.g., advice on matters such as hardware and software requirements and procurement, systems integration, and systems security; the provision of expert testimony on IT related issues). Exclude advice on issues related							
		to business strategy	. 📙						
		Re-sale of computer hardware and software - Retailing of computer hardware and software 6006							
	d.	Information Technology (IT) related training services - Providing training for the use of computer hardware, software, networks, or other IT related topics				1 1			
	e.	All other operating revenue - Revenue not reported in lines 1a through 3d. Include application service provisioning. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below							
							T		
		1799							
4.		OTAL OPERATING REVENUE			1 1	1 1		ı	
_	Su	um of lines 1a through 3e							
0		ot Applicable.							

FORM SA-5112UA (DRAFT)					'	Page 5
8 REVENUES FROM ELECTRONIC SO	OURCES					
A. Did this firm have any revenue mobile applications in 2018?	s from customers e	ntering orders d	irectly on the firn	า's website	s or	
O040 Yes						
□ No						
B. Did this firm have any revenue mobile applications in 2018?	s from customers e	ntering orders d	irectly on third-pa	irty websit	es or	
O041 Yes						
□ No						
C. Did this firm have any revenue (such as private networks, ded	s from customers e icated lines, etc.) in	ntering orders vi 2018?	ia any other elect	ronic syste	ms	
O042 Yes						
□ No						
D. Of the total 2018 revenues rep	orted in 6 ,	2	2018	٦	201	8
what was the dollar amount (or that was from the revenues ide		\$ Bil. Mil.	Thou. Dol.		Perce	
A-C above? Please provide an e exact figures are not available.	estimate if			OR ₂₅₀₁		%
SOURCE OF REVENUE Type of System Software						
A. How much of the system softw	ara ravanila ranarta	nd in A lines 1a	through 10 is		201	8
received from the following ca		ed iii O , iiiles Ta	tillough re, is		Perce	ent
Personal computer software				6172		%
2. Enterprise or network softw	/are			6173		%
3. Mainframe computer softwa	are			6174		%
4. Other software				6175 +	100	2 %
Type of Application Software						
B. How much of the application so received from the following ca	oftware revenue rep tegories?	oorted in 🗿, line	s 2a through 2e, i	s	201 Perce	
Personal computer software	•			6176		%
2. Enterprise or network softw	/are			6177		%
3. Mainframe computer softwa						%
4. Other software				6179 +	100	2 2/
					,,,,,	
10 and 11 Not Applicable.						

Form SA-51120A

orii	I SA-SI IZUA (DRAFI)				raye o
12	INVENTORIES AT END OF YEAR				
	Report inventories at end of year at cost or market value using generally accepted ac	counti	ng princip	les.	
	Include:				
	•Inventory held in Foreign Trade Zones or in bond warehouses in the United States				
	A. Did this firm own inventories, regardless of where held, at the end of 20 which you are reporting)?	18 (or	the perio	d for	
	Yes				
	6043				
	No - Go to 13				
	B. What was the value of the inventories owned by this firm on		:	2018	
	December 31 in 2018?	\$ Bil.	Mil.	Thou.	Dol.
	1. Finished goods				
	2. Work-in-process				
	3. Materials, supplies, fuel, etc				
	4. TOTAL BOOK VALUE				
	Sum of lines 1 through 3				
13	EXPORT REVENUE				
	An exported service is a service performed for a customer or client (individual, gove establishment, etc.) located outside the United States (i.e., outside the 50 States, Dis Commonwealth Territories, or U.S. possessions).				
	Include:				
	• Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent	-		-	
	 Revenue from the sale of personal, business, or mainframe computer software to coutside the United States. 	clients a	and custor	ners locate	ed
	Exclude:				
	Services provided to domestic subsidiaries of foreign firms.				
	A. Did the revenue reported in ① include any revenue from exports?				
	Yes				
	0009				
	□ No - Go to 🖸				
			_	2018	
		\$ Bil.	Mil.	Thou.	Dol.
	B. What was this firm's revenue from exports in 2018?		1 1		1 1

В.	What was this firm's revenue from exports in 2018?					2100	



14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
• Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1
Lemployer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services			1 1		
expensed equipment, materials, parts, and supplies (not for esale) - Include expensed computer hardware and other equipment e.g., copiers, fax machines, telephones, shop and lab equipment, PUs, monitors). Include materials and supplies used in providing ervices to others; materials and parts used in repairs; office and enitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3a and eased and rented equipment in line 4b					
xpensed Purchased Services					
Expensed purchases of software - 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 1826	П				
Purchased software reproduction - Purchased or contracted software reproduction services					

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Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	Mark "X" if None	\$ Bil.	Mil	 2 018 Tho	ou.	De	ol.
 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	if None	\$ Bil.	Mil		ou.	De	ol.
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 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment							
charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment							
within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment							
agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment							
b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total.							
not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total							
instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total							
expenses If this item is greater than 20% of the total							
operating expenses, specify the primary source of the							
expenses nelow 7							
expenses below y							
			ı				
1879							
TOTAL OPERATING EXPENSES				1	ı		1
Sum of lines 1a through 4b							
and 16 Not Applicable.							

18	CONTACT IN	FORMATI	ON										
	Name of persor	to contact	regarding	this report	(Please _l	print)	Title						
		Area code		Number		Extension		_	Area code		Nun	nber	
	Telephone			-			ŀ	ax			-		
	E-mail address						Website addre	ess					
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		THA	NK YOU			your 2018 A keep a copy for			S REPORT	Г.			
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SERVICE ANNUAL SURVEY SA-51120E

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

(DRAFT)

Due Date

Need help or have questions?

Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit

https://www.census.gov/programssurveys/sas/information.html

YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A. M	AILIN	G ADDRESS
ls	this fi	rm's name and mailing address the same as shown in the mailing address above?
003		Yes
000		No - Enter corrections in the mailing address above

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Did this firm	m provide	the k	busin	ess ac	ctiviti	es des	cribed	below	v?					
0001 Yes	S													
	- Specify th	this fir	rm's b	ousines	ss acti	vity 7								
0002	2													
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Did this firm	m experien	nce a	nny ac	cquisi	tions,	. sales,	, merg	ers, an	d/or di	vestiture			Day	Ye
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Form	SA-51120E (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please repmonths of data for the 2018 calendar year.	ort for th	e fiscal yea	ar that ir	ncludes	at least six
	What time period is covered by the data provided in this report?				201	8
	Outroday and				eginnin	
	Calendar year			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		0007		· ·	
					Ending	Date
				Month	Day	Year
			8000			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	• Report gross billings, except where noted elsewhere on the form.					
	Dues and assessments from members and affiliates.					
	Amounts received for work subcontracted to others.					
	 For locations that were sold or acquired during a year, only report for the locations. 	e periods	that this fi	rm oper	ated the	
	 Revenue from services performed by domestic locations of foreign parer Revenues from electronic sources. 	nt firms, s	ubsidiaries	, branch	nes, etc.	
	Exclude:					
	Transfers made within the company.					
	• Taxes collected directly from customers or clients and paid directly to a l	ocal, stat	e, or feder	al tax ag	jency.	
	• Rents from and revenue of separately operated departments, concession					
	Commissions from vending machine operators.					
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outs Commonwealth Territories, or U.S. possessions). 	ide the 50) states, Di	strict of	Columb	ia, U.S.
	commonwealth formerlos, or c.e. possessions,.				040	
		Mark "X if None		Mil.	2 018 Thou.	Dol.
1.	System Software Publishing		¥ 2			20
	a. Operating systems software - Low-level software which					
	handles the interface to peripheral hardware, schedules tasks,					
	allocate storage, or presents a default interface to the user when no application program is running. Include all client and network				1 1	
	operating systems			1 1	1 1	
	b. Network software - Software that is used to control, monitor,					
	manage, or communicate with operating systems, networks, network services, databases, storage and networked applications					
	in an integrated and cooperative fashion across a network server					
	software, security and encryption software, or middleware 6162					
	c. Database management software - Collection or suites of			1	1 1	
	software programs that enable storage, modification, and extraction of information from a database					
	d. Development tools and programming languages software					
	 Software used to assist in the development or authoring of 					
	computer programs. Include all program development tools and programming languages					
	e. Other systems software - All other systems software publishing					
2.	not reported in lines 1a through 1d					
۷.	Application Software Publishing					
	 a. General business productivity and home use applications - Software used for general business purposes to improve 					
	productivity, or in the home for entertainment, reference or					
	educational purposes (e.g., office suite applications such as word processors, spreadsheets, simple databases, graphics applications,					
	project management software, computer-based training software,					
	games, reference, home education)					
	CONTINUE WITH 6 ON PAGE 4					

U	SALES, RECEIP 13, OR REVENUE - Continued				0040	
		Mark "X" if None	\$ Bil.	Mil.	2018 Thou.	Dol.
2.	Application Software Publishing - Continued		Ψ 5		mour	50
۷.	b. Cross-industry application software - Software that is designed to perform or manage a specific business function or process that is not unique to a particular industry (e.g., professional accounting software, human resource management, customer relations management software, Geographic Information System software, webpage design software)					
	c. Vertical market application software - Software that performs a wide range of business functions for a specific industry (e.g., manufacturing, retail, healthcare, engineering, restaurants) 6168					
	d. Utilities application software - Small computer programs that perform a very specific task (e.g., compression programs, antivirus software, search engines, font, file viewers, voice recognition software). Utilities differ from other application software in terms of size, cost, and complexity					
	e. Other application software - All other application software publishing not reported in lines 2a through 2d					
3.	Other Services					
	a. Custom application design and development - Design of the structure and the writing of the computer code necessary to create and implement a software application. Include the customization and integration of packaged software 6171			1 1		1 1
	b. Information technology (IT) technical consulting services - Providing advice or expert opinion on technical matters related to the use of information technology (e.g., advice on matters such as hardware and software requirements and procurement, systems integration, and systems security; the provision of expert testimony on IT related issues). Exclude advice on issues related to business strategy					
	c. Re-sale of computer hardware and software - Retailing of computer hardware and software					
	d. Information Technology (IT) related training services - Providing training for the use of computer hardware, software, networks, or other IT related topics					
	e. All other operating revenue - Revenue not reported in lines 1a through 3d. Include application service provisioning. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below					
	1799					
4.	TOTAL OPERATING REVENUE Sum of lines 1a through 3e					
7	Not Applicable.					

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Form	ı SA-	51120	OE (DRAFT)			Page 5
8	REVE	NUES	FROM ELECTRONIC SOURCES			
			s firm have any revenues from customers entering orders directly on the fapplications in 2018?	firm's website	s or	
	004	.0	Yes			
			No			
	B. Di	d this obile	s firm have any revenues from customers entering orders directly on third applications in 2018?	l-party website	es or	
	004	.1	Yes			
			No			
	C. Di	d this uch a	s firm have any revenues from customers entering orders via any other ele s private networks, dedicated lines, etc.) in 2018?	ectronic syste	ms	
	004	.2	Yes			
			No			
	D. O	the t	total 2018 revenues reported in 6, 2018		20	18
			as the dollar amount (or percentage) s from the revenues identified in	l.	Perc	ent
			ove? Please provide an estimate if gures are not available	OR ₂₅₀₁		%
9	soui	RCE O	F REVENUE			
	Type	of Sy	stem Software			
			uch of the system software revenue reported in 6 , lines 1a through 1e, is d from the following categories?		20° Perc	
	1.	Pers	onal computer software	6172		%
	2.	Ente	rprise or network software	6173		%
	3.	Mair	nframe computer software	6174		%
	4.	Othe	er software	6175 +		%
					10	0 %
	Туре	of Ap	pplication Software			
	B. Ho	ow mi	uch of the application software revenue reported in ⑤ , lines 2a through 2 d from the following categories?	e, is	20° Perc	
	1.	Pers	onal computer software	6176		%
	2.	Ente	rprise or network software	6177		%
	3.	Mair	nframe computer software	6178		%
	4.	Othe	er software	6179 +		%
					10	0 %
10	and 1	1 No	ot Applicable.			

Drm SA-5112UE (DRAFT)				Page 6						
12 INVENTORIES AT END OF YEAR										
Report inventories at end of year at cost or market value using generally accepted accounting principles.										
Include: •Inventory held in Foreign Trade Zones or in bond warehouses in the United State	es.									
A. Did this firm own inventories, regardless of where held, at the end of 2		the neric	nd for							
which you are reporting)?	018 (01	tile perio	ou for							
Yes										
6043 No - <i>Go to</i> 13										
			2040							
B. What was the value of the inventories owned by this firm on December 31 in 2018?	\$ Bil.	Mil.	2018 Thou.	Dol.						
1. Finished goods										
1. Fillished goods			++++							
2. Work-in-process										
3. Materials, supplies, fuel, etc	+									
4. TOTAL BOOK VALUE										
Sum of lines 1 through 3										
13 EXPORT REVENUE										
An exported service is a service performed for a customer or client (individual, government, etc.) located outside the United States (i.e., outside the 50 States, D. Commonwealth Territories, or U.S. possessions).	vernmen Pistrict of	t, busines Columbia	s a, U.S.							
Include:										
 Services performed for unaffiliated and affiliated foreign firms (i.e., foreign paren Revenue from the sale of personal, business, or mainframe computer software to outside the United States. 										
Exclude:										
• Services provided to domestic subsidiaries of foreign firms.										
A. Did the revenue reported in 6 include any revenue from exports?										
Yes Yes										
□ No - <i>Go to</i> 1										
			2018							
	\$ Bil.	Mil.	Thou.	Dol.						
B. What was this firm's revenue from exports in 2018?	0									

2018								
\$ Bil.	Mil.	Thou.	Dol.					

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

exp	enses not reported elsewhere.					
		Mark "X"		:	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
a. (sonnel Costs Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four					
(quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					
 	Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions		1			
 	Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
resa (e.g CPU serv jani mat	pensed equipment, materials, parts, and supplies (not for ale) - Include expensed computer hardware and other equipment ., copiers, fax machines, telephones, shop and lab equipment, .ls, monitors). Include materials and supplies used in providing vices to others; materials and parts used in repairs; office and torial supplies; small tools; containers and other packaging terials; and motor fuels. Report packaged software in line 3a and sed and rented equipment in line 4b					
Ехр	ensed Purchased Services					
(Expensed purchases of software - 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			1 1		1 1
i	maintenance fees related to software upgrades and alterations 1826					
	Purchased software reproduction - Purchased or contracted software reproduction services			1 1		

Form	SA-5	1120E	(DRAFT)
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	FERATING EXPENSES - Continued		2019				
		Mark "X" if None	\$ Bil.	Mil.	2018 Thou.	Dol.	
. o	ther Operating Expenses		, =				
	Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1921		1 1			
b.	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below	1651					
		1879					
	OTAL OPERATING EXPENSES um of lines 1a through 4b	1900					
	d 16 Not Applicable.						

REMARKS - Please data were estimated.	use this space to expla	ain any significant yea	ar-to-year changes, to	clarify responses, or	indicate who

18 CONTACT INFORMATION										
	Name of person	to contact	regarding	this report (Pleas	Title					
		Area code		Number	Extension		Area code		Number	
	Telephone			-		Fax			_	
	E-mail address					Website address				
	L-Illali address					Website address				

We suggest you keep a copy for your records.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-51210A

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? 0035 No - Enter corrections in the mailing address above

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1	B. SU	VEY COVERAGE
	Did	this firm provide the business activities described below?
		☐ Yes
	0001	□ No - Specify this firm's business activity Ţ
		No - Specify this firm's business activity y
		0002
2	Not Ap	licable.
3	ORGA	IIZATIONAL CHANGE
	A. Did	this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?
		☐ Yes
	0016	
		□ No - Go to ②
1	B. Wh	ch of the following organizational changes occurred in 2018?
	Che	k all that apply. If more than one organizational change occurred during the reporting period, explain in 🕡.
		Acquisition Month Day Year
		Date of organizational change
	0001	Sale > AND
	0091	Merger
		Enter detailed information below?
		Divestiture
	0017	Name of company 0019 EIN (9 digits)
	۸ ما د	ress (Number and street, P.O. Box, etc.)
	Auc	ess (Number and Street, F.O. box, etc.)
	City	town, village, etc. State ZIP Code

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NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least signed that for the 2018 calendar year. Valuat time period is covered by the data provided in this report? 2018 88ginning Date	4					
Calendar year Coss Fiscal or partial year - Report beginning and ending dates	_	REPORTING PERIOD				
Calendar year Coss Fiscal or partial year - Report beginning and ending dates		NOTE: Calendar year data are preferred. If they are unavailable, please report for the fis	scal yea	ar that i	ncludes	at least six
Calendar year Fiscal or partial year - Report beginning and ending dates . Sete Month Day Year		months of data for the 2018 calendar year.	·			
Calendar year Fiscal or partial year - Report beginning and ending dates		What time period is covered by the data provided in this report?				
Fiscal or partial year - Report beginning and ending dates		Calondar year				
Not Applicable. SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: *Report gross billings, except where noted elsewhere on the form. *Dues and assessments from members and affiliates. **Port locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. **Port locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. **Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. **Pevenues from electronic sources. **Exclude: **Transfers made within the company. **Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. **Revenue from electronic sources. **Exclude: **Commissions from vending machine operators. **Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). **Domestic Ilicensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films **Domestic Ilicensing of rights to television programs - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for producing films **Domestic Ilicensing of rights to television programs. These revenues are licensing (distribution) revenues, not revenue for producing films **Domestic Ilicensing of rights to television programs. These revenues are licensing (distribution) revenues, not revenue for producing films. **International Ilicensing of rights to television programs. These revenues are licensing (distribution) revenues, not revenue for producing programs. T				Wonth	Day	rear
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What were the revenues for this firm in 2018? Include:	5)	Not Applicable.				
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Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Revenue of foreign subsidiaries (those located departments, concessions, etc., which are leased to others. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing programs engulaters are licensing of rights to motion picture films. Granting permission on a fee, royalty, or other basis, for an agreed period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for producing programs engulaters are licensing of rights to motion picture films. These revenues are licensing of rights to motion picture films. These revenues are licensing of rights to motion picture films. These revenues are licensing of rights to motion picture films. These revenues are licensing of rights to motion picture films. These revenues are licensing of rights to motion picture films. These revenues are licensing of rights to motion picture films. These revenues are licensing of rights to motion picture films. These revenues are licensing (distribution) revenues, not rev		What were the revenues for this firm in 2018?				
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Commonwealth Territories, or U.S. possessions). Mark "X"		• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 sta	ites, Di	strict of	Colum	bia, U.S.
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revenues are licensing (distribution) revenues, not revenue for producing films	-	if None \$\Box\$ Domestic licensing of rights to motion picture films - Granting	Bil.			. Dol.
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International licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films		Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
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International licensing of rights to television programs - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for producing programs	2.	Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
International licensing of rights to television programs - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for producing programs	2.	Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
Granting permission on a fee, royalty, or other basis, for an agreed period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for producing programs	-	Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for producing programs		Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
revenues are licensing (distribution) revenues, not revenue for producing programs		Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
Audiovisual works speculatively produced for outright sale - The production and sale of original audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs shows, game shows, reality shows, made-for-TV movies). Sale of such productions requires relinquishing all rights. Exclude programs produced for own account and programs under contract	2.	Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
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shows, game shows, reality shows, made-for-TV movies). Sale of such productions requires relinquishing all rights. Exclude programs produced for own account and programs under contract		Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
such productions requires relinquishing all rights. Exclude programs produced for own account and programs under contract		Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
produced for own account and programs under contract		Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
based production of audiovisual works (e.g., feature films, short films, commercials, television programs, training and instruction, public relations, promotional campaigns, public service messages, educational, corporate, religious). Include all production aspects of		Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
films, commercials, television programs, training and instruction, public relations, promotional campaigns, public service messages, educational, corporate, religious). Include all production aspects of	-	Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
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the fully completed or partially completed audiovisual work 6196). 3. 4.	Domestic licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for producing films	Bil.			. Dol.
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6	SALES, RECEIPTS, OR REVENUE - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
	Domestic licensing of rights to others to distribute audiovisual works - Granting permission on a fee, royalty, or other basis to another company to distribute audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs shows, game shows, reality shows, made-for-TV movies)	7		1 1		
	International licensing of rights to others to distribute audiovisual works - Granting permission on a fee, royalty, or other basis to another company to distribute audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs shows, game shows, reality shows, made-for-TV movies) 619	8				
•	Sale of audiovisual works for the wholesale, retail, and rental markets - The distribution of audiovisual works for the purpose of resale	9 🗆				
0.	Other production services - Providing services for other producers on all phases of preproduction (e.g., script editing, casting, location scouting, consultation), production (e.g., cameramen, grips, sound engineers, extras, special effects services), and postproduction (e.g., editing, transfer, color correction, digital restoration, visual effects, animation, duplication of masters, format conversion, compression and digital encoding, captioning, titling, subtitling, sound editing, sound design)	0 🗆				
1.	Merchandise licensing - Granting permission to use word(s), phrase(s), symbol(s), or design(s) for merchandise on a fee, royalty, or other basis. Include merchandise licensing if the licensing is performed at the location(s) involved in production and/or distribution of audiovisual works. Exclude merchandise licensing if the licensing is performed at separate establishment(s) of the company not involved in production and/or distribution of audiovisual works	1 🗆				
2.	All other operating revenue - Revenue not reported in lines 1 through 11. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7					
	1770					
2	TOTAL OPERATING REVENUE	9 🗀				
•	Sum of lines 1 through 12	0				
	Not Applicable.					

51211050	
ш)	

	A-51210A (DRAFI)				rage 5
8 RI	EVENUES FROM ELECTRONIC SOURCES				
А	Did this firm have any revenues from customers entering orders direct mobile applications in 2018?	tly on the	firm's	websites	or
	O040 Yes				
	□ No				
В.	Did this firm have any revenues from customers entering orders direct mobile applications in 2018?	tly on thi	rd-party	website	s or
	O041 Yes				
	□ No				
C,	Did this firm have any revenues from customers entering orders via an (such as private networks, dedicated lines, etc.) in 2018?	y other e	lectron	ic systen	ns
	O042 Yes				
	□ No				
D	Of the total 2018 revenues reported in 3 ,			г	2010
	what was the dollar amount (or percentage)	iou. D	ol.		2018 Percent
	that was from the revenues identified in A-C above? Please provide an estimate if	lou. L			
	exact figures are not available			OR ₂₅₀₁	%
9-1	Not Applicable.				
	VENTORIES AT END OF YEAR				
	port inventories at end of year at cost or market value using generally accepted	d accounti	aa nrinai	inloo	
	port inventories at end of year at cost of market value using generally accepted	accounti	ig princi	ipies.	
	nventory held in Foreign Trade Zones or in bond warehouses in the United Stat	tes.			
	Did this firm own inventories, regardless of where held, at the end of a you are reporting)?		the peri	iod for w	hich
	Yes				
	No - <i>Go to</i> 1 3				
R	What was the value of the inventories owned by this firm on			2018	
J.	December 31 in 2018?	\$ Bil.	Mil.	Thou.	Dol.
	1. Finished goods	1 .			
	2. Work-in-process	2			
	3. Materials, supplies, fuel, etc				
	4. TOTAL BOOK VALUE				
	Sum of lines 1 through 3	4	1 1		

2018

Thou.

Dol.

Mil.



An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 💶

	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

• Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 18:	821
Lemployer's cost for fringe benefits - 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	

CONTINUE WITH 14 ON PAGE 7

insurance programs, life insurance benefits, Medicare). Exclude

4	OPERATING EXPENSES - Continued							
		Mark "X"	,		20	018		
		if None	\$ Bil.	Mil		Thou	l.	Dol
	Personnel Costs - Continued							
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					ı		
	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b							
	Expensed purchases of software - 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 1826					1		
	Other Operating Expenses							
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					ı		
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7							
	TOTAL OPERATING EXPENSES							
	Sum of lines 1a through 4b							
5	and 16 Not Applicable.							

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	REMARKS - Please use this space to explain any significant y data were estimated.	
)	CONTACT INFORMATION	I=
	Name of person to contact regarding this report (Please print)	Title
	Area code Number Extension	
	Telephone -	Fax
	E-mail address	Website address

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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-51210E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in **10**.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

\$ Bil. Mil. Thou. Dol. 1 0 3 0 2 8 0 4 5 6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



. SURVEY C							
B							
Did this fi	rm provide the	e business activities described belo	ow?				
0001 Y	es						
□ N	lo - Specify this	firm's business activity Ţ					
00	002						
		TIFICATION NUMBER (EIN)					
oes this fire	m report payro	II under EIN					
Yes							
113 No.	Enter ourrent 0	digit EIN AND date payroll was first		EIN (9	digits)		
		s EIN	0015		-		l I
					Month	Day	Y
				0088			
	ONAL CHANG					1	
		E any acquisitions, sales, mergers, a	and/or divestitures		18?	İ	
. Did this fi			and/or divestitures		18?	1	
Did this fi	rm experience		nnd/or divestitures		18?		
out this fi	irm experience es lo - <i>Go to</i> 4	any acquisitions, sales, mergers, a			18?	1	
Out this fi	irm experience es lo - <i>Go to</i> 4 the following o		2018?	in 20		explaiı	
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One Check all the	irm experience les lo - Go to 4 the following of that apply. If modes	any acquisitions, sales, mergers, a property and acquisitions and acquisitions and acquisitional changes occurred in the same organizational change occurred than one occurred than one occurred than one occurred than occurred	2018? urred during the rep	s in 20	period,	- 1	n in (
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REPORTING PERIOD NOTE: Calendar year data are preferred. If they are unavailable, please months of data for the 2018 calendar year. What time period is covered by the data provided in this report?	report for the	fiscal ve					
months of data for the 2018 calendar year.	report for the	fiscal ve					
·		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	ear that i	ncludes	at least six		
What time period is covered by the data provided in this report?							
			2018 Beginning Date				
☐ Calendar year			Month		Year		
0006			WIOTILIT	Day	i Gai		
Fiscal or partial year - Report beginning and ending dates		000	7		1 1 1		
				Ending	Date		
			Month	Day	Year		
		000	8				
Not Applicable.							
SALES, RECEIPTS, OR REVENUE							
What were the revenues for this firm in 2018?							
Include:							
• Report gross billings, except where noted elsewhere on the form.							
 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 							
 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for 	r the periods t	hat this	firm one	rated th	0		
locations.	the perious t	nat tins	ппп оре	ateu tii	5		
• Revenue from services performed by domestic locations of foreign pa	arent firms, su	bsidiarie	es, branc	hes, etc.			
Revenues from electronic sources.							
Exclude:							
• Transfers made within the company.							
 Taxes collected directly from customers or clients and paid directly to 							
Rents from and revenue of separately operated departments, concess	sions, etc., wh	ich are le	eased to	others.			
Commissions from vending machine operators.							
 Revenue of foreign subsidiaries (those located outside the U.S., i.e., o Commonwealth Territories, or U.S. possessions). 	outside the 50	states, D	District of	Columi	oia, U.S.		
Commonwealth Territories, or 0.5. possessions).							
	Mark "X" if None	\$ Bil.		2018	Dol.		
Domestic licensing of rights to motion picture films - Granting	11 110110	ф DII.	Mil.	Thou.	DOI.		
permission on a fee, royalty, or other basis, for an agreed period							
of time, to exhibit, broadcast, or rent motion picture films. These revenues are licensing (distribution) revenues, not revenue for							
	6191						
Domestic licensing of rights to television programs - Granting	0.01						
permission on a fee, royalty, or other basis, for an agreed period of							
time, to broadcast or rent television programs. These revenues are	🗖	'	1 1	1 1			
licensing (distribution) revenues, not revenue for producing programs	6192						
International licensing of rights to motion picture films - Granting permission on a fee, royalty, or other basis, for an agreed							
period of time, to exhibit, broadcast, or rent motion picture films.							
These revenues are licensing (distribution) revenues, not revenue for		'	1 1	1 1			
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producing films	6193						
producing films	6193						
producing films	6193						
International licensing of rights to television programs - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for							
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International licensing of rights to television programs - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for producing programs Audiovisual works speculatively produced for outright sale - The production and sale of original audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs					1 1		
International licensing of rights to television programs - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for producing programs							
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International licensing of rights to television programs - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for producing programs Audiovisual works speculatively produced for outright sale - The production and sale of original audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs shows, game shows, reality shows, made-for-TV movies). Sale of such productions requires relinquishing all rights. Exclude programs produced for own account and programs under contract	6194						
International licensing of rights to television programs - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for producing programs	6194						
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International licensing of rights to television programs - Granting permission on a fee, royalty, or other basis, for an agreed period of time, to broadcast or rent television programs. These revenues are licensing (distribution) revenues, not revenue for producing programs	6194						

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Domestic licensing of rights to others to distribute audiovisual works - Granting permission on a fee, royalty, or other basis to another company to distribute audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs shows, game shows, reality shows, made-for-TV movies) International licensing of rights to others to distribute audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs shows, game shows, reality shows, made-for-TV movies) International licensing of rights to others to distribute audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs shows, game shows, reality shows, made-for-TV movies) Sale of audiovisual works for the wholesale, retail, and rental markets - The distribution of audiovisual works for the purpose of resale Other production services - Providing services for other producers on all phases of praproduction (e.g., cameramen, grips, sound scouling, consultation), production (e.g., cameramen, grips, sound cating, consultation), production (e.g., cameramen, grips, sound design) Other production services - Providing services for other producers on all phases of praproduction (e.g., cameramen, grips, sound cating, sound design) Werchandise licensing - Granting permission to use word(s), phrase(s), symbol(s), or design(s) for merchandise on a fee, royalty, or other basis. Include merchandise licensing if the licensing if t				Mark "X"				20 ⁻	18			
works - Granting permission on a fee, royalty, or other basis to another company to distribute audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs shows, game shows, reality shows, made-for-TV movies) International licensing of rights to others to distribute audiovisual works - Granting permission on a fee, royalty, or other basis to another company to distribute audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs shows, game shows, reality shows, made-for-TV movies) Sale of audiovisual works for the wholesale, retail, and rental markets - The distribution of audiovisual works for the purpose of resale Other production services - Providing services for other producers on all phases of preproduction (e.g., script editing, casting, location scouting, consultation), production (e.g., script editing, casting, location scouting, consultation), production (e.g., cameramen, grips, sound engineers, extras, special effects services), and postproduction (e.g., editing, transfer, color correction, digital restoration, visual effects, animation, duplication of masters, format conversion, compression and digital encoding, captioning, titling, sublitling, sound editing, sound design) Werchandise licensing - Granting permission to use word(s), phrase(s), symbol(s), or design(s) for merchandise on a fee, royalty, or other basis. Include merchandise licensing if the licensing is performed at the location(s) involved in production and/or distribution of audiovisual works. Exclude merchandise licensing if the licensing is performed at separate establishment(s) of the company not involved in production and/or distribution of audiovisual works. All other operating revenue - Revenue not reported in lines 1 through 11. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7					\$ Bil.	Γ	Mil.		Tho	u.	D	ol.
audiovisual works - Granting permission on a fee, royalty, or other basis to another company to distribute audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs shows, game shows, reality shows, made-for-TV movies) 6198 Sale of audiovisual works for the wholesale, retail, and rental markets - The distribution of audiovisual works for the purpose of resale 6199 Other production services - Providing services for other producers on all phases of preproduction (e.g., script editing, casting, location secuting, consultation), production (e.g., cameramen, grips, sound engineers, extras, special effects services), and postproduction (e.g., editing, transfer, color correction, digital restoration, visual effects, animation, duplication of masters, format conversion, compression and digital encoding, captioning, titling, subtitling, sound editing, sound design) 6200 Merchandise licensing - Granting permission to use word(s), phrase(s), symbol(s), or design(s) for merchandise licensing if the licensing is performed at the location(s) involved in production and/or distribution of audiovisual works. Exclude merchandise licensing if the licensing is performed at separate establishment(s) of the company not involved in production and/or distribution of audiovisual works. All other operating revenue - Revenue not reported in lines 1 through 11. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7		works - Granting permission on a fee, royalty, or other basis to another company to distribute audiovisual works (e.g., feature films, short films, documentaries, serials, news and public affairs shows,	6197							ı		1
Sale of audiovisual works for the wholesale, retail, and rental markets - The distribution of audiovisual works for the purpose of resale		audiovisual works - Granting permission on a fee, royalty, or other basis to another company to distribute audiovisual works (e.g., feature films, short films, documentaries, serials, news and public										
on all phases of preproduction (e.g., script editing, casting, location scouting, consultation), production (e.g., cameramen, grips, sound engineers, extras, special effects services), and postproduction (e.g., editing, transfer, color correction, digital restoration, visual effects, animation, duplication of masters, format conversion, compression and digital encoding, captioning, titling, subtitling, sound editing, sound design)		Sale of audiovisual works for the wholesale, retail, and rental markets - The distribution of audiovisual works for the purpose of										
phrase(s), symbol(s), or design(s) for merchandise on a fee, royalty, or other basis. Include merchandise licensing if the licensing is performed at the location(s) involved in production and/or distribution of audiovisual works. Exclude merchandise licensing if the licensing is performed at separate establishment(s) of the company not involved in production and/or distribution of audiovisual works		on all phases of preproduction (e.g., script editing, casting, location scouting, consultation), production (e.g., cameramen, grips, sound engineers, extras, special effects services), and postproduction (e.g., editing, transfer, color correction, digital restoration, visual effects, animation, duplication of masters, format conversion, compression and digital encoding, captioning, titling, subtitling, sound editing,	6200									
All other operating revenue - Revenue not reported in lines 1 through 11. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1 through 12		phrase(s), symbol(s), or design(s) for merchandise on a fee, royalty, or other basis. Include merchandise licensing if the licensing is performed at the location(s) involved in production and/or distribution of audiovisual works. Exclude merchandise licensing if the licensing is performed at separate establishment(s) of the company not involved in production and/or distribution of	6201									
TOTAL OPERATING REVENUE Sum of lines 1 through 12		1 through 11. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue										
Sum of lines 1 through 12			1799									
Not Applicable.	3.		1800									

OHII	3	4-5	ZIOE (DRAFI)				rage
8	RE	VEN	UES FROM ELECTRONIC SOURCES				
Ŭ	A.		this firm have any revenues from customers entering oile applications in 2018?	orders directly	on the firm	's website	s or
		0040	Yes				
			□ No				
	В.		this firm have any revenues from customers entering oile applications in 2018?	orders directly	on third-pa	rty websit	es or
		0041	Yes				
			□ No				
	C.	Did (su	this firm have any revenues from customers entering the as private networks, dedicated lines, etc.) in 2018?	orders via any o	other electr	onic syste	ms
		0042	Yes				
			□ No				
	D.	Of t	the total 2018 revenues reported in 6 , at was the dollar amount (or percentage)	2018			2018
		tha A-C	t was from the revenues identified in above? Please provide an estimate if ct figures are not available.	Mil. Thou.	Dol.	OR ₂₅₀₁	Percent %
9-	1	No	ot Applicable.				
12	IN	VEN	TORIES AT END OF YEAR				
	Re	port	inventories at end of year at cost or market value using ger	nerally accepted ac	ccounting pri	nciples.	
		clud					
	ıl•	nven	tory held in Foreign Trade Zones or in bond warehouses in	the United States.	•		
	A.	Did you	this firm own inventories, regardless of where held, are reporting)?	at the end of 20	18 (or the p	eriod for v	vhich
		6043	Yes				
			No - Go to 13				
	В.	Wh	at was the value of the inventories owned by this firm	ı on		2018	
		Dec	ember 31 in 2018?		\$ Bil. Mi	il. Thou	ı. Dol.
		1.	Finished goods	1751			
		2.	Work-in-process	1752			
			•				
		3.	Materials, supplies, fuel, etc.	1753 +			
		4.	TOTAL BOOK VALUE Sum of lines 1 through 3	1754			

2018

Thou.

Dol.

Mil.

13 EXPORT REVENUE

An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in @ include any revenue from exports?

	Yes
0009	
	No - Go to 14

	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages .	1821
Employer's cost for fringe benefits - 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	

Mark "X" if None

\$ Bil.

CONTINUE	MATTI	ONIDA	05
CONTINUE	VVIIH W	ON PA	NGE /

insurance programs, life insurance benefits, Medicare). Exclude

14	OPERATING EXPENSES - Continued								
		Mark "X"							
1.	Personnel Costs - Continued	if None	\$ Bil.	Mil.	Thou.	Dol.			
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits,			1 1		1 1			
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b								
3.	Expensed purchases of software - 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 1826					1 1			
4.	Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment								
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?								
	1879								
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b								
15	and 16 Not Applicable.								

)	SA-51210E (DRAFT) Page
,	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate who data were estimated.

18	CONTACT INF
	Name of person

18)	CONTACT INFORMATION
	Name of person to contact regarding this report (Please print)

Name of person		Title														
	Area code	e Number		Exte	nsion		Area code Nui			Num	umber					
Telephone								Fax								
			-										_			
E-mail address								Website address								

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.



SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51213A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your response. The U.S. Census Bureau	
is required by Section 9 of the same law to keep your information	
CONFIDENTIAL and can use your responses only to produce statistics.	
The Census Bureau is not permitted to publicly release your responses	
in a way that could identify your business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data.	
This collection has been approved by the Office of Management and	
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and	
appears at the upper right of this page. Without this approval, we	
could not conduct this survey.	
INTERNET REPORTING - This https://portal.census.gov	s survey should be completed online at:
Authentication Code:	To view Survey Results:
	https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
, 8	n this firm's operations should be noted in 1 .
this firm.	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
 Enter "0" where applicate Do not combine data for 	ole. r two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
 Figures should be round 	ded to the pearest dellar
• If a figure is \$1,030,280,	456 it should be reported as ———— 1 0 3 0 2 8 0 4 5 6
Include:	abliabas anta / avaludin a data fan Datail M/hallanda 84 - Castair - 84 - Castair - 84
• Data for all Services esta Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in 1 B.
 Data for auxiliary facilities 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
	d mailing address the same as shown in the mailing address above?
Yes	
0035	prrections in the mailing address above

Form SA-51213A (DRAFT)

		Ü
1 B.	SURVEY COVERAGE	
	Did this firm provide the business activities described below?	
	Yes	
	0001	
	☐ No - Specify this firm's business activity Ţ	
	0002	
	0002	
2 No	ot Applicable.	
	RGANIZATIONAL CHANGE	
A.	Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 20)18?
	Yes	
	0016	
	No - Go to 4	
B.	Which of the following organizational changes occurred in 2018?	
	Check all that apply. If more than one organizational change occurred during the reporting	period, explain in 🕡.
		Month Day Year
	Acquisition	
	Date of organizational change	
	Sale AND	
	Merger	
	Enter detailed information below	
	☐ Divestiture	
	0017 Name of company 0019 E	IN (9 digits)
	Address (Number and street, P.O. Box, etc.)	
	City, town, village, etc. State ZIP Co	, do
	City, town, village, etc.	

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Forn	SA-51213A (DRAFT)					Page
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please rep	ort for the	e fiscal yea	r that i	ncludes	at least six
	months of data for the 2018 calendar year.					
	What time period is covered by the data provided in this report?	2018				
	☐ Calendar year	Beginning Da				
	0006			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		0007			1 1 1
						Date
				Month	Day	Year
				'	1	
			8000			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	Allowances for cash and other discounts.					
	• Report gross billings, except where noted elsewhere on the form.					
	 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 					
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the 	neriode t	that this fi	rm one	ated the	<u>م</u>
	locations.	perious	inat tins in	тт орсі	atou tiic	•
	Revenue from services performed by domestic locations of foreign paren	ıt firms, sı	ubsidiaries	, branch	nes, etc.	
	Revenues from electronic sources.					
	Exclude: • Transfers made within the company.					
	 Taxes collected directly from customers or clients and paid directly to a least or clients. 	ocal, state	e. or federa	al tax ac	iencv.	
	Commissions from vending machine operators.	, , , , ,	,		, ,	
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outsi	ide the 50	states, Di	strict of	Columb	ia, U.S.
	Commonwealth Territories, or U.S. possessions).					
		Mark "X" if None			2018	D. I.
1.	Admissions to feature film exhibitions - The projection of	II INOITE	\$ Bil.	Mil.	Thou.	Dol.
••	theatrical feature films in movie theaters, cinemas, and other venues					
_	that were produced by foreign or domestic production companies 6210					
2.	Other Revenue					
	 a. Food and beverage sales - The sales of food and beverages (alcoholic and nonalcoholic) on the premises from snack bars, 					
	stands, or vending machines that are owned or operated by the					
	theater owner. Include the sale of food and beverages from franchise outlets operating on the premises when the theater					
	owner is the franchisee. If a franchise outlet in this establishment					
	is operated by another company other than the theater owner, please report the sale of food and beverages in line 2b 6213					
	b. Rental of retail space - The rental or leasing of space for retail					
	sale on a concession basis for merchandise, prepared food and					
	beverages at places of entertainment or recreation other than sports venues. Include space for the rental of coin-operated					
	machines such as vending machines, video games and gambling			l l	1 1	' '
	machines such as vending machines, video games and gambling machines					
	machines such as vending machines, video games and gambling					
	machines such as vending machines, video games and gambling machines					
	machines such as vending machines, video games and gambling machines					
	machines such as vending machines, video games and gambling machines					
	machines such as vending machines, video games and gambling machines					
	machines such as vending machines, video games and gambling machines					
	machines such as vending machines, video games and gambling machines					
	machines such as vending machines, video games and gambling machines					
	machines such as vending machines, video games and gambling machines					
	machines such as vending machines, video games and gambling machines					

orm	S	A-51213A (draft)					Page 4					
6	SA	LES, RECEIPTS, OR REVENUE - Continued										
				Mark "X"		2018						
	•			if None	\$ Bil. Mi	l. Thou	ı. Dol.					
2.		her Revenue - Continued All other operating revenue - Revenue not reported in I	ines									
	1 through 2d. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below											
			1799									
3.	то	TAL OPERATING REVENUE										
	Su	m of lines 1 through 2e	1800									
7	No	t Applicable.										
8	RE	VENUES FROM ELECTRONIC SOURCES										
	A. Did this firm have any revenues from customers entering orders directly on the firm's websites of mobile applications in 2018?											
		O040 Yes										
		No										
	B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018?											
		Yes 0041										
	_	No										
	C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018?											
		☐ Yes										
		No										
	D.	Of the total 2018 revenues reported in 6,		2018			2018					
		what was the dollar amount (or percentage) that was from the revenues identified in	Bil. Mil.	Thou.	Dol.		Percent					
		A-C above? Please provide an estimate if exact figures are not available				OR ₂₅₀₁	%					
9	1	Not Applicable.										
Ŭ	Ŭ											

orm SA-51213A (DRAFT)				Page
12 INVENTORIES AT END OF YEAR				
Report inventories at end of year at cost or market value using generally accepted ac	countin	g princip	les.	
Include:				
 Inventory held in Foreign Trade Zones or in bond warehouses in the United States. 				
A. Did this firm own inventories, regardless of where held, at the end of 20 which you are reporting)?	18 (or t	he perio	d for	
☐ Yes				
□ No - Go to 1				
B. What was the value of the inventories owned by this firm on		2	2018	
December 31 in 2018?	\$ Bil.	Mil.	Thou.	Dol.
1. Finished goods				
	'			
2. Work-in-process				
A	'	1 1	1 1	1 1
3. Materials, supplies, fuel, etc		100	1 1	1 1

13	Not	Applicable.
•		, ippiioabioi

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

• Transfers made within the company.

4. TOTAL BOOK VALUE Sum of lines 1 through 3

- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X"		2	2018	
if None	\$ Bil.	Mil.	Thou.	Dol.

Personnel Costs

a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). **Include** the spread on stock options that are taxable to employees as wages . 1821

OPERATING EXPENSES - Continued

Personnel Costs - Continued

Dol.

2018

Thou.

Mil.

Mark "X" if None

\$ Bil.

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data were esti	mated.	шіз эрасс	s to expit	ann anny 3	igiiiicant yea	ar-to-year changes	, to clarify re	эропаса,	or maicate	VIIIGI
CONTACT IN				· (m:		I				
Name of persor	1 to contact	regarding	this repor	t (<i>Please</i> µ	orint)	Title				
	Area code		Number		Extension		Area code		Number	
Telephone			-			Fax			_	
1	4 1 1	l i i		1 1						
E-mail addross						Website address				
E-mail address						Website address				



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51213E

(DRAFT)

Due Date

Need help or have questions?

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https://www.census.gov/programssurveys/sas/information.html

YOUR RESPONSE IS REQUIRED

BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.



A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes	
0035		
	NI.	F 4

No - Enter corrections in the mailing address above



1 B. SURVEY COVERAGE				
Did this firm provide the business activities described below?				
Yes				
0001				
No - Specify this firm's business activity				
0002				
2 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)				
Does this firm report payroll under EIN				
Yes				
0013	EIN (9	digits)		
No - Enter current 9-digit EIN AND date payroll was first				
reported for this EIN				
		Month	Day	Year
	8800			
3 ORGANIZATIONAL CHANGE				
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures	in 20	187		
— — — — — — — — — — — — — — — — — — —	20			
Ves Yes				
□ No - Go to 4				
10 - do to 6				
B. Which of the following organizational changes occurred in 2018?				
Check all that apply. If more than one organizational change occurred during the repo	orting	period,	explair	n in 🕡.
		Month	Day	Year
Acquisition				
Date of organizational change	. 0018			
O091 AND				
☐ Merger Enter detailed information below				
Divestiture				
0017 Name of company	0019 FII	N (9 dig	ite)	
With Name of company	0019 11	iv (5 dig	113/	
		-		1 1 1
Address (Number and street, P.O. Box, etc.)				
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City, town, village, etc.	ZIP Cod	de		
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Form	SA-51213E (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please re	port for the fi	scal vea	r that in	cludes	at least six
	months of data for the 2018 calendar year.	po	, , , ,		.0.0.00	
	What time period is covered by the data provided in this report?				201	
				В	eginning	J Date
	Calendar year			Month	Day	Year
	Figure or porticl year. Report beginning and anding dates				'	1 1 1
	Fiscal or partial year - Report beginning and ending dates		0007		Ending	D-4-
				Month		
				Month	Day	Year
			0008			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	Allowances for cash and other discounts.					
	• Report gross billings, except where noted elsewhere on the form.					
	• Dues and assessments from members and affiliates.					
	 Amounts received for work subcontracted to others. 					
	• For locations that were sold or acquired during a year, only report for the	e periods tha	at this fi	rm oper	ated the	
	locations.	nt firms out	sidiariaa	branch	oo oto	
	 Revenue from services performed by domestic locations of foreign pare Revenues from electronic sources. 	iit iiiiiis, subs	sidiaries	, branci	es, etc.	
	Exclude:					
	Transfers made within the company.					
	• Taxes collected directly from customers or clients and paid directly to a	local, state, o	or federa	al tax aq	encv.	
	• Commissions from vending machine operators.	,,				
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the U.S., outside the	side the 50 st	ates, Dis	strict of	Columb	ia, U.S.
	Commonwealth Territories, or U.S. possessions).					
		Mark "X"		2	018	
		if None	Bil.	Mil.	Thou.	Dol.
1.	Admissions to feature film exhibitions - The projection of theatrical feature films in movie theaters, cinemas, and other venues					
	that were produced by foreign or domestic production companies 621	0				
2.	Other Revenue					
	a. Food and beverage sales - The sales of food and beverages					
	(alcoholic and nonalcoholic) on the premises from snack bars,					
	stands, or vending machines that are owned or operated by the theater owner. Include the sale of food and beverages from					
	franchise outlets operating on the premises when the theater					
	owner is the franchisee. If a franchise outlet in this establishment					
	is operated by another company other than the theater owner, please report the sale of food and beverages in line 2b 621:	,				
	b. Rental of retail space - The rental or leasing of space for retail	·				
	sale on a concession basis for merchandise, prepared food and					
	beverages at places of entertainment or recreation other than					
	sports venues. Include space for the rental of coin-operated machines such as vending machines, video games and gambling					1 1
	machines	4 🗆				
	c. Advertising services - The projection and/or display of					
	advertisements (including slides) on the movie screen and/or in and around your facilities. Include advertising space sold by your					
	firm, as well as advertising space that is contracted out to another					
	firm or agency	5				
	d. Coin-operated games and rides - The operation of video					
	games, arcades, and other amusements on the premises. If operated by other than the theater owner, please report this					
	revenue in line 2b	6		, ,	1 1	
	CONTINUE WITH 6 ON PAGE 4					

SA	LES, RECEIPTS, OR REVENUE - Continued						
			Mark "X"			2018	
			if None	\$ Bil.	Mil.	Thou	ı. Dol.
	her Revenue - Continued						
e.	All other operating revenue - Revenue not reported in line 1 through 2d. If this item is greater than 20% of the to operating revenue, specify the primary source of the revenue below	es otal					
		1799					
то	TAL OPERATING REVENUE						
Su	m of lines 1 through 2e	1800					
No	t Applicable.						
RE	VENUES FROM ELECTRONIC SOURCES						
A.	Did this firm have any revenues from customers enteri	ing orders	directly	on the	firm's	website	s or
	mobile applications in 2018?	g	,				
	Yes						
	0040						
	□ No						
	□ INO						
			d: 4l	41.:.			
В.	Did this firm have any revenues from customers enterimobile applications in 2018?	ing orders	directly	on thii	rd-party	website	es or
В.	Did this firm have any revenues from customers entermobile applications in 2018? Yes	ing orders	directly	on thii	rd-party	website	es or
В.	Did this firm have any revenues from customers entering mobile applications in 2018? Yes	ing orders	directly	on thii	rd-party	website	es or
В.	Did this firm have any revenues from customers entermobile applications in 2018? Yes	ing orders	directly	on thii	rd-party	website	es or
	Did this firm have any revenues from customers entering mobile applications in 2018? Yes	ing orders					
	Did this firm have any revenues from customers entering mobile applications in 2018? Yes No Did this firm have any revenues from customers entering (such as private networks, dedicated lines, etc.) in 201	ing orders					
	Did this firm have any revenues from customers entering mobile applications in 2018? Yes No Did this firm have any revenues from customers entering (such as private networks, dedicated lines, etc.) in 201 Yes	ing orders					
	Did this firm have any revenues from customers entering mobile applications in 2018? Yes No Did this firm have any revenues from customers entering (such as private networks, dedicated lines, etc.) in 201	ing orders					
C.	Did this firm have any revenues from customers enterimobile applications in 2018? Yes No Did this firm have any revenues from customers enteri(such as private networks, dedicated lines, etc.) in 201 Yes No	ing orders	via any (ms
C.	Did this firm have any revenues from customers enterimobile applications in 2018? Yes No Did this firm have any revenues from customers enteri(such as private networks, dedicated lines, etc.) in 201 Yes No Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage)	ing orders 8?	via any (other e	electron		ms 2018
C.	Did this firm have any revenues from customers enterimobile applications in 2018? Yes No Did this firm have any revenues from customers enteri(such as private networks, dedicated lines, etc.) in 201 Yes No Of the total 2018 revenues reported in ③,	ing orders 8?	via any (other e	electron		ms

Offili SA-5	ZISE (DRAFI)				raye
12 INVEN	TORIES AT END OF YEAR				
Report	inventories at end of year at cost or market value using generally accepted ac	counti	ng principl	les.	
Include	e:				
•Inven	cory held in Foreign Trade Zones or in bond warehouses in the United States.				
	this firm own inventories, regardless of where held, at the end of 20 ch you are reporting)?	18 (or 1	the perio	d for	
6043	☐ Yes				
	□ No - Go to 🔞				
R Wh	at was the value of the inventories owned by this firm on		2	2018	
	ember 31 in 2018?	\$ Bil.	Mil.	Thou.	Dol.
1. 1	inished goods				
		'			
2. \	Vork-in-process				
			1 1	1 1	1 1

13	Not	Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

• Transfers made within the company.

4. TOTAL BOOK VALUE
Sum of lines 1 through 3

- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X"		2	2018	
if None	\$ Bil.	Mil.	Thou.	Dol.

1. Personnel Costs

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CONTINUE WITH 1	🔼 ON PAGE 6
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14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs - Continued					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					1 1
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b			1 1		1 1
3.	Expensed purchases of software - 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 1826	s 🗆				
4.	Other Operating Expenses					
	 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment			1 1		
	expenses below /					
		, 🗆				
5.	TOTAL OPERATING EXPENSES)				
5.	Sum of lines 1a through 4b)				
15	and 16 Not Applicable.					

Form	SA-5	1213E	(DRAFT)
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Ð	REMARKS - Please use this space to explain any si data were estimated.	gnificant yea	r-to-year changes, t	o clarify responses, o	or indicate where
	data were estimated.	,		, i	
8	CONTACT INFORMATION		I		
	Name of person to contact regarding this report (Please p	orint)	Title		
					Number
	Area code Number Telephone	Extension	Fax	Area code	Number
	reiepnone -		Гах		-
	E-mail address		Website address		



2018 ANNUAL SERVICES REPORT

5A-51219A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
·	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your response. The U.S. Census Bureau	
is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your	
business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity	
risks through screening of the systems that transmit your data.	
This collection has been approved by the Office of Management and	
Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
ocala not conduct and carrey.	
Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
• Any significant change i	n this firm's operations should be noted in 😈.
, ,	or acquired in 2018, report data only for the period the establishments were operated by
 Estimates are acceptable 	e if book figures are not available.
Enter "0" where applicat	ıle.
	two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	
	456 it should be reported as TOSOZOTO
Include:	phliahmenta (evaluding data for Patail Wholesale, Manufacturing, Mining, and
Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and as defined by the survey coverage in 1 B.
garages, central adminis	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	I mailing address the same as shown in the mailing address above?
Ves	
	rrections in the mailing address above

B. SURVEY COVERAGE Did this firm provide the business activities described below? No - Specify this firm's business activity 7	FORM SA-31219A (DRAFI)					raye 2
Yes No - Specify this firm's business activity 7 10002 ② Not Applicable. ③ ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes 1016 Yes 1016 1018	1 B. SURVEY COVERAGE					
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Acquisition Date of organizational change)		orang			
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City, town, village, etc. State ZIP Code				-		
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	nonths of data for the 2018 calendar year. What time period is covered by the data provided in this report					
000		:?			201	18
000				E	Beginnir	ng Date
000	Calendar year			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates .		0007	,		
	The same of partial year tropers and small grant of the same of th				Ending	Date
				Month	Day	Year
						1 1
			0008	3		
N	ot Applicable.					
S	ALES, RECEIPTS, OR REVENUE					
W	/hat were the revenues for this firm in 2018?					
In	nclude:					
	Allowances for cash and other discounts.					
	Report gross billings, except where noted elsewhere on the form.					
	Dues and assessments from members and affiliates.					
	Amounts received for work subcontracted to others.					
	For locations that were sold or acquired during a year, only report follocations.	or the periods	that this f	ırm opei	rated th	е
	Revenue from services performed by domestic locations of foreign p	parent firms, si	ubsidiarie	s. brancl	hes. etc	_
	Revenues from electronic sources.	,		-,	,	-
E	xclude:					
	Transfers made within the company.					
	Taxes collected directly from customers or clients and paid directly t	o a local state	e or feder	ral tax ac	nencv	
	Rents from and revenue of separately operated departments, conces					
	Commissions from vending machine operators.	310113, 010., 111	11011 010 10	asoa to	otilolo.	
	Revenue of foreign subsidiaries (those located outside the U.S., i.e.,					
		outside the 50	states. D	istrict of	Colum	bia. U.S.
	Commonwealth Territories, or U.S. possessions).	outside the 50	states, D	istrict of	Colum	bia, U.S.
	Commonwealth Territories, or U.S. possessions).	Mark "X"	"	2	2018	
	Commonwealth Territories, or U.S. possessions).					
A	Commonwealth Territories, or U.S. possessions). Audiovisual postproduction services - Providing computerized	Mark "X"	"	2	2018	
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2018

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An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in @ include any revenue from exports?

	Yes
0009	
	No - Go to 14

	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	_
wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821	
LEmployer's cost for fringe benefits - 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	

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Mark "X" if None

\$ Bil.

CONTINUE	- WITH 🗗	ON PAGE

insurance programs, life insurance benefits, Medicare). Exclude

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14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs - Continued					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
3.	Expensed purchases of software - 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 1826					
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment		I I		1 1	1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
_	TOTAL OPERATING EXPENSES					
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b		'			1 1
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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-51219E (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ I	Bil.		Mil.		T	hοι	ı.		Dol.	
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nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	M	AILI	NG	ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



B. SURVEY COVERAGE Did this firm provide the business activities described below? Ves	Did this firm provide the business activities described below? Yes	0/1 0 12	(DRAFT)				
Yes No - Specify this firm's business activity 7 1000 Name of company 1001 Name of company 1001 Name of company 1001 Name of company 1001 Name of company 1002 City, town, village, etc. 1002	Yes No - Specify this firm's business activity 7 1002 100	B. SURV	EY COVERAGE				
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B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change	B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change	0016					
Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale AND Enter detailed information below Divestiture Divestiture Divestiture Divestiture Outh Day Year Month Day Year AND Enter detailed information below City, town, village, etc.	Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Acquisition Sale AND Interdetailed information below Divestiture Divestiture Divestiture Divestiture Outs EIN (9 digits) Address (Number and street, P.O. Box, etc.) City, town, village, etc.	[No - <i>Go to</i> 4				
Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale AND Enter detailed information below Divestiture Divestiture Divestiture Divestiture Outh Name of company Outh Day Year AND Enter detailed information below City, town, village, etc. State ZIP Code	Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Acquisition Sale AND Interdetailed information below Divestiture Divestiture Divestiture Divestiture Outs EIN (9 digits) Address (Number and street, P.O. Box, etc.) City, town, village, etc.	R Whic	of the following examinational changes occurred in 2019?				
Acquisition Sale AND Interdetailed information below Divestiture Divestiture Divestiture Divestiture Divestiture Divestiture Outh Day Year Month Day Year AND Enter detailed information below Divestiture Outh Name of company Outh Day Year AND Enter detailed information below City, town, village, etc. State ZIP Code	Acquisition Sale			oortina	period	. explai	n in 🕡.
Acquisition Sale AND Interdetailed information below Divestiture Divestiture Divestiture Divestiture Divestiture Divestiture City, town, village, etc. Date of organizational change	Acquisition Sale	3 7733.	an area appris minore area organizational energy containing and rep	, , , , , ,			
Sale AND Enter detailed information below Divestiture Out Name of company State ZIP Code	Sale	[Acquisition		WIOTILII	Day	i ear
Merger Divestiture Outh Name of company AND Enter detailed information below Outh Name of company Outh Name of company Outh Name of company Outh Name of company City, town, village, etc. State ZIP Code	AND Merger	r	Date of organizational change	. 0018			1 1
Merger Enter detailed information below Divestiture	Merger Enter detailed information below Divestiture	0091	Sale AND				
Divestiture Divestiture D	Divestiture Divestiture D	[Merger				
O017 Name of company O019 EIN (9 digits) Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code	O017 Name of company O019 EIN (9 digits) Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code		Enter detailed information below?				
Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code	Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code		Divestiture				
Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code	Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code			<u> </u>	/		
City, town, village, etc. State ZIP Code	City, town, village, etc. State ZIP Code	0017 N	ame of company	0019 E	IN (9 dig	gits)	
City, town, village, etc. State ZIP Code	City, town, village, etc. State ZIP Code				-		
City, town, village, etc. State ZIP Code	City, town, village, etc. State ZIP Code	Addre	s (Number and street, P.O. Box, etc.)				
		City, t	wn, village, etc.	ZIP Co	de		
				, '	1	_	' '

rorm	1 5A-51219E (DRAFT)					Page
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, pleas	e report for the	fiscal yea	r that ir	ncludes	at least six
	months of data for the 2018 calendar year. What time period is covered by the data provided in this report	17			20	18
	That time period is covered by the data provided in this report			В		ng Date
	☐ Calendar year			Month	Day	Year
	0006					
	Fiscal or partial year - Report beginning and ending dates .		0007			5.
				Month	Ending Day	Year
				WIOTILIT	Day	I Gai
			8000			
A	Not Applicable.					
5						
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	Allowances for cash and other discounts. Papert gross hillings, except where peted elegathers on the form.					
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 					
	Amounts received for work subcontracted to others.					
	• For locations that were sold or acquired during a year, only report for	or the periods t	hat this fir	m oper	ated th	е
	locations. • Powning from convices performed by demostic locations of foreign r	parant firms	boidiaria	brond	200 04-	
	 Revenue from services performed by domestic locations of foreign p Revenues from electronic sources. 	parent nirms, su	ibsidiaries	, branci	ies, etc	•
	Exclude:					
	• Transfers made within the company.					
	• Taxes collected directly from customers or clients and paid directly to	to a local, state	, or federa	ıl tax ag	jency.	
	• Rents from and revenue of separately operated departments, concess					
	Commissions from vending machine operators.					
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). 	outside the 50	states, Dis	strict of	Colum	bia, U.S.
				-	2018	
		Mark "X" if None	\$ Bil.	Mil.	Thou	. Dol.
1.	Audiovisual postproduction services - Providing computerized		7			
	and electronic image and sound processing services in audiovisual					
	works (e.g., editing, transfer, color correction, digital restoration, visual effects, animation, duplication of masters, format conversion,					
	compression and digital encoding, captioning, titling, subtitling,			1 1	1 1	
_	sound editing and design services)	. 6221				
2.	Motion picture film laboratory services - Processing motion picture film, negative matching, color timing, printing (e.g.,					
	workprints, answer prints, intermediates), release printing, and film			1 1	1 1	
_		. 6222				
3.	Duplication and copying services - Multiple or limited duplication of the master of a video, digital media, etc. Include screening copies,					
	approval copies, etc. The copies are usually on VHS, streaming video,	•				
	or DVD format. Exclude mass duplication of copies intended for the retail or rental market. Limited reproduction of the master of a film,					
	video, digital media, etc. (e.g., edit masters, high definition masters,					
_	clones, etc.) are included in line 1	. 6223				
4.	All other operating revenue - Revenue not reported in lines 1 through 3. If this item is greater than 20% of the total					
	operating revenue, specify the primary source of the revenue					
	pelom >					
				1 1		
		1799				
5.	TOTAL OPERATING REVENUE					
	Sum of lines 1 through 4	. 1800				
7	Not Applicable.					

8	RE	VEN	UES	FROM ELECTRONIC SOURCES				
	A.			firm have any revenues from customers entering orders directly applications in 2018?	on the f	firm's w	ebsites	or
		0040		Yes				
				No				
	В.	Did mok	this	firm have any revenues from customers entering orders directly applications in 2018?	on third	l-party v	website	es or
		0041		Yes				
				No				
	C.	Did (suc	this h as	firm have any revenues from customers entering orders via any private networks, dedicated lines, etc.) in 2018?	other eld	ectronic	syster	ns
		0042		Yes				
				No				
	D.	Of t	he t	otal 2018 revenues reported in (3 , 2018		_	Г	2018
		wha	it wa	as the dollar amount (or percentage) s from the revenues identified in \$ Bil. Mil. Thou	ı. Do	l.		Percent
		A-C	abo	ve? Please provide an estimate if gures are not available.		OI	R 2501	9/
9-	Œ	No	t Ap	plicable.				
12	IN	VEN	TOR	IES AT END OF YEAR				
				ntories at end of year at cost or market value using generally accepted a	ccounting	g princip	les.	
		lude		held in Foreign Trade Zones or in bond warehouses in the United States				
			·					
	A.			firm own inventories, regardless of where held, at the end of 20 ou are reporting)?)18 (or tl	ne perio	d for	
		6043		Yes				
				No - Go to 13				
	В.			as the value of the inventories owned by this firm on	A D''		2018	5.
		Dec	emb	per 31 in 2018?	\$ Bil.	Mil.	Thou	. Dol.
		1. F	inis	hed goods				
		2. V	Vork	c-in-process				
		3. 1	/late	rials, supplies, fuel, etc	+			
				AL BOOK VALUE				
		5	Sum	of lines 1 through 3				

2018

Thou.

Dol.

Mil.



An exported service is a service 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:

- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.

Exclude:

· Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in @ include any revenue from exports?

	Yes
0009	
	No - Go to 14

	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

Э.	Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages .	1821		1		1	
b.	Employer's cost for fringe benefits - 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						

CONTINUE WITH 14 ON PAGE 6

insurance programs, life insurance benefits, Medicare). Exclude

CONT			DA	^
(- (<i>)</i> V	INLIF	C)IV	$P\Delta$	n

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								Ū	
14	OPERATING EXPENSES - Continued		_						
		Mark ".					2018		
		if Non	e	\$ Bil.	М	il.	Thou.	Dol.	
1.	Personnel Costs - Continued								
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	823		1					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	000							
3.	Expensed purchases of software - 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 18	_							
4.	Other Operating Expenses		_						
	 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment b. All other operating expenses - All other operating expenses 	831							
	not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7								
				1	I				
_	TOTAL OPERATING EXPENSES	879	_	_					
5.		000			'	'			
	and 16 Not Applicable.	900							

Form	SA-5	1219E	(DRAFT)

8	CONTACT INFORMATION							
_	CONTACT INFORMATION Name of person to contact regarding this repo	ort (<i>Please pi</i>	rint)	Title				
_		ort <i>(Please pi</i>	rint)	Title				
_	Name of person to contact regarding this repo		rint) Extension		Area code	Nun	mber	
_	Name of person to contact regarding this repo			Title Fax	Area code	Nun -	mber	
_	Name of person to contact regarding this report to the second sec				Area code		mber	
	Name of person to contact regarding this report to the second sec			Fax	Area code		mber	
_	Name of person to contact regarding this reportant to the second	r	Extension	Fax Website address		-	mber	
_	Name of person to contact regarding this report Area code Number Telephone - E-mail address THANK YOU for contact regarding this report Number Telephone -	mpleting y	Extension Four 2018 A	Fax Website address		-	mber	

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51222A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** Any significant change in this firm's operations should be noted in ①. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and

- Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A. I	MAIL	NG ADDRESS
I	s this	firm's name and mailing address the same as shown in the mailing address above?
(0035	Yes
		No - Enter corrections in the mailing address above

Form SA-51222A (DRAFT)

1 B. SURVEY COVERAGE

	Did	l this	firm	n provide	e the l	busin	iess a	activ	/ities	s des	scrik	bed l	belo	w?									
			Yes																				
	0001																						
			No -	- Specify i	this fil	rm's E	ousin	ess a	activi	ity 🔀													
			0002																				
2	Not Ap	plica	ble.																				
3	ORGA	NIZA	OITA	NAL CHA	ANGE																		
	A. Did	l this	firm	n experie	ence a	any ac	cquis	sitio	ns, s	sales	, me	erge	rs, a	nd/o	r div	vest	iture	s in 2	0187	?			
	0016		Yes																				
	0010		No -	Go to 4																			
	B. Wh	ich o	of the	e followi	ing or	ganiz	zatio	nal c	chan	iges	occ	urre	d in	201	8?								
	Che	eck al	ll that	t apply. If	more	than	one d	orgar	nizati	ional	cha	nge	осси	rred	duri	ng t	he re	porting					
			Acq	uisition															Мо	nth	Day	Y	ear
			Sale)		ate of	f orga	aniza	tiona	al cha	ange							. 0018	Ш				
	0091	П	Mer	aer		ND																	
				estiture	E	nter d	letaile	ed in	form	atior	n bel	low 🗾	7										
				-	J																		
	0017	Nam	ne of	company														0019 I	EIN (9	digi	ts)		
	0.1		/N.I.			0.0		\											-				
	Add	uress	livum	ber and str	reet, P.	.O. B0>	x, etc.	1															
	City	v. tow	n. vill	age, etc.													State	ZIP C	ode				
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rorm	ISA-51222A (DRAFT)						Page 3
4	REPORTING PERIOD						
	NOTE: Calendar year data are preferred. If they are unavailable, pleas	se report	for the	fiscal yea	r that ir	ncludes a	at least six
	months of data for the 2018 calendar year.	·		,			
	What time period is covered by the data provided in this report	t?				2018	
	Colondar year					eginning	
	Calendar year				Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates .			0007			
						Ending	Date
					Month	Day	Year
							1 1 1
				8000			
5	Not Applicable.						
6	SALES, RECEIPTS, OR REVENUE						
	What were the revenues for this firm in 2018?						
	Include:						
	 Allowances for cash and other discounts. Report gross billings, except where noted elsewhere on the form. 						
	 Dues and assessments from members and affiliates. 						
	Amounts received for work subcontracted to others.						
	• For locations that were sold or acquired during a year, only report to	for the pe	eriods t	hat this fir	rm oper	ated the	
	locations.				la a .a .a .l		
	 Revenue from services performed by domestic locations of foreign Revenues from electronic sources. 	parent fil	rms, su	bsidiaries	, brancr	ies, etc.	
	Exclude:						
	Transfers made within the company.						
	Taxes collected directly from customers or clients and paid directly	to a loca	I, state	or federa	al tax ag	jency.	
	• Rents from and revenue of separately operated departments, conce						
	Commissions from vending machine operators.						
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e. Commonwealth Territories, or U.S. possessions). 	, outside	the 50	states, Dis	strict of	Columb	ia, U.S.
	Commonwealth Territories, or 0.5. possessions).						
			lark "X" f None	¢ D∷		2018	Del
1.	Licensing Revenue		rivone	\$ Bil.	Mil.	Thou.	Dol.
••	a. Licensing of rights to use musical compositions - Granting						
	the right to use a musical composition (whose rights you own) or	า					
	a fee or royalty basis. A musical composition may be the lyrics,	al.					
	the music, or both. Include public performance rights, mechanica rights, synchronization rights, videogram rights, commercial	31					1 1
	advertisement rights, and print rights	. 6008					
	b. Licensing of rights to use musical recordings - Granting the						
	right to use a copyrighted recording (whose rights you own) on a fee or royalty basis. Exclude permission to use the copyrighted						1 1
	composition	. 6009				1 1	1 1
2.	Other Operating Revenue						
	a. Sale of recordings - The sale of recordings (e.g., CDs, music						
	streaming and downloads, cassette tapes, vinyl records) containing a variety of sound material (e.g., music, plays,						
	poetry, comedic routines). The sale of a recording is typically						
	accompanied by an implicit license, based upon the law, that places some limits on the usage of the recording by the end						1 1
	customer	. 6010				1 1	1 , ,
	b. All other operating revenue - Revenue not reported in lines						
	1a through 2a. If this item is greater than 20% of the total operating revenue, specify the primary source of the						
	revenue below 7						
		1700		'	1 1	1 1	
3.	TOTAL OPERATING REVENUE	1799					
3.	Sum of lines 1a through 2b	. 1800					
0							
7	Not Applicable.						

orm	1 2	A-51 <i>ZZZA</i>	(DRAFT)								Page 4
8	RE	VENUES F	ROM ELECTRONIC SOURCES								
	A.		rm have any revenues from c plications in 2018?	ustomers er	ntering	orders d	irectly o	on the f	irm's v	vebsites	or
		0040 Y	es								
			0								
	В.	Did this fi mobile ap	rm have any revenues from c plications in 2018?	customers er	ntering	orders d	irectly o	on third	party	website	s or
		0041 Y	es								
			0								
	C.	Did this fi (such as p	rm have any revenues from c rivate networks, dedicated li	ustomers er nes, etc.) in	ntering 2018?	orders v	ia any o	ther ele	ctroni	c systen	ns
		0042 Y	es								
			o								
	D.	Of the tot	al 2018 revenues reported in	6,		•	2018			Γ	2018
			the dollar amount (or percen		φ D:I			D-I		-	
			rom the revenues identified i		\$ Bil.	Mil.	Thou.	Dol			Percent
		A-C above	? Please provide an estimate	if	'	' '			0	R	%
		exact figu	res are not available.	2500		1 1	1 1		U	2501	/0
9	Œ	Not Appl	cable.								
12			S AT END OF YEAR								
		port invento clude:	ories at end of year at cost or ma	arket value us	ing ger	erally acc	epted ac	counting	princip	oles.	
	•	nventory he	ld in Foreign Trade Zones or in I	bond wareho	uses in	the United	d States.				
	A.	Did this f which you	rm own inventories, regardle ı are reporting)?	ess of where	held,	at the end	d of 201	8 (or th	e perio	od for	
		6043 Y	es								
		□ N	o - <i>Go to</i> 🔼				_				
	В.	What was	the value of the inventories	owned by th	nis firm	on				2018	
			31 in 2018?					\$ Bil.	Mil.	Thou.	Dol.
		1. Finishe	d goods				. 1751				
		2. Work-i	n-process				. 1752				
		3. Materi	als, supplies, fuel, etc				. 1753 🛨				
			BOOK VALUE				. 1733				
							475.4				
		Sum of	lines 1 through 3				. 1754	1	1 1	The second	

13	Not	Applic	able
----	-----	--------	------

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported disconners.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions	2 🗆				
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3 D				
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b) 🗆				
Expensed purchases of software - 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 1826	s 🔲				
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

Form	SA-5122	2A (DRAFT)
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14 OPERATING EXPENSES - Continued

expenses below 7

15 and 16 Not Applicable.

TOTAL OPERATING EXPENSES
Sum of lines 1a through 4b . . .

Other Operating Expenses - Continued

b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating

expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the

Dol.

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if None \$ Bil.

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7	REMARKS - I data were esti	Please use mated.	this spac	e to expla	ain any s	ignificant y	ear-to-year o	changes, t	o clarify re	sponses,	or indica	ite where
3	CONTACT IN				(=:		-					
	Name of perso	n to contact	regarding	this report	t (<i>Please</i> p	orint)	Title					
	Telephone	Area code		Number		Extension		Fax	Area code		Number	
				-							-	
	E-mail address						Website a	ddress				



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-51222E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.			Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

above

1	A.	MAILING ADDRESS
		Is this firm's name and

name and mailing address the same as shown in the mailing address above?

	Ш	Yes
0035		
		No - Enter corrections in the mailing address



B. SURVEY COVERAGE							
Did this firm provide the business activities described below?							
Yes							
0001 Tes							
□ No - Specify this firm's business activity 7							
0002							
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)							
Does this firm report payroll under EIN							
Yes							
0013	EIN (S	digits)				
No - Enter current 9-digit EIN AND date payroll was first reported for this EIN		-					
		Month	Day	Vaar			
		Month	Day	Year			
	0088			1 1			
ORGANIZATIONAL CHANGE							
	a in 20	1407					
A. Did this firm experience any acquisitions, sales, mergers, and/or divestiture	:5 III 20	710:					
O016 Yes							
No - Go to 4							
B. Which of the following organizational changes occurred in 2018?							
Check all that apply. If more than one organizational change occurred during the re	porting	period	, explai	n in T .			
Acquisition		Month	Day	Year			
Date of organizational change	. 0018						
□ Sale □							
Merger AND							
Enter detailed information below							
☐ Divestiture							
0017 Name of company 0019 EIN (9 digits)							
		-					
Address (Number and street, P.O. Box, etc.)							
City, town, village, etc.	ZIP Co						
City, town, village, etc.	ZIP Co		_				
City, town, village, etc.	ZIP Co		-				
City, town, village, etc.	ZIP Co		-				

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Form	SA-51222E (DRAFT)						Page 3	
4	REPORTING PERIOD							
	NOTE: Calendar year data are preferred. If they are unavailable, plea	ase report	for the	fiscal vea	r that ir	cludes a	at least six	
	months of data for the 2018 calendar year.			,,,,				
	What time period is covered by the data provided in this repo	rt?				2018	3	
					В	eginning	j Date	
	Calendar year				Month	Day	Year	
	Fiscal or partial year - Report beginning and ending dates						' ' '	
	Fiscal of partial year - neport beginning and ending dates			0007		Endina I	Data	
					Month	Month Day Year		
					WIOTILII	Day	T ear	
				8000				
5	Not Applicable.							
6	SALES, RECEIPTS, OR REVENUE							
	What were the revenues for this firm in 2018?							
	Include:							
	Allowances for cash and other discounts.							
	• Report gross billings, except where noted elsewhere on the form.							
	• Dues and assessments from members and affiliates.							
	• Amounts received for work subcontracted to others.							
	 For locations that were sold or acquired during a year, only report locations. 	for the pe	eriods tl	nat this fi	rm oper	ated the		
	 Revenue from services performed by domestic locations of foreign 	narent fi	rms su	hsidiaries	branch	ies etc		
	• Revenues from electronic sources.	i paront n	11110, 001	bolalarios	, branor	100, 010.		
	Exclude:							
	• Transfers made within the company.							
	• Taxes collected directly from customers or clients and paid directly	y to a loca	al, state,	or federa	al tax ag	ency.		
	• Rents from and revenue of separately operated departments, conc	essions, e	etc., whi	ch are lea	sed to	others.		
	Commissions from vending machine operators.							
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e Commonwealth Territories, or U.S. possessions). 	., outside	the 50	states, Dis	strict of	Columb	ia, U.S.	
	Commonwealth remitaties, or 0.3. possessions,.		r					
			lark "X" f None	ф D:1		018		
4	Licensing Personus	,	i ivone	\$ Bil.	Mil.	Thou.	Dol.	
1.	Licensing Revenue							
	 a. Licensing of rights to use musical compositions - Granting the right to use a musical composition (whose rights you own) or 	n						
	a fee or royalty basis. A musical composition may be the lyrics,							
	the music, or both. Include public performance rights, mechanic rights, synchronization rights, videogram rights, commercial	cal			1 1			
		6008				1 1		
	b. Licensing of rights to use musical recordings - Granting the	;	_					
	right to use a copyrighted recording (whose rights you own) on	а						
	fee or royalty basis. Exclude permission to use the copyrighted composition	6009						
2.	Other Operating Revenue							
	a. Sale of recordings - The sale of recordings (e.g., CDs, music							
	streaming and downloads, cassette tapes, vinyl records)							
	containing a variety of sound material (e.g., music, plays, poetry, comedic routines). The sale of a recording is typically							
	accompanied by an implicit license, based upon the law, that		т					
	places some limits on the usage of the recording by the end				' '	1 1	' '	
	customer	6010						
	b. All other operating revenue - Revenue not reported in lines 1a through 2a. If this item is greater than 20% of the							
	total operating revenue, specify the primary source of the							
	revenue below 🗡							
			Ī					
		1799						
3.	TOTAL OPERATING REVENUE							
	Sum of lines 1a through 2b	1800				100		
U	Not Applicable.							

8	REVENUES FROM ELECTRONIC SOURCES								
	A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018?								
		0040		Yes					
				No					
	В.	Did mol	this	firm have any revenues from customers entering orders diapplications in 2018?	rectly o	on third-pa	arty websit	es or	
		0041		Yes					
				No					
	C.			firm have any revenues from customers entering orders via private networks, dedicated lines, etc.) in 2018?	a any o	ther elect	ronic syste	ms	
		0042		Yes					
				No					
	D.	Of t	he t	otal 2018 revenues reported in ③ ,	018		7	2018	
		wha	t wa	as the dollar amount (or percentage) s from the revenues identified in \$Bil. Mil.	Thou.	Dol.		Percent	
		A-C	abo	ve? Please provide an estimate if gures are not available			OR ₂₅₀₁	%	
9-	Œ	No	t Ap	plicable.					
12	IN	VEN	ΓOR	IES AT END OF YEAR					
	Re	port	nver	ntories at end of year at cost or market value using generally acce	pted ac	counting p	rinciples.		
		lude	_						
	• Ir	nvent	ory	held in Foreign Trade Zones or in bond warehouses in the United	States.				
	A.			firm own inventories, regardless of where held, at the end ou are reporting)?	of 201	8 (or the	period for		
	G043 Yes								
	No - Go to 14								
	B.			as the value of the inventories owned by this firm on		¢ D:I	2018	. Del	
		Dec	emb	per 31 in 2018?		-	/lil. Thou		
		1. F	inis	hed goods	. 1751				
		2. V	Vork	ι-in-process	. 1752				
		3. 1	/late	rials, supplies, fuel, etc.	. 1753 🛨				
				AL BOOK VALUE	1705				
				of lines 1 through 3	. 1754				

13 Not A	Applicable
----------	------------

OPERATING EXPENSES What were the operating expenses for this firm in 2018?

- Exclude:
- Transfers made within the company.Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reporte	tu disewilere.						
		Mark "X"	2018		2018		
		if None	\$ Bil.	Mil.	Thou.	Dol.	
Personnel Costs							
wages for all emp Employer's Quart quarters that corr Employer's Annu	ayroll - Total annual Medicare salaries and ployees as reported on this firm's IRS Form 941, terly Federal Tax Return, line 5(c) for the four respond to the survey period or IRS Form 944 al Federal Tax Return, line 4(c). Include the options that are taxable to employees as wages . 183	21		1 1		1 1	
legally required p Include insurance and single service premium equivale third-party admin defined contributi plans); and other compensation ins	t for fringe benefits - Employer's cost for programs and programs not required by law. The premiums for hospital plans, medical plans, the plans (e.g., dental, vision, prescription drugs); the plans (e.g., dental, vision, prescription drugs); the plans for self-insured plans and fees paid to distrators (TPAs); defined benefit pension plans; the plans (e.g., profit sharing, 401K, stock option fringe benefits (e.g., Social Security, workers' surance, unemployment tax, state disability the plans of the plans o	22					
c. Temporary staff	f and leased employee expense - Total costs nal Employer Organizations (PEOs) and staffing onnel. Include all charges for payroll, benefits,						
		23					
resale) - Include ex (e.g., copiers, fax ma CPUs, monitors). Inc services to others; m janitorial supplies; sr	pent, materials, parts, and supplies (not for pensed computer hardware and other equipment achines, telephones, shop and lab equipment, clude materials and supplies used in providing naterials and parts used in repairs; office and mall tools; containers and other packaging r fuels. Report packaged software in line 3 and quipment in line 4b	60		1 1			
custom coded, or ver developed or custom purchases, licensing	es of software - Purchases of prepackaged, ndor customized software. Include software nized by others, web-design services and agreements, upgrades of software, and lated to software upgrades and alterations 18:	26		1 1			
Other Operating Ex		20					
a. Depreciation an charges taken aga firm, tangible ass within leaseholds agreements, and	and amortization charges - Include depreciation ainst tangible assets owned and used by this lets and improvements owned by this firm s, tangible assets obtained through capital lease amortization charges against intangible assets over the charges against part and the charges against intangible assets	21					

CONTINUE WITH 14 ON PAGE 6

Form	SA-5	1222E	(DRAFT)
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14 OPERATING EXPENSES - Continued

expenses below 7

15 and 16 Not Applicable.

TOTAL OPERATING EXPENSES
Sum of lines 1a through 4b . . .

Other Operating Expenses - Continued

b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating

expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the

Dol.

2018

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Mark "X"

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if None \$ Bil.

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Form SA-51222E	(DRAFT)		

Page 7

D	data were est	Please use to mated.	this spac	e to exp	plain an	y signifi	cant yea	r-to-year chang	es, to clarif	y resp	onses, o	or indi	cate wh	nere
18	CONTACT IN	IFORMATI	ON											
	Name of perso			this rep	ort (<i>Plea</i>	se print)		Title						
		Area code		Numbe	er	Ex	tension		Area o	ode		Numbe	er	
	Telephone			-				Fa						
	E-mail address							Website address						
	L-man address							vvensite address						

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE

Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51223A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 1030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

0035	Yes
	No - Enter corrections in the mailing address above

Form SA-51223A (DRAFT)

FUIII	I JA	-51223	DRAFI)														raye z
0	В. 9	SURVEY	COVERAGE														
	ı	Did this	firm provide	the b	ousines	ss acti	ivities	s desc	ribed	below?							
		0001	Yes														
	(0001	No - Specify to	this fir	m's bus	siness	activi	ty Ţ									
			0002														
2	Not	Applicat	ble.														
3	OR	GANIZA	TIONAL CHA	ANGE													
	A . I	Did this	firm experier	nce a	ny acq	uisitio	ons, s	ales,	merge	rs, and	or dives	stiture	s in 20)18?			
			Yes														
	(0016	No - Go to 4)													
	RI	Which o	of the following	ina ora	nanizat	tional	chan	nae n	CCIIFFO	d in 20	197						
			l that apply. If i									the rep	orting	period	, explai	n in Œ) .
			A											Month	Day	Y	ear
			Acquisition	Da	ate of o	raaniz	ationa	al chan	ae				. 0018				
	(0091	Sale	> AN		. 3			<i>3</i>								
			Merger		nter deta	tailad i	inform	ation	halow-	7							
			Divestiture	"	ner dete	anea n	11101111	ationi	Jeiow p								
)	J													
		0017 Nam	ne of company										0019 E	IN (9 diç	gits)		
			/											-			
		Address ((Number and stre	reet, P.C	U. Box, e	etc.)											
		01:											=====				
		City, towr	n, village, etc.									State	ZIP Co	de		ı	1 1

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	SA-51223A (DRAFT)							
4	REPORTING PERIOD							
	NOTE: Calendar year data are preferred. If they are unavailable, please repo	ort for the	fiscal vea	r that in	cludes	at least six		
	months of data for the 2018 calendar year.				.0.0.00	2000000		
	What time period is covered by the data provided in this report?			2018				
				В	eginning	g Date		
	Calendar year			Month	Day	Year		
	5 Final or portiol years. Persont having increased and incredents					1 1 1		
	Fiscal or partial year - Report beginning and ending dates		0007					
					Ending			
				Month	Day	Year		
			0008					
5	Not Applicable.							
6	SALES, RECEIPTS, OR REVENUE							
	What were the revenues for this firm in 2018?							
	Include:							
	• Report gross billings, except where noted elsewhere on the form.							
	• Dues and assessments from members and affiliates.							
	 Amounts received for work subcontracted to others. 							
	• For locations that were sold or acquired during a year, only report for the	periods the	nat this fir	m oper	ated the			
	locations.	c:						
	 Revenue from services performed by domestic locations of foreign parent Revenues from electronic sources. 	firms, su	bsidiaries,	, branch	es, etc.			
	• Transfers made within the company.							
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a lo 	cal state	or federa	l tay an	encv			
	 Rents from and revenue of separately operated departments, concessions, 			_				
	• Commissions from vending machine operators.	, 0101, 11111						
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside	de the 50	states, Dis	strict of	Columb	ia, U.S.		
	Commonwealth Territories, or U.S. possessions).							
		Mark "X"		2	018			
		if None	\$ Bil.	Mil.	Thou.	Dol.		
1.	Licensing Revenue							
	a. Licensing of rights to use musical compositions - Granting							
	the right to use a musical composition (whose rights you own) on a fee or royalty basis. A musical composition may be the lyrics,							
	the music, or both. Include public performance rights, mechanical	1						
	rights, synchronization rights, videogram rights, commercial			1 1		1 1		
	rights, synchronization rights, videogram rights, commercial advertisement rights, and print rights					1 1		
	rights, synchronization rights, videogram rights, commercial advertisement rights, and print rights					1 1		
	rights, synchronization rights, videogram rights, commercial advertisement rights, and print rights							
_	rights, synchronization rights, videogram rights, commercial advertisement rights, and print rights							
2.	rights, synchronization rights, videogram rights, commercial advertisement rights, and print rights							
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2.	rights, synchronization rights, videogram rights, commercial advertisement rights, and print rights							

Form	SA-51223A (DRAFT)							Page 4
6	SALES, RECEIPTS, OR REVENUE - Continued							
Ŭ				Mark "X"			2018	
				if None	\$ Bil.	Mil.	Thou	ı. Dol.
2.	Other Operating Revenue - Continued							
	d. All other operating revenue - Revenue not reported in 1a through 2c. If this item is greater than 20% of the total operating revenue, specify the primary source revenue below 7	he						
			1799					
3.	TOTAL OPERATING REVENUE							
0	Sum of lines 1a through 2d		1800					
7	Not Applicable.							
8	REVENUES FROM ELECTRONIC SOURCES							
	A. Did this firm have any revenues from customers en mobile applications in 2018?	tering or	ders	directly	on the	firm's	website	s or
	Yes							
	0040 No							
	B. Did this firm have any revenues from customers en	tering or	ders	directly	on thir	d-partv	websit	es or
	mobile applications in 2018?			·				
	Ves 0041							
	No							
	C. Did this firm have any revenues from customers en (such as private networks, dedicated lines, etc.) in	tering or 2018?	ders '	via any o	other e	lectron	ic syste	ms
	Yes							
	0042							
	No							
	D. Of the total 2018 revenues reported in 6 , what was the dollar amount (or percentage)			2018				2018
	that was from the revenues identified in A-C above? Please provide an estimate if	\$ Bil.	Mil.	Thou.	Do	ol.		Percent
	exact figures are not available						OR ₂₅₀₁	%
9-	Not Applicable.							
	The state of the s							

-orm SA-51223A (DRAFT)				Page
INVENTORIES AT END OF YEAR Report inventories at end of year at cost or market value using generally accepted accepted accepted include:		ıg princip	les.	
• Inventory held in Foreign Trade Zones or in bond warehouses in the United States. A. Did this firm own inventories, regardless of where held, at the end of 20 which you are reporting)? Yes No - Go to 12		he perio	d for	
B. What was the value of the inventories owned by this firm on December 31 in 2018?	\$ Bil.	Mil.	2018 Thou.	Dol.
1. Finished goods				
3. Materials, supplies, fuel, etc				

13	Not	Appl	icable.
		1- 1-	

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

• Transfers made within the company.

Sum of lines 1 through 3

- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X"	2018							
if None	\$ Bil.	Mil.	Thou.	Dol.				

Personnel Costs

a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey p Employer's Annual Federal Tax Return, spread on stock options that are taxable

in a 4/a) In a land a than					
ine 4(c). Include the to employees as wages . 1821					
to cripicycos as wages : 1021					

14	OPERATING EXPENSES - Continued					
	OF EIGHT ENGLY CONTINUES	Montelline			2018	
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs - Continued					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.			1 1		
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
3.	Expensed purchases of software - 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 1826	; <u> </u>				
4.	Other Operating Expenses					
	 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					1 1
E	TOTAL OPERATING EXPENSES) <u> </u>				
5.	Sum of lines 1a through 4b)				
15	and 16 Not Applicable.					

0/0	18	CONTACT IN			this report (Please p	orint)	Title				
0/000710						•	-				
		Telephone	Area code		Number -	Extension	Fax	Area code	Numbe	er	
		E-mail address					Website address				
	THANK YOU for completing your 2018 ANNUAL SERVICES REPORT. We suggest you keep a copy for your records.										

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

FORM

SA-51223E (DRAFT)

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ Bil.			Mil.		Thou.				Dol.	
*		1	0	3	0	2	8	0	4	5	6

nclude:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING ADDRESS	3
		Is this firm's name ar	า

Is this firm's name and mailing address the same as shown in the mailing address above?

	Ш	Yes
0035		
		No - Enter corrections in the mailing address above



SUBVEY (
	OVERAGE	the best-	.41141 1	الممالية	3				
Dia this fir	m provide t	the business a	ctivities aesci	ribea below	ſ				
Ye	es								
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EDERAL EMF	PLOYER IDE	NTIFICATION	NUMBER (EIN	1)					
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Form	1 SA-51223E (DRAFT)					Page 3
4	REPORTING PERIOD		finant	414 :-		A la sat siss
	NOTE: Calendar year data are preferred. If they are unavailable, please repmonths of data for the 2018 calendar year.	ort for the	fiscal yea	r that ir		
	What time period is covered by the data provided in this report?				2018	
					eginning	
	Calendar year			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		0007			
					Ending [Date
				Month	Day	Year
			8000			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	• Report gross billings, except where noted elsewhere on the form.					
	 Dues and assessments from members and affiliates. 					
	Amounts received for work subcontracted to others.					
	 For locations that were sold or acquired during a year, only report for the locations. 	e periods t	hat this fir	m oper	ated the	
	 Revenue from services performed by domestic locations of foreign paren 	nt firms, su	bsidiaries	, branch	nes, etc.	
	Revenues from electronic sources.	-, -				
	Exclude:					
	• Transfers made within the company.					
	• Taxes collected directly from customers or clients and paid directly to a I			_	•	
	• Rents from and revenue of separately operated departments, concession	s, etc., whi	ch are lea	sed to	others.	
	Commissions from vending machine operators.					
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outs Commonwealth Territories, or U.S. possessions). 	ide the 50	states, Dis	strict of	Columbi	a, U.S.
	Commonwealth Formerios, or C.S. possessions,					
		Mark "X" if None	\$ Bil.	Mil.	2 018 Thou.	Dol.
1.	Licensing Revenue	n ivone	ф БП.	IVIII.	i nou.	Doi.
••	a. Licensing of rights to use musical compositions - Granting					
	the right to use a musical composition (whose rights you own) on					
	a fee or royalty basis. A musical composition may be the lyrics,					
	the music, or both. Include public performance rights, mechanical rights, synchronization rights, videogram rights, commercial					
	advertisement rights, and print rights				1 1	1 1
	b. Licensing of rights to use musical recordings - Granting the					
	right to use a copyrighted recording (whose rights you own) on a fee or royalty basis. Exclude permission to use the copyrighted					
	composition					, ,
2.	Other Operating Revenue					
	a. Administration of copyrights for others - Administering					
	copyright licenses owned by others. Include fees received from					-
	ensuring that the copyright owner is paid for the use by others of the copyrighted material					
	b. Sale of recordings - The sale of recordings (e.g., CDs, music					
	streaming and downloads, cassette tapes, vinyl records)					
	containing a variety of sound material (e.g., music, plays,					
	poetry, comedic routines). The sale of a recording is typically accompanied by an implicit license, based upon the law, that					
	places some limits on the usage of the recording by the end			1 1	1 1	' '
	customer					
	c. Print music - The sale of musical compositions in printed form or electronic text. Include prints of owned compositions					
	and of those for which your company has obtained rights to					
	the composition copyright, which are then distributed as sheet					
	music, folios, or books in printed form or electronic text to wholesalers and retailers for ultimate consumption by consumers.					
	The licensing of the rights is included in line 1a 6232				1 1	
	CONTINUE WITH 6 ON PAGE 4					

orm	SA-51223E (DRAFT)							Page 4
6	SALES, RECEIPTS, OR REVENUE - Continued							
				Mark "X"			2018	
				if None	\$ Bil.	Mil.	Thou.	Dol.
2.	Other Operating Revenue - Continued							
	d. All other operating revenue - Revenue not reported in 1a through 2c. If this item is greater than 20% of total operating revenue, specify the primary source revenue below	:he						
			1799	Ш				
3.	TOTAL OPERATING REVENUE					1 1	1 1	
	Sum of lines 1a through 2d		. 1800					
7	Not Applicable.							
8	REVENUES FROM ELECTRONIC SOURCES							
	A. Did this firm have any revenues from customers en mobile applications in 2018?	ntering o	rders o	directly	on the	firm's w	ebsites/	or
	O040 Yes							
	□ No							
	B. Did this firm have any revenues from customers en mobile applications in 2018?	ntering o	rders o	directly	on thir	d-party	website	s or
	Ves 0041							
	□ No							
	C. Did this firm have any revenues from customers et (such as private networks, dedicated lines, etc.) in		rders v	/ia any o	ther e	lectroni	c systen	าร
	Ves Yes							
	No							
	D. Of the total 2018 revenues reported in 6 ,			2018			Г	2018
	what was the dollar amount (or percentage)	\$ Bil.	Mil.	Thou.	D	ol.		Percent
	that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	Ψ 5.11.		modi		0	R ₂₅₀₁	%
9-	11 Not Applicable.		·					

Orm SA-91223E (DRAFT)				rage
INVENTORIES AT END OF YEAR Report inventories at end of year at cost or market value using generally accepted ac Include: • Inventory held in Foreign Trade Zones or in bond warehouses in the United States.		g princip	les.	
A. Did this firm own inventories, regardless of where held, at the end of 201 which you are reporting)?	8 (or t	he perio	d for	
Yes No - Go to 10				
B. What was the value of the inventories owned by this firm on December 31 in 2018?	\$ Bil.	Mil.	2018 Thou.	Dol.
1. Finished goods				
2. Work-in-process				
3. Materials, supplies, fuel, etc		1 1		

13	Not	Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

• Transfers made within the company.

4. TOTAL BOOK VALUE

- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

CONTINUE WITH 1 ON PAGE 6

Mark "X"	2018					
if None	\$ Bil.	Mil.	Thou.	Dol.		

Personnel Costs

41,					
Employer's Quarterly Federal Tax Return, line 5(c) for the four					
es					

rsonnel Costs - Continued Employer's cost for fringe benefits - Employer's cost for legally required programs and programs not required by law. Include insurance premiums for hospital plans, medical plans,	Mark "X" if None	\$ Bil.	ſ	Mil.	201				
Employer's cost for fringe benefits - Employer's cost for legally required programs and programs not required by law. Include insurance premiums for hospital plans, medical plans,		\$ Bil.	ſ	Mil.					
Employer's cost for fringe benefits - Employer's cost for legally required programs and programs not required by law. Include insurance premiums for hospital plans, medical plans,		Ψ Β				Thou.		Do	
Employer's cost for fringe benefits - Employer's cost for legally required programs and programs not required by law. Include insurance premiums for hospital plans, medical plans,						mour			
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, life insurance benefits, Medicare). Exclude employee contributions.									
Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services									
pensed equipment, materials, parts, and supplies (not for tale) - Include expensed computer hardware and other equipment g., copiers, fax machines, telephones, shop and lab equipment, Us, monitors). Include materials and supplies used in providing vices to others; materials and parts used in repairs; office and itorial supplies; small tools; containers and other packaging terials; and motor fuels. Report packaged software in line 3 and sed and rented equipment in line 4b									
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her Operating Expenses									
Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment		1		 		1 1			
Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below									
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TAL OPERATING EXPENSES							+		
m of lines 1a through 4b			1						
Total Pitts pit/fit h Total Allille	plans); and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Exclude employee contributions. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. 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Include software eloped or customized by others, web-design services and chases, licensing agreements, upgrades of software, and intenance fees related to software upgrades and alterations lease Operating Expenses Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below processes and the primary source of the expenses below processes.	plans); and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Exclude employee contributions. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Pensed equipment, materials, parts, and supplies (not for ale) - Include expensed computer hardware and other equipment, ls, copiers, fax machines, telephones, shop and lab equipment, ls, monitors). Include materials and supplies used in providing vices to others; materials and parts used in repairs; office and torial supplies; small tools; containers and other packaging terials; and motor fuels. 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Include software eloped or customized by others, web-design services and chases, licensing agreements, upgrades of software, and intenance fees related to software upgrades and alterations Leave of the provided provided in the service of the ser	plans); and other fringe benefits (e.g., Social Security, worker's compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Exclude employee contributions. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Lease equipment, materials, parts, and supplies (not for alle) - Include expensed computer hardware and other equipment, copiers, fax machines, telephones, shop and lab equipment, solviers to others; materials and supplies used in providing vices to others; materials and supplies used in providing vices to others, materials and parts used in repairs; office and torial supplies; small tools; containers and other packaging terials; and motor fuels. Report packaged software in line 3 and sed and rented equipment in line 4b. Lease of provided provided by others, web-design services and chases, licensing agreements, upgrades of software, and intenance fees related to software upgrades and alterations Lease of the provided by others, web-design services and chases, licensing agreements, upgrades of software, and intenance fees related to software upgrades and alterations Lease of the provided provided provided intenance fees related to software upgrades and alterations Lease of the provided provided intenance fees related to software upgrades and alterations Lease of the provided provided upgrades and alterations and contains the provided prov	plans); and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Exclude employee contributions. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Jensed equipment, materials, parts, and supplies (not for ale) - Include expensed computer hardware and other equipment, copiers, fax machines, telephones, shop and lab equipment, sp, monitors). Include materials and supplies used in providing vices to others; materials and parts used in repairs; office and torial supplies; small tools; containers and other packaging terials; and motor fuels. Report packaged software in line 3 and sed and rented equipment in line 4b. Jensed purchases of software - Purchases of prepackaged, tom coded, or vendor customized software. Include software eloped or customized by others, web-design services and chases, licensing agreements, upgrades of software, and intenance fees related to software upgrades and alterations Terroperating Expenses Depreciation and amortization charges - Include depreciation charges taken against tangible assets obtained through capital lease agreements, and amortization charges against intangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets on reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses below 7	plans); and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Exclude employee contributions. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services

Form	SA-51223E (DRAFT) Page	, 7
	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate when data were estimated.	re

18	CONTACT IN	FORMATI	ON							
				this report <i>(Please p</i>	orint)	Title				
	Telephone	Area code		Number	Extension	Fax	Area code	Numbe	er	
				-				-		
	E-mail address					Website address				
		THAI	NK YOU	for completing	vour 2018 A	NNUAL SERVICES	S REPORT.			
		THAI		for completing We suggest you		NNUAL SERVICES or your records.	S REPORT			

SERVICE ANNUAL SURVEY
U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51224A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - This	s survey should be completed online at:
https://portal.census.gov Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
 For establishments sold this firm. Estimates are acceptable Enter "0" where applicate Do not combine data for Report data on an accru Figures should be round 	r two or more detailed lines. al basis, except for payroll. \$ Bil. Mil. Thou. Dol. ded to the nearest dollar.
	456 it should be reported as TOSOZOZO
Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in 1 B.
 Data for auxiliary facilition garages, central adminis 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
	d mailing address the same as shown in the mailing address above?
Yes	

Form SA-51224A (DRAFT)

1	. SURVEY COVERAGE								
	Did this firm provide the business activities described below?								
	☐ Yes								
	No - Specify this firm's business activity								
	0002								
2 N	ot Applicable.								
	RGANIZATIONAL CHANGE								
P	. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?								
	Ves Yes								
	□ No - Go to 4								
В	. Which of the following organizational changes occurred in 2018?								
	Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Month Day Year								
	Acquisition Date of organizational change								
	Sale Sale AND								
	Merger Enter detailed information below								
	☐ Divestiture								
	0017 Name of company 0019 EIN (9 digits)								
	- Interior of company								
	Address (Number and street, P.O. Box, etc.)								
	City, town, village, etc.								

Form	1 SA-51224A (DRAFT)			Page 3
4	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	r that in	cludes a	t least six
	What time period is covered by the data provided in this report?		2018	<u> </u>
		В	eginning	
	Calendar year	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			
			Ending C	Date
		Month	Day	Year
	0008	'	1	
	0000			
5	Not Applicable.			
6	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	 Allowances for cash and other discounts. Report gross billings, except where noted elsewhere on the form. 			
	• Dues and assessments from members and affiliates.			
	Amounts received for work subcontracted to others.			
	 For locations that were sold or acquired during a year, only report for the periods that this fill locations. 	m oper	ated the	
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries 	, branch	es, etc.	
	• Revenues from electronic sources.			
	Exclude:			
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal 	ıl tav aq	onev	
	• Rents from and revenue of separately operated departments, concessions, etc., which are lea	_		
	Commissions from vending machine operators.			
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Discommonwealth Territories, or U.S. possessions). 	strict of	Columbi	a, U.S.
			040	
	Mark "X" if None \$Bil.	Mil.	Thou.	Dol.
1.	Studio recording - Services rendered in the process of converting			20.1
	sounds, words, and music to a permanent physical format using the specialized technical equipment of a sound recording studio. Exclude			
	all live recordings done outside a studio (e.g., concert hall, stadium,			
•	outdoor stage, conference center)			
2.	Sound recording studio rental and leasing - Permitting others to use a sound recording studio, without provision of primary			
	technicians. The studio supervises the client"s operation of the sound recording equipment		1 1	
3.	All other operating revenue - Revenue not reported in lines 1			
	and 2. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7			
	revenue, specify the primary source of the revenue below			
4	TOTAL OPERATING REVENUE			
4.	Sum of lines 1 through 3			
7	Not Applicable.			
U	TWO CAPPINGUSIO.			

8	RE	VEN	UES	FROM ELECTRONIC SOURCES						
	A.	Did mob	this	firm have any revenues from customers entering orders directly applications in 2018?	on the	firm's w	ebsites o	r		
		0040		Yes						
				No						
	B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018?									
		0041		Yes						
				No						
	C.			firm have any revenues from customers entering orders via any caprivate networks, dedicated lines, etc.) in 2018?	other e	lectronic	systems	;		
		0042		Yes						
				No						
9 -	D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available									
	Yes No - Go to 10									
	В.	Wha	t wa	as the value of the inventories owned by this firm on er 31 in 2018?	\$ Bil.	Mil.	2018 Thou.	Dol.		
				hed goods						
		2. V	Vork	c-in-process				' '		
				rials, supplies, fuel, etc						
		4. 1	OTA	AL BOOK VALUE						

2.

4

1

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported disewners.					
	Mark ">		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 94' Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages			1 1		1 1
b. Employer's cost for fringe benefits - 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 optic plans); and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Exclude employee contributions.	; on				
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits and services	1				
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipme (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.					
Expensed purchases of software - 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	1826				
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	e 				

CONTINUE WITH 14 ON PAGE 6

Form	SA-5	1224A	(DRAFT)
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 Other Operating Expenses - Continued All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 TOTAL OPERATING EXPENSES 				
4. Other Operating Expenses - Continued b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below				
 Other Operating Expenses - Continued All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 			2018	
b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?	one \$ Bil.	Mil.	Thou.	Dol.
instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below				
		' '		' '
5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4b		' '		
and 16 Not Applicable.				

3	CONTACT IN	FORMATIO	ON								
	CONTACT IN Name of persor			this report (P	Please pr	int)	Title				
		to contact			Please pr		Title				
				Number	elease pr	int) Extension		- ax	Area code	Numbe	or
-	Name of persor Telephone	to contact			elease pr		F		Area code	Numbe	er
-	Name of persor	to contact		Number	elease pr				Area code		er

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-51224E (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

0	A.
---	----

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections

No - Enter corrections in the mailing address above

B. SURVEY COVERAGE Did this firm provide the business activities described below?					
Did this firm provide the husiness activities described below?					
Pia tina inini provide the buainess activities described below?					
Ves Yes					
No - Specify this firm's business activity					
0002					
EDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)					
Does this firm report payroll under EIN					
Yes					
013		EIN (9	digits)	
No - Enter current 9-digit EIN AND date payroll was first					
reported for this EIN	. 0015		-		
			Month	Day	Year
		0088			
DRGANIZATIONAL CHANGE					
A. Did this firm experience any acquisitions, sales, mergers, and/or dives	titures	in 20	18?		
Ves Ves					
No - Go to 4					
Which of the following organizational changes occurred in 2018?					
	the rep	orting	period	, explai	n ın 😈.
Check all that apply. If more than one organizational change occurred during t				Day	
Check all that apply. If more than one organizational change occurred during t			Month	7	Year
Check all that apply. If more than one organizational change occurred during to Acquisition		0019	Month	20,	Year
Check all that apply. If more than one organizational change occurred during to Acquisition Date of organizational change		. 0018	Month		Year
Check all that apply. If more than one organizational change occurred during to Acquisition Date of organizational change		. 0018	Month		Year
Check all that apply. If more than one organizational change occurred during to Acquisition Date of organizational change		. 0018	Month		Year
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Check all that apply. If more than one organizational change occurred during to Acquisition Date of organizational change		. 0018	Month		Year
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Check all that apply. If more than one organizational change occurred during to Acquisition Acquisition Date of organizational change		,			Year
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Check all that apply. If more than one organizational change occurred during to Acquisition Acquisition		,	N (9 diç		Year
Check all that apply. If more than one organizational change occurred during to Acquisition Acquisition		0019 EI	N (9 diç	gits)	Year
Check all that apply. If more than one organizational change occurred during to Acquisition Acquisition		0019 EI	N (9 diç		Year
Check all that apply. If more than one organizational change occurred during to Acquisition Acquisition		0019 EI	N (9 diç	gits)	Year

REPORTING PERIOD					
NOTE: Calendar year data are preferred. If they are unavailable, plea	se report for the	e fiscal yea	ar that ii	ncludes	at least
months of data for the 2018 calendar year.					
What time period is covered by the data provided in this repo	rt?			20	
Colondon					ng Date
Calendar year			Month	Day	Year
Fiscal or partial year - Report beginning and ending dates		0007			
3 3 1 1 1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1				Ending	Date
			Month		Year
				1	
		0008			
Not Applicable.					
SALES, RECEIPTS, OR REVENUE					
What were the revenues for this firm in 2018?					
Include:					
Allowances for cash and other discounts.					
 Report gross billings, except where noted elsewhere on the form. 					
• Dues and assessments from members and affiliates.					
Amounts received for work subcontracted to others.					
	for the nerieds	that thia fi		t.a.d +lm	
 For locations that were sold or acquired during a year, only report locations. 	for the periods	mat mis n	ırın oper	rated tri	ie
BROVERIUS TROM CORVICES DOPTORMAN BY NOMOSTIC INSECTIONS OF TOROIGE	naront firms su	ubeidiario	hranck	has ata	
 Revenue from services performed by domestic locations of foreign Revenues from electronic sources 	parent firms, su	ubsidiaries	s, brancl	hes, etc	:.
Revenues from electronic sources.	parent firms, su	ubsidiaries	s, branch	hes, etc	
• Revenues from electronic sources. Exclude:	parent firms, su	ubsidiaries	s, branch	hes, etc	:.
 Revenues from electronic sources. Exclude: Transfers made within the company. 					:.
 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly 	to a local, state	e, or feder	al tax aç	gency.	
 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly Rents from and revenue of separately operated departments, concerns. 	to a local, state	e, or feder	al tax aç	gency.	
 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly Rents from and revenue of separately operated departments, conc Commissions from vending machine operators. 	to a local, state	e, or feder lich are le	al tax aç ased to	gency. others.	
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 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly. Rents from and revenue of separately operated departments, conc. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e. Commonwealth Territories, or U.S. possessions). Studio recording - Services rendered in the process of converting sounds, words, and music to a permanent physical format using the specialized technical equipment of a sound recording studio. Exclusive 	to a local, state essions, etc., wh ., outside the 50 Mark "X" if None	e, or feder ich are le states, Di	al tax ag ased to strict of	gency. others. Colum 2018	bia, U.S.
 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly. Rents from and revenue of separately operated departments, conc. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e. Commonwealth Territories, or U.S. possessions). Studio recording - Services rendered in the process of converting sounds, words, and music to a permanent physical format using the 	to a local, state essions, etc., who, outside the 50 Mark "X" if None	e, or feder ich are le states, Di	al tax ag ased to strict of	gency. others. Colum 2018	bia, U.S.
 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly. Rents from and revenue of separately operated departments, conc. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e. Commonwealth Territories, or U.S. possessions). Studio recording - Services rendered in the process of converting sounds, words, and music to a permanent physical format using the specialized technical equipment of a sound recording studio. Excludall live recordings done outside a studio (e.g., concert hall, stadium, outdoor stage, conference center) 	to a local, state essions, etc., who, outside the 50 Mark "X" if None	e, or feder ich are le states, Di	al tax ag ased to strict of	gency. others. Colum 2018	bia, U.S.
 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly. Rents from and revenue of separately operated departments, conc. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e. Commonwealth Territories, or U.S. possessions). Studio recording - Services rendered in the process of converting sounds, words, and music to a permanent physical format using the specialized technical equipment of a sound recording studio. Excludal live recordings done outside a studio (e.g., concert hall, stadium, outdoor stage, conference center) Sound recording studio rental and leasing - Permitting others to use a sound recording studio, without provision of primary 	to a local, state essions, etc., who, outside the 50 Mark "X" if None	e, or feder ich are le states, Di	al tax ag ased to strict of	gency. others. Colum 2018	bia, U.S.
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 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly. Rents from and revenue of separately operated departments, conc. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e. Commonwealth Territories, or U.S. possessions). Studio recording - Services rendered in the process of converting sounds, words, and music to a permanent physical format using the specialized technical equipment of a sound recording studio. Excludall live recordings done outside a studio (e.g., concert hall, stadium, outdoor stage, conference center) Sound recording studio rental and leasing - Permitting others to use a sound recording studio, without provision of primary technicians. The studio supervises the client"s operation of the soun recording equipment All other operating revenue - Revenue not reported in lines 1 and 2. If this item is greater than 20% of the total operating 	to a local, state essions, etc., who, outside the 50 Mark "X" if None	e, or feder ich are le states, Di	al tax ag ased to strict of	gency. others. Colum 2018	bia, U.S.

7 Not Applicable.

orm	S/	A-51	224	E (DRAFT)				Page 4
8	RE	VEN	UES	FROM ELECTRONIC SOURCES				
	A.			firm have any revenues from customers entering orders directly pplications in 2018?	on the	firm's v	websites	or
		0040		Yes				
				No				
	В.	Did mok	this	firm have any revenues from customers entering orders directly pplications in 2018?	on thi	rd-party	websites	or
		0041		Yes				
				No				
	C.	Did (suc	this h as	firm have any revenues from customers entering orders via any oprivate networks, dedicated lines, etc.) in 2018?	other e	electroni	ic system	S
		0042		Yes				
				No				
	D.	what that A-C	t was	tal 2018 revenues reported in 6, sthe dollar amount (or percentage) from the revenues identified in ve? Please provide an estimate if pures are not available		ool.	OR ₂₅₀₁	2018 Percent
9-	Œ	No	t Apı	olicable.				
12	IN	VEN ⁻	ΓORI	ES AT END OF YEAR				
	Inc	clude):	tories at end of year at cost or market value using generally accepted ac		ng princi	ples.	
	11	nvent	ory r	reld in Foreign Trade Zones or in bond warehouses in the United States.				
	A.			firm own inventories, regardless of where held, at the end of 20 ou are reporting)?	18 (or	the peri	od for	
		6043		Yes No - <i>Go to</i> 🖸				
	P	Wh.	4	s the value of the inventories owned by this firm on			2018	
	Ď.			er 31 in 2018?	\$ Bil.	Mil.	Thou.	Dol.
				ned goods				
		2. V	Vork	-in-process				1 1

13 Not Applicable.

4. TOTAL BOOK VALUE Sum of lines 1 through 3

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported eisewhere.					
	Mark "X"		:	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
c. Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b			1 1		
Expensed purchases of software - 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 1826	; L				
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents copyrights) Fxclude impairment			1 1		1 1

CONTINUE WITH 14 ON PAGE 6

RAFT)

14	OPERATING EXPENSES - Continued					
		Mark "X		:	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		1879				
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b	. 1900				

n SA-5122						Page
REMARKS	- Please use this s	pace to explain an	y significant year-to	o-year changes, to	clarify responses, or	indicate where
data word	ostimutoa.					

18	CONTACT IN	FORMATI	ON							
	Name of persor	to contact	regarding t	this report <i>(Please p</i>	orint)	Title				
					1					
		Area code		Number	Extension		Area code	Nun	nber	
	Telephone		1 1		1 1 1	Fax		' ' <u> </u>		
	E-mail address					Website address				
										┙



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51510A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS**

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		Т	hοι	ı.		Dol.	
>		1	0	3	0	2	8	0	4	5	6

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	M	41	LING	ADD	RES

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



Form SA-51510A (DRAFT)

1		C-3131UA (DRAFI)					raye
•	B.	SURVEY COVERAGE					
		Did this firm provide the business activities described below?					
		Yes					
		☐ No - Specify this firm's business activity →					
		0002					
2	Not	Applicable.					
3	OR	GANIZATIONAL CHANGE					
		Did this firm experience any acquisitions, sales, mergers, and/or divesti	itures	in 20	18?		
		Yes					
		D016 Tes					
		□ No - <i>Go to</i> 4					
	В.	Which of the following organizational changes occurred in 2018?					
		Check all that apply. If more than one organizational change occurred during th	ne repo	orting	period	d, explai	n in 🛈.
					Month	Day	Year
		Acquisition Date of organizational change		0040			
		□ Sale		. 0018			
		→ AND Merger					
		Enter detailed information below 7					
		Divestiture					
		0017 Name of company		0019 FI	N (9 di	aite)	
		0017 Name of company		0019 EI	N (9 di	gits)	
				0019 EI	N (9 di -	gits)	
		Name of company Address (Number and street, P.O. Box, etc.)		0019 EI	N (9 di -	gits)	
					-	gits)	
		Address (Number and street, P.O. Box, etc.)		OO19 EI	-	gits)	
		Address (Number and street, P.O. Box, etc.)			-	gits)	
		Address (Number and street, P.O. Box, etc.)			-		
		Address (Number and street, P.O. Box, etc.)			-		
		Address (Number and street, P.O. Box, etc.)			-		
		Address (Number and street, P.O. Box, etc.)			-		
		Address (Number and street, P.O. Box, etc.)			-		
		Address (Number and street, P.O. Box, etc.)			-		

1799						
 1800						

Not Applicable.

TOTAL OPERATING REVENUE

Sum of lines 1 through 3

Form SA-51510A Page 4

•			(Simily							
8	REVEN	IUES	FROM ELECTRONIC SOURCES							
			firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	the firm	's websites	s or	
	0040		Yes							
			No							
			firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	third-pa	rty website	es or	
	0041		Yes							
			No							
			firm have any revenues from customers en private networks, dedicated lines, etc.) in			ia any otl	ner electr	onic syste	ns	
	0042		Yes							
			No							
			otal 2018 revenues reported in 6,		:	2018] [2018	
			ns the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	
			ve? Please provide an estimate if	'				OR ora	%	0

	2	2018	
\$ Bil.	Mil.	Thou.	Dol.
	1 1		

	2018	
	Percent	
01		%

13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	5 .
1.	Personnel Costs	if None	\$ Bil.	Mil.	Thou.	Dol.
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	. 🗆				
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	. 🗆				1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4d			1 1		1 1
3.	Expensed purchases of software - 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 1826	s 🗆				
4.	Other Operating Expenses					
	 Broadcast rights and music license fees - The cost of broadcast rights to feature films, syndicated programming, sports events, and other programming. Exclude capitalized costs 6255 	;				
	b. Network compensation fees (networks only) - The cost of programming time purchased from affiliated and independent stations. Exclude the cost of programming time purchased from stations owned by your company	; <u> </u>				1 1
	c. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					1 1
	d. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
_	TOTAL OPERATING EXPENSES	, 🗆				
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4d)		1 1		
15	and 16 Not Applicable.					

	CONTACT	EODEA	ON									
	CONTACT IN			this re	port (Ple	ease print)		Title				
_				this re	port (Ple	ease print)		Title				
	Name of perso		regarding	this re	oer	Exte	ension	Title	Fav	Area code	Numbe	er i
		n to contact Area code	regarding		oer	Exte	ension	Title	Fax		Numbe	

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-51510E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	3il.		Mil.		Т	hοι	١.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



	OVERAGE									
Did this fir	rm provide t	the busine	ss activitie	es describe	d below?					
O001 Ye	es									
□ No	o - Specify th	nis firm's bu	ısiness activ	vity Ţ						
000)2									
EDERAL EMI				BER (EIN)						
oes this firm	n report pay	roll under	EIN							
Yes										
No - <i>E</i>	Enter current	9-diait EIN	AND date	pavroll was	first		EIN (S	digits		1 1 1
1	reported for t	this EIN				0015		-		
								Month	Day	Ye
									,	
							0088			
NO 4 NUZ 4 TI	ONAL CHANA	10F					0088			
RGANIZATIO			vuicitione	caloe more	nare and/	or divoctituro		1197		1 1
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National/regional/local air time - Providing air time for broadcasting advertising content and program content (e.g., commercials, real estate listings, infomercials, sponsorship)	National/regional/local air time - Providing air time for providing advertising content and program content (e.g., commercials, real estate listings, infomercials, sponsorship)	 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a least from and revenue of separately operated departments, concession. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the U.S., outside the U.S., i.e., outside the U.S., outsi	local, state	, or fede ich are l	eral tax aq eased to	gency. others.	
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broadcasting of these programs is largely financed by grants, gifts, subsidies, membership dues, underwriting, contracts, fundraising, royalties, and sales	All other operating revenue - Revenue not reported in lines 1 and 2. Include network compensation. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7	 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a least from and revenue of separately operated departments, concession. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outsing Commonwealth Territories, or U.S. possessions). National/regional/local air time - Providing air time for broadcasting advertising content and program content (e.g., commercials, real estate listings, infomercials, sponsorship) 6250 Public and non-commercial programming services - Providing 	local, state ns, etc., whi side the 50 Mark "X" if None	, or fede ich are l states, l	eral tax ageased to District of	gency. others. Columi	bia, U.S.
royalties, and sales	All other operating revenue - Revenue not reported in lines 1 and 2. Include network compensation. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7	Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a least strom and revenue of separately operated departments, concession. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outs Commonwealth Territories, or U.S. possessions). National/regional/local air time - Providing air time for broadcasting advertising content and program content (e.g., commercials, real estate listings, infomercials, sponsorship) 6250 Public and non-commercial programming services - Providing television and radio broadcasts, generally without the insertion of advertising messages, for the benefit of the public at large. The	local, state ns, etc., whi side the 50 Mark "X" if None	, or fede ich are l states, l	eral tax ageased to District of	gency. others. Columi	bia, U.S.
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of the revenue below 7		Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a least from and revenue of separately operated departments, concession. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outs Commonwealth Territories, or U.S. possessions). National/regional/local air time - Providing air time for broadcasting advertising content and program content (e.g., commercials, real estate listings, infomercials, sponsorship)	local, state as, etc., white side the 50 Mark "X" if None	, or fede ich are l states, l	eral tax ageased to District of	gency. others. Columi	bia, U.S.
		Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a least from and revenue of separately operated departments, concession. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outs Commonwealth Territories, or U.S. possessions). National/regional/local air time - Providing air time for broadcasting advertising content and program content (e.g., commercials, real estate listings, infomercials, sponsorship)	local, state as, etc., white side the 50 Mark "X" if None	, or fede ich are l states, l	eral tax ageased to District of	gency. others. Columi	bia, U.S.
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		Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a Rents from and revenue of separately operated departments, concession. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outs Commonwealth Territories, or U.S. possessions). National/regional/local air time - Providing air time for broadcasting advertising content and program content (e.g., commercials, real estate listings, infomercials, sponsorship)	local, state as, etc., whi side the 50 Mark "X" if None	, or fede ich are l states, l	eral tax ageased to District of	gency. others. Columi	bia, U.S.

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8	RE	VEN	UES	FROM ELECTRONIC SOURCES							
	A.			firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	the firm	's website	s or	
		0040		Yes							
				No							
	В.			firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	third-pa	rty websit	es or	
		0041		Yes							
				No							
	C.			firm have any revenues from customers en private networks, dedicated lines, etc.) in			ia any otl	ner electr	onic syste	ms	
		0042		Yes							
				No							
	D.	Of t	he t	otal 2018 revenues reported in 6 ,			2018]]	2018	
				as the dollar amount (or percentage)	\$ Bil.	Mil.	Thou.	Dol.		Percent	
				s from the revenues identified in ve? Please provide an estimate if	7 5	141111	Tiloui	50		1 010011	
				gures are not available					OR ₂₅₀₁		%

9	-13 1	Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
1.	Personnel Costs	if None	\$ Bil.	Mil.	Thou.	Dol.
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services			1 1		
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4d					1 1
3.	Expensed purchases of software - 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 1826					
4.	Other Operating Expenses					
	 Broadcast rights and music license fees - The cost of broadcast rights to feature films, syndicated programming, sports events, and other programming. Exclude capitalized costs 6255 					
	b. Network compensation fees (networks only) - The cost of programming time purchased from affiliated and independent stations. Exclude the cost of programming time purchased from stations owned by your company			1 1		1 1
	c. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment			1 1		1 1
	d. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
_	1879					
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4d					
15	and 16 Not Applicable.					

)	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate whe data were estimated.
	uata were estimated.

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18 CONTACT INFORMATION

Name of persor	n to contact	regarding t	this report <i>(Please p</i>	orint)	Title		
	Area code		Number	Extension		Area code	Number
Telephone					Fax		
·			-				-
E-mail address					Website address		

We suggest you keep a copy for your records.



2018 ANNUAL SERVICES REPORT

SA-51520A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses	
in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the systems that transmit your data.	
This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
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https://portal.census.gov	s survey should be completed online at:
Authentication Code:	To view Comer Boards
Authentication Code.	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	,
	GENERAL INSTRUCTIONS
 Any significant change i 	n this firm's operations should be noted in 🕡.
	or acquired in 2018, report data only for the period the establishments were operated by
this firm. • Estimates are acceptable	e if book figures are not available.
•Enter "0" where applicate	
 Do not combine data for 	two or more detailed lines.
•	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	$I(A) \subseteq A \cap A \subseteq A$
Include:	456 it should be reported as $$
 Data for all Services esta 	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
Construction operations	as defined by the survey coverage in O B.
 Data for auxiliary facilities garages, central adminis 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	d mariling address the come of should in the mariling address the 2
is this firm's name and	I mailing address the same as shown in the mailing address above?
Yes	
No - Enter co	prrections in the mailing address above
ino - Enter co	mrections in the maining address above

Form SA-51520A (DRAFT)

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NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year Calendar year Fiscal or partial year - Report beginning and ending dates	REPORTING PERIOD															
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Rents from and revenue of separately operated departments, concessions, etc., which are leased to others. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Mark "X" 2018 ## Bil. Mil. Thou. Do Advertising and Program Revenue a. Licensing of rights to broadcast specialty programming protected by copyright - Granting permission to broadcast specialty television and audio programming (usually an entire channel that is implicitly or explicitly protected by copyright owned or controlled by the licensor) b. Air time - Providing television air time to clients for broadcasting both advertising content and program content, on television stations and networks and on cable and other subscription television program systems. Include local, regional, or national air time; advertising, infomercials, home shopping channels, sponsorships; and non-commercial programs such as news, financial, religious, educational, and community information programs. All other operating revenue - Revenue not reported in lines 1a and 1b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7																
• Commissions from vending machine operators. • Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). **Mark "X"																
• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Mark "X" 2018 \$ Bil. Mil. Thou. Do.		ons, etc., v	vnich are ie	ased to	otners.											
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Advertising and Program Revenue a. Licensing of rights to broadcast specialty programming protected by copyright - Granting permission to broadcast specialty television and audio programming (usually an entire channel that is implicitly or explicitly protected by copyright owned or controlled by the licensor)	Commonwealth Territories, or U.S. possessions).	toldo tilo i	o otatos, b			nia IIS										
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specialty television and audio programming (usually an entire channel that is implicitly or explicitly protected by copyright owned or controlled by the licensor)				2	2018											
channel that is implicitly or explicitly protected by copyright owned or controlled by the licensor)	Advertising and Program Revenue a. Licensing of rights to broadcast specialty programming			2	2018											
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All other operating revenue - Revenue not reported in lines 1a and 1b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below	Advertising and Program Revenue a. Licensing of rights to broadcast specialty programming protected by copyright - Granting permission to broadcast specialty television and audio programming (usually an entire channel that is implicitly or explicitly protected by copyright owned or controlled by the licensor)	if Nor		2	2018											
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revenue, specify the primary source of the revenue below	Advertising and Program Revenue a. Licensing of rights to broadcast specialty programming protected by copyright - Granting permission to broadcast specialty television and audio programming (usually an entire channel that is implicitly or explicitly protected by copyright owned or controlled by the licensor)	if Non		2	2018											
1799	Advertising and Program Revenue a. Licensing of rights to broadcast specialty programming protected by copyright - Granting permission to broadcast specialty television and audio programming (usually an entire channel that is implicitly or explicitly protected by copyright owned or controlled by the licensor)	if Non		2	2018											
1799	Advertising and Program Revenue a. Licensing of rights to broadcast specialty programming protected by copyright - Granting permission to broadcast specialty television and audio programming (usually an entire channel that is implicitly or explicitly protected by copyright owned or controlled by the licensor) b. Air time - Providing television air time to clients for broadcasting both advertising content and program content, on television stations and networks and on cable and other subscription television program systems. Include local, regional, or national air time; advertising content such as advertising messages, real estate listings, infomercials, home shopping channels, sponsorships; and non-commercial programs such as news, financial, religious, educational, and community information programs All other operating revenue - Revenue not reported in lines 1a and 1b. If this item is greater than 20% of the total operating	if Non		2	2018											
	Advertising and Program Revenue a. Licensing of rights to broadcast specialty programming protected by copyright - Granting permission to broadcast specialty television and audio programming (usually an entire channel that is implicitly or explicitly protected by copyright owned or controlled by the licensor) b. Air time - Providing television air time to clients for broadcasting both advertising content and program content, on television stations and networks and on cable and other subscription television program systems. Include local, regional, or national air time; advertising content such as advertising messages, real estate listings, infomercials, home shopping channels, sponsorships; and non-commercial programs such as news, financial, religious, educational, and community information programs All other operating revenue - Revenue not reported in lines 1a and 1b. If this item is greater than 20% of the total operating	if Non		2	2018											
TOTAL OPERATING REVENUE	Advertising and Program Revenue a. Licensing of rights to broadcast specialty programming protected by copyright - Granting permission to broadcast specialty television and audio programming (usually an entire channel that is implicitly or explicitly protected by copyright owned or controlled by the licensor)	if Non		2	2018											

7 Not Applicable.

Form SA-51520A (DRAFT) Page 4

UIII	II 3A-3	1 32	(DRAFI)							ı u	igc -
8	REVE	IUES	FROM ELECTRONIC SOURCES								
			firm have any revenues from customers applications in 2018?	ente	ring	orders d	lirectly or	the firm	's websites	or	
	0040		Yes								
			No								
	B. Did mo	this bile	firm have any revenues from customers applications in 2018?	ente	ring	orders o	lirectly or	third-pa	rty website	es or	
	0041		Yes								
			No								
	C. Did (su	this	firm have any revenues from customers private networks, dedicated lines, etc.)	ente in 20	ring 18?	orders v	ia any otl	ner electr	onic systei	ns	
	0042		Yes								
			No								
	D. Of	the t	otal 2018 revenues reported in 6 ,			:	2018		[2018	
	tha	t wa	as the dollar amount (or percentage) s from the revenues identified in	\$	Bil.	Mil.	Thou.	Dol.		Percent	t
			ve? Please provide an estimate if	00		1 1	' '	' '	OR 2501		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued								
			k "X"			2018		_	
1.	Personnel Costs	II IV	lone	\$ Bil.	Mil.		hou.	D	ol.
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the	1821			1 1				
	• •	1822							
		1823							
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c	1860			1 1		1	1	
3.	Expensed purchases of software - 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	1826							
4.	Other Operating Expenses								
	a. Program and production costs - Include talent and music license fees, the value of bartered programming, and all other costs of programming and production. Exclude capitalized costs	6013			1 1				1
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831			1 1		1		
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?								
			7		1 1		ı		_
5.	TOTAL OPERATING EXPENSES	1879							+
J.	Sum of lines 1a through 4c	1900							
(15)	and 16 Not Applicable.								

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CONTACT IN	FORMATI	ON									
Name of persor	to contact	regarding t	his re	eport <i>(Please p</i>	Title						
	Area code		Num	ber	Extension		Area code		Number		
Telephone					Fax						
			-						_		
E-mail address						Website address					

We suggest you keep a copy for your records.

U E E U U

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-51520E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ I	Bil. Mil.			T	hοι	ı.	Dol.			
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING	ADDRESS
		le this firm	's name an

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



B. SURVEY COVERA					
Did this firm prov	ride the business activities described below?				
Yes					
0001 No. Space	if this firm's husiness activity.				
10 - 3pet	ify this firm's business activity				
0002					
FEDERAL EMPLOYE	R IDENTIFICATION NUMBER (EIN)				
Does this firm repor	t payroll under EIN				
Yes					
0013		EIN (S	digits)	
	rrent 9-digit EIN AND date payroll was first		_		
reported	f for this EIN	·			
			Month	Day	\/
				Day	Yea
ORGANIZATIONAL (0088		Day	Yea
	CHANGE erience any acquisitions, sales, mergers, and/or divestiture			J	Yea
A. Did this firm exp	erience any acquisitions, sales, mergers, and/or divestiture			Day	Yea
A. Did this firm exp	erience any acquisitions, sales, mergers, and/or divestiture			Jay	Yea
Yes No - Go t B. Which of the follow	erience any acquisitions, sales, mergers, and/or divestiture O O O O O O O O O O O O	es in 20	018?		
Yes No - Go t B. Which of the follow	erience any acquisitions, sales, mergers, and/or divestiture	es in 20)18?	', explai	īn in ① .
Yes No - Go t B. Which of the follow	erience any acquisitions, sales, mergers, and/or divestiture O O O O O O O O O O O O O	es in 20	018?	', explai	īn in ① .
Yes No - Go t Which of the following Check all that apply Acquisition	erience any acquisitions, sales, mergers, and/or divestiture o o o owing organizational changes occurred in 2018? v. If more than one organizational change occurred during the re	es in 20)18?	', explai	'n in ① .
Yes No - Go t Check all that apply	erience any acquisitions, sales, mergers, and/or divestiture O O O O O O O O O O O O O	es in 20)18?	', explai	'n in ① .
A. Did this firm exponents Yes No - Go t B. Which of the following check all that apply Acquisition Sale	erience any acquisitions, sales, mergers, and/or divestiture Dowing organizational changes occurred in 2018? V. If more than one organizational change occurred during the resonance of the organizational change occurred. Date of organizational change	es in 20)18?	', explai	'n in ① .
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A. Did this firm exponents Yes No - Go to the following content of th	powing organizational changes occurred in 2018? If more than one organizational change occurred during the results of the organizational change occurred during the organization occurred during the occurred during	porting	period Month	, explai	'n in ① .
A. Did this firm exponents Yes No - Go to the following content of th	powing organizational changes occurred in 2018? If more than one organizational change occurred during the results of the control of the con	porting	period Month	, explai	'n in ① .
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•	REPORTING PERIOD											
	NOTE: Calendar year data are preferred. If they are unavailable, please	e repor	t for the	e fiscal ye	ear that i	include	s at le	east s				
	months of data for the 2018 calendar year. What time period is covered by the data provided in this report	7				20	018					
	while time period is devered by the data provided in this report	•				Beginni		ate				
	☐ Calendar year				Month		T .	Year				
(0006											
	Fiscal or partial year - Report beginning and ending dates			000	7							
					Month	1	g Date					
					Month	Day	,	Year				
				000	8							
)	Not Applicable.							<u> </u>				
	SALES, RECEIPTS, OR REVENUE											
	What were the revenues for this firm in 2018?											
	Include:											
(• Report gross billings, except where noted elsewhere on the form.											
	• Dues and assessments from members and affiliates.											
	• Amounts received for work subcontracted to others.			414 41-:-	£:		اء ا					
,	 For locations that were sold or acquired during a year, only report fo locations. 	or the p	erioas	tnat this	firm ope	erated ti	ne					
	 Revenue from services performed by domestic locations of foreign p 	arent f	irms, sı	ubsidiarie	es, branc	hes, et	c.					
•	• Revenues from electronic sources.											
	Exclude:											
	• Transfers made within the company.		-1 -4-4-		ta a							
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to 											
•	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to Rents from and revenue of separately operated departments, concess 											
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	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to Rents from and revenue of separately operated departments, concess. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). Advertising and Program Revenue Licensing of rights to broadcast specialty programming 	sions, outside	etc., whe the 50	states, C	eased to	others. f Colum 2018	nbia, l					
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Form SA-51520E (DRAFT) Page 4

8	REVEN	IUES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers en applications in 2018?	ntering orders d	lirectly on	the firm'	s website	s or	
	0040		Yes						
			No						
	B. Did	this	firm have any revenues from customers en applications in 2018?	ntering orders d	lirectly on	third-par	ty website	es or	
	0041		Yes						
			No						
			firm have any revenues from customers en s private networks, dedicated lines, etc.) in		ia any otl	ner electro	onic syste	ms	
	0042		Yes						
			No						
			otal 2018 revenues reported in ᠪ, as the dollar amount (or percentage)		2018			2018	
	tha	t wa	s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	
			ve? Please provide an estimate if gures are not available				OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
1.	Personnel Costs	if None	\$ Bil.	Mil.	Thou.	Dol.
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 18	321				
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	322				
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	323		1 1		
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c	160		1 1		
3.	Expensed purchases of software - 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 18	326		1 1		
4.	Other Operating Expenses					
	a. Program and production costs - Include talent and music license fees, the value of bartered programming, and all other costs of programming and production. Exclude capitalized costs 60	013				
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	331				
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
				1 1		
		379				
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4c	100		1		1
15	and 16 Not Applicable.					

RI da	EMARKS - ata were es	Please use t	his space to	explain	any signifi	cant year-t	o-year cha	nges, to cla	rify respons	es, or indic	cate whe

varrie or person	to contact	regarding th	is report (Frease p	Title					
	Area code	N	umber	Extension		Area code		Number	
Telephone					Fax				
			-					_	
E-mail address					Website address				

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51710A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 1030280456 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.

 Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING ADDRESS
		le this firm's name and

s this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



Form SA-51710A (DRAFT)

1 B. SURVEY COVERAGE
Did this firm provide the business activities described below?
O001 Yes
☐ No - Specify this firm's business activity 🔀
0002
2 Not Applicable.
3 ORGANIZATIONAL CHANGE
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?
☐ Yes
0016 No - <i>Go to</i> 4
No - Go to 4
B. Which of the following organizational changes occurred in 2018?
Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①.
Acquisition Month Day Year
Date of organizational change
0091 AND
☐ Merger Enter detailed information below ₹
Divestiture
0017 Name of company 0019 EIN (9 digits)
Address (Number and street, P.O. Box, etc.)
City, town, village, etc. State ZIP Code

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REPORTING PERIOD NOTE: Clarendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year. **What time period is covered by the data provided in this report?** Calendar year	Form	SA-51710A (DRAFT)			Page 3
What time period is covered by the data provided in this report? Calendar year Calendar year Fiscal or partial year - Report beginning and ending dates Calendar year Fiscal or partial year - Report beginning and ending dates Calendar year	4	REPORTING PERIOD			
What time period is covered by the data provided in this report? Calendar year		NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	r that in	ncludes	at least six
Calendar year Fiscal or partial year - Report beginning and ending dates Secondary Fiscal or partial year - Report beginning and ending dates Secondary		·		201	8
Fiscal or partial year - Report beginning and ending dates		Colondon			
3 Not Applicable. 3 SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: - Report gross billings, except where noted elsewhere on the form. - Dues and assessments from members and affiliates. - Amounts received for work subcontracted to others. - For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. - Revenue from elsectronic sources. - Revenues from electronic sources. - Revenues from electronic sources. - Revenues from advisory from customers or clients and paid directly to a local, state, or federal tax agency. - Ransers made within the company. - Transers made within the company. - Transers made within the company. - Transers made of the provided from customers or clients and paid directly to a local, state, or federal tax agency. - Rent from and revenue of separately operated departments, concessions, etc., which are leased to others. - Commissions from vending machine operators. - Revenue of foreing subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. - Revenue of foreing subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. - Revenue of foreing subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. - Revenue of foreing subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. - Revenue for foreing subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. - Revenue for the control of the transmission and switching of the columbia of the columbi			Month	Day	Year
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and video over the public switched telephone network (PSTN), where the call is made from a fixed customer location and where the charges are not distance sensitive					
the charges are not distance sensitive		and video over the public switched telephone network (PSTN),			
a. Carrier services - Providing wired or wireless services to originate, terminate, or transmit calls for another telecommunication service provider, including transoceanic telecommunications. Include network access and Internet backbone services, charges such as interconnection and settlement charges for the termination of domestic or international calls, charges to long distance carriers for calls originating at a payphone or within another carrier's local network, charges for jointly used facilities such as pole attachments, and charges for the exclusive rights of circuits 6017			1 1		
to originate, terminate, or transmit calls for another telecommunication service provider, including transoceanic telecommunications. Include network access and Internet backbone services, charges such as interconnection and settlement charges for the termination of domestic or international calls, charges to long distance carriers for calls originating at a payphone or within another carrier's local network, charges for jointly used facilities such as pole attachments, and charges for the exclusive rights of circuits 6017	2.	Other Telecommunications Services			
telecommunication service provider, including transoceanic telecommunications. Include network access and Internet backbone services, charges such as interconnection and settlement charges for the termination of domestic or international calls, charges to long distance carriers for calls originating at a payphone or within another carrier's local network, charges for jointly used facilities such as pole attachments, and charges for the exclusive rights of circuits 6017					
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attachments, and charges for the exclusive rights of circuits 6017		calls originating at a payphone or within another carrier's			
CONTINUE WITH G ON PAGE 4					
		CONTINUE WITH 6 ON PAGE 4			

6	SALES, RECEIPTS, OR REVENUE - Continued				
•	CALLO, ILOLII 10, OR ILVLIVOL - Continueu			2019	
		Mark "X" if None	Mil.	2018 Thou.	Dol.
2.	Other Telecommunications Services - Continued				
	b. Private network services - Providing a wired or wireless telecommunication link(s) between specified points for the exclusive use of the client. Include packet switching services. Exclude provision of private links to telecommunication service providers as classified in line 2a	8	1 1	1 1	
	c. Subscriber line charges - Fees received from end users and paid directly to local telephone companies. This fee, regulated and capped by the Federal Communication Commission, covers the cost of connecting end users' calls to the telephone network 628	2			
	d. Internet access services - Providing a direct connection to the Internet, both wired and wireless. Include broadband, narrowband, digital subscriber lines (DSL), dial-up, and always-on Internet access services		1 1		
	e. Internet telephony - Providing a direct connection to the Internet, wired or wireless, for the transmission of voice or data to fixed local telephone locations on the public switched telephone network (PSTN). Include 911 service and a number to mimic a local fixed telephone number for the purpose of receiving calls from local fixed telephone users in the same local calling area. A broadband connection to the Internet is a prerequirement in order to obtain this service. Include Voice Over Internet Protocol (VOIP) and related Internet telephony services	0			
	f. Telecommunication network installation services - Installing wires and other equipment to put a telecommunication network in place	1			1 1
	g. Reselling services for telecommunications equipment, retail - Retailing of telecommunications equipment such as fixed or mobile telephones, pagers, mobile radio units, key telephones, Private Branch Exchanges (PBX), modems, and data terminal equipment, purchased on own-account for resale	2	1 1		
	h. Rental of telecommunications equipment - Renting or leasing telecommunication equipment such as fixed or mobile telephones, pagers, mobile radio units, key telephones, PBX, modems, and data terminal equipment	з 🗆			
	i. Repair and maintenance services for telecommunications equipment - Repair and maintenance of telecommunications equipment, facilities, and related products on or off a customer's premises. Include telephones, modems, multi-plexers, earth stations, etc.	4	1 1		
3.	Other Operating Revenue				
	a. Basic programming package - Providing subscriber access to a basic range of programming services generally for a monthly fee. Include initial connection to network or reconnection to the network charges	1	1 1		1 1
	b. Premium programming package - Providing subscriber programming services in addition to those included in the basic package for a fee separate from, and in addition to, the basic monthly fee	2	1 1		
	c. Pay-per-view - Providing subscribers the ability to view a specific program (movie or event) from his/her home for a fee separate from, and in addition to, the monthly fee for basic or discretionary programming packages	з 🗆			1
	d. Air time - Providing television air time to clients for broadcasting both advertising content and program content, on television stations and networks and on cable and other subscription television program systems		1 1		
	e. Rental and reselling services for program distribution equipment - Renting and retailing equipment necessary to receive programming packages via a program distribution network	4 🗆			1 1
	f. Installation services for connections to program distribution networks - Installing cable on the customer premises and/or installing outlets to connect to the program distribution network	5			
	CONTINUE WITH 6 ON PAGE 5				

orm SA-51710A (DRAFT)						Page
6 SALES, RECEIPTS, OR REVENUE - Conti	nued					
		Mark "X"	A D''		2018	
		if None	\$ Bil.	Mil.	Thou	. Dol.
Other Operating Revenue - Continued						
	6031		,			
h. All other operating revenue - Revenu 1a through 3g. If this item is greater total operating revenue, specify the revenue below	than 20% of the					
	4700					
TOTAL OPERATING REVENUE	1799					
Sum of lines 1a through 3h						
Not Applicable.						
REVENUES FROM ELECTRONIC SOURCE	ES					
A. Did this firm have any revenues from	n customers entering orders	directly	on the	firm's w	ebsites	or
mobile applications in 2018?						
Yes						
0040						
No						
B. Did this firm have any revenues from mobile applications in 2018?	n customers entering orders	directly	on thire	d-party v	website	s or
_						
Yes						
0041						
No						
C. Did this firm have any revenues from (such as private networks, dedicated	n customers entering orders I lines, etc.) in 2018?	via any o	other el	ectronic	syster	ns
□ v						
U Yes 0042						
□ No.						
No						
D. Of the total 2018 revenues reported	in A				г	
what was the dollar amount (or perc	entage)	2018 Thou.	Do	J		2018 Percent
that was from the revenues identified A-C above? Please provide an estimate	ed III	Tilou.	DC			
exact figures are not available	2500			OI	R 2501	%
and 10 Not Applicable.						
and to Not Applicable.						

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

		Mark "X"		-	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
P	ersonnel Costs					
a.	Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821		1	1 1		1 1
b.	Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
C.	Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
(e Cl se ja m	Repensed equipment, materials, parts, and supplies (not for isale) - Include expensed computer hardware and other equipment i.g., copiers, fax machines, telephones, shop and lab equipment, PUs, monitors). Include materials and supplies used in providing ervices to others; materials and parts used in repairs; office and initorial supplies; small tools; containers and other packaging aterials; and motor fuels. Report packaged software in line 3 and ased and rented equipment in line 4e					
cı de pı	xpensed purchases of software - Purchases of prepackaged, istom coded, or vendor customized software. Include software eveloped or customized by others, web-design services and urchases, licensing agreements, upgrades of software, and aintenance fees related to software upgrades and alterations 1826					
0	ther Operating Expenses					
a.	Access charges - Payment for access to the local loop. Firms providing cellular phone service, report interconnection fees here. Include fees for leased facilities access charges paid to foreign companies for international calls originating in the United States 6025					1 1

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4) (
	PERATING EXPENSES - Continued									
			Mark "X"		20			2018		
			if None	\$ Bil.	N	1il.	Tł	iou.	D	ol.
C	Other Operating Expenses - Continued									
k	. Universal service contributions (USC) and other similar									
	charges - Payments to state and federal governments to support universal funds for services for local and independent providers .	6026								
c	. Program and production costs - Include talent and music	0020								
	license fees, the value of bartered programming, and all other									
	costs of programming and production. Exclude capitalized costs 1. Depreciation and amortization charges - Include depreciation	6013								
U	charges taken against tangible assets owned and used by this									
	firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease									
	agreements, and amortization charges against intangible assets							I		ı
_	(e.g., patents, copyrights). Exclude impairment	1831								
e	 All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general 									
	instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating									
	expenses. If this item is greater than 20% of the total									
	operating expenses, specify the primary source of the expenses below ?									
	,									
		4070			'	1		ı	'	1
7	OTAL OPERATING EXPENSES	1879								
	Sum of lines 1a through 4e	1900								

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REMARKS data were	S - Please use the	his space to					000000 00		
	estimated.	·	explain any	significant yea	r-to-year changes,	to clarity res	ponses, or	indicate v	vhere
B CONTAC	T INFORMATIO	ON							
	T INFORMATION		report (<i>Pleas</i> e	e print)	Title				
			report (<i>Pleaso</i>	e print)	Title				
	erson to contact r	egarding this			Title	Area code	N.	lumher	
Name of p	erson to contact r	egarding this	ımber	e print) Extension	Title	Area code	N	lumber	
	erson to contact r	egarding this	ımber			Area code		lumber	
Name of p	Area code	egarding this	ımber			Area code			
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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-51710E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.			Mil.		Т	hοι	١.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

ve

1	A.	MAILING ADDRESS
		Is this firm's name ar

nd mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address abo



B. SURVEY COVERAG					
Did this firm provi	e the business activities described below?				
Yes					
0001					
No - Specif	this firm's business activity				
0002					
EEDEDAI EMDLOVED	DENTIFICATION NUMBER (EIN)				
Does this firm report	ayroll under EIN				
Yes					
0013		EIN (9 digits)		
	ent 9-digit EIN AND date payroll was first				
reported i	or this EIN	15	_		
			Month	Day	Year
		8800			
ORGANIZATIONAL CH	ANGE				
		in 2(1107		
A. Did tills firm exper	ence any acquisitions, sales, mergers, and/or divestitu	65 III 20	710:		
Yes					
0016					
No - Go to					
B. Which of the follow	ing organizational changes occurred in 2018?				
	f more than one organizational change occurred during the i	eporting	period,	explai	n in 🛈.
			Month		Year
Acquisition					
Colo	Date of organizational change	0018			
Sale Sale	→ AND				
Merger					
	Enter detailed information below				
Divestiture					
		1 1-			
0017 Name of company		0019 E	IN (9 dig	its)	
			_		
Address (Number and	treet, P.O. Box, etc.)				
riaarooo (riambor ana					
City, town, village, etc.	Stat	e ZIP Co			
				_	

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Forn	SA-51710E (DRAFT)					Page 3
4	REPORTING PERIOD					
Ŭ	NOTE: Calendar year data are preferred. If they are unavailable, please repo	ort for the	fiscal yea	r that ir	ncludes	at least six
	months of data for the 2018 calendar year. What time period is covered by the data provided in this report?				201	0
	what time period is covered by the data provided in this report:			В	eginning	_
	☐ Calendar year			Month	Day	Year
	Figure or porticl year. Papert beginning and anding dates					
	Fiscal or partial year - Report beginning and ending dates		0007		Ending	Date
				Month	Day	Year
					1	
			8000			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	• Report gross billings, except where noted elsewhere on the form.					
	 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 					
	 For locations that were sold or acquired during a year, only report for the 	periods t	hat this fir	m oper	ated the	:
	locations.					
	 Revenue from services performed by domestic locations of foreign parent Revenues from electronic sources. 	t tirms, su	bsidiaries	, brancr	ies, etc.	
	Exclude:					
	• Transfers made within the company.					
	Taxes collected directly from customers or clients and paid directly to a log			_	•	
	 Rents from and revenue of separately operated departments, concessions Commissions from vending machine operators. 	s, etc., wni	cn are lea	sea to (otners.	
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside	de the 50	states, Dis	strict of	Columb	ia, U.S.
	Commonwealth Territories, or U.S. possessions).					
		Mark "X" if None	A D''		018	
1.	Fixed Services	II INOITE	\$ Bil.	Mil.	Thou.	Dol.
	a. Fixed local telephony - Providing access to the public switched					
	telephone network (PSTN) for the transmission and switching of voice, data, and video within and between local calling areas,					
	where the call is made from a fixed location. Include basic					
	service connection fees; revenue from extended areas; local private lines; public telephone services provided with the basic					
	service area; and fixed local calling features such as directory				1 1	
	assistance, caller identification, call forwarding, and call waiting . 6015 b. Fixed long-distance telephony - Providing outbound or					
	inbound calls made from a fixed customer location where					
	the call is paid for by the caller or the recipient and the call transmits beyond the basic service area. Include international					
	call originating in the United States, any charges for operator assistance or special billings directly related to these calls 6016		'			
	c. Fixed all distance telephony (no distinction between local					
	or long distance) - Transmission and switching of voice, data, and video over the public switched telephone network (PSTN),					
	where the call is made from a fixed customer location and where					
	the charges are not distance sensitive					
2.	a. Carrier services - Providing wired or wireless services					
	to originate, terminate, or transmit calls for another					
	telecommunication service provider, including transoceanic telecommunications. Include network access and Internet					
	backbone services, charges such as interconnection and					
	settlement charges for the termination of domestic or international calls, charges to long distance carriers for					
	calls originating at a payphone or within another carrier's local network, charges for jointly used facilities such as pole					
	attachments, and charges for the exclusive rights of circuits 6017					
	CONTINUE WITH 6 ON PAGE 4					

6	SA	LES, RECEIPTS, OR REVENUE - Continued					
•	JH	TEOLII 10, ON NEVERTOL - Continued				2019	
			Mark "X" if None	\$ Bil.	Mil.	2018 Thou.	Dol.
2.	Ot	her Telecommunications Services - Continued					
	b.	Private network services - Providing a wired or wireless telecommunication link(s) between specified points for the exclusive use of the client. Include packet switching services. Exclude provision of private links to telecommunication service providers as classified in line 2a		<u> </u>	1 1		1 1
	C.	Subscriber line charges - Fees received from end users and paid directly to local telephone companies. This fee, regulated and capped by the Federal Communication Commission, covers the cost of connecting end users' calls to the telephone network 6282					
	d.	Internet access services - Providing a direct connection to the Internet, both wired and wireless. Include broadband, narrowband, digital subscriber lines (DSL), dial-up, and always-on Internet access services					
		Internet telephony - Providing a direct connection to the Internet, wired or wireless, for the transmission of voice or data to fixed local telephone locations on the public switched telephone network (PSTN). Include 911 service and a number to mimic a local fixed telephone number for the purpose of receiving calls from local fixed telephone users in the same local calling area. A broadband connection to the Internet is a prerequirement in order to obtain this service. Include Voice Over Internet Protocol (VOIP) and related Internet telephony services		1			
	f.	Telecommunication network installation services - Installing wires and other equipment to put a telecommunication network in place					1 1
	g.	Reselling services for telecommunications equipment, retail - Retailing of telecommunications equipment such as fixed or mobile telephones, pagers, mobile radio units, key telephones, Private Branch Exchanges (PBX), modems, and data terminal equipment, purchased on own-account for resale 6022					
	h.	Rental of telecommunications equipment - Renting or leasing telecommunication equipment such as fixed or mobile telephones, pagers, mobile radio units, key telephones, PBX, modems, and data terminal equipment					
	i.	Repair and maintenance services for telecommunications equipment - Repair and maintenance of telecommunications equipment, facilities, and related products on or off a customer's premises. Include telephones, modems, multi-plexers, earth stations, etc			1 1		1 1
3.	Ot	her Operating Revenue					
		Basic programming package - Providing subscriber access to a basic range of programming services generally for a monthly fee. Include initial connection to network or reconnection to the network charges			1 1		1 1
		Premium programming package - Providing subscriber programming services in addition to those included in the basic package for a fee separate from, and in addition to, the basic monthly fee			1 1		1 1
		Pay-per-view - Providing subscribers the ability to view a specific program (movie or event) from his/her home for a fee separate from, and in addition to, the monthly fee for basic or discretionary programming packages			1 1		T
	d.	Air time - Providing television air time to clients for broadcasting both advertising content and program content, on television stations and networks and on cable and other subscription television program systems			1 1		1 1
	e.	Rental and reselling services for program distribution equipment - Renting and retailing equipment necessary to receive programming packages via a program distribution network					
	f.	Installation services for connections to program distribution networks - Installing cable on the customer premises and/or installing outlets to connect to the program distribution network					
		CONTINUE WITH 6 ON PAGE 5					

orn	ı S/	A-51710E (draft)							Pa	age 5
6	SA	ALES, RECEIPTS, OR REVENUE - Continued								
					Mark "X"		201	8		
					if None	\$ Bil.	Mil.	Thou.	Do	ol.
3.	Ot	her Operating Revenue - Continued								
	g.	Website hosting services - Providing the infrastructustomer's website and related files								
	h.	All other operating revenue - Revenue not reported 1a through 3g. If this item is greater than 20% total operating revenue, specify the primary so revenue below 7	of the	Э						
				1799				T T		
4.	то	TAL OPERATING REVENUE						+++		+
	Su	m of lines 1a through 3h		1800						
7	No	t Applicable.								
8	RE	VENUES FROM ELECTRONIC SOURCES								
	Δ	Did this firm have any revenues from customers	e antarina	orders	directly	on the f	firm's wah	eitae	or	
	Α.	mobile applications in 2018?	s entering	oruers	unectiy	on the i	IIIII 3 WED	31163	OI .	
		Ves Yes								
		No								
	В.	Did this firm have any revenues from customers mobile applications in 2018?	s entering	orders	directly	on third	l-party wel	bsites	or	
		Yes								
		0041 TeS								
		□ No								
	C.	Did this firm have any revenues from customers (such as private networks, dedicated lines, etc.)	s entering) in 2018?	orders	via any c	ther el	ectronic sy	/stem	S	
		Ves Yes								
		No								
		LI NO								
	n	Of the total 2019 revenues reported in G						_		
	D.	Of the total 2018 revenues reported in (3) , what was the dollar amount (or percentage)	¢ D:I	NA:I	2018	D-			2018	
		that was from the revenues identified in A-C above? Please provide an estimate if	\$ Bil.	Mil.	Thou.	Do			Percer	
		exact figures are not available	2500	1 1			OR	2501	1 1	%
	000	Not Applicable.	-							
9	anc	Not Applicable.								



14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X"					
	if None	\$ Bil.	Mil.	Thou.	Dol.	
Personnel Costs						
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821	П		1 1		1 1	
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.						
c. Temporary staff and leased employee expense - Total costs						
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services						
Expensed equipment, materials, parts, and supplies (not for						
resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3, the cost of motor fuels in line, and leased and rented equipment in line 4e.						
Expensed purchases of software - 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 1826						
Other Operating Expenses						
a. Access charges - Payment for access to the local loop. Firms providing cellular phone service, report interconnection fees here. Include fees for leased facilities access charges paid to foreign			1 1		1 1	
companies for international calls originating in the United States 6025						

CONTINUE WITH 14 ON PAGE 8

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m	SA-51710E (DRAFT)					Page		
)	OPERATING EXPENSES - Continued							
		Mark "X						
		if None	\$ Bil.	Mil.	Thou.	Dol.		
	Other Operating Expenses - Continued							
	 b. Universal service contributions (USC) and other similar charges - Payments to state and federal governments to support 							
	universal funds for services for local and independent providers . 6026	;				1 1		
	c. Program and production costs - Include talent and music							
	license fees, the value of bartered programming, and all other costs of programming and production. Exclude capitalized costs 6013							
	d. Depreciation and amortization charges - Include depreciation							
	charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm							
	within leaseholds, tangible assets obtained through capital lease			1		I		
	agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment							
	e. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery.							
	Exclude purchases of merchandise for resale and non-operating							
	expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the							
	expenses below 7							
	1879	, 🗆		1 1		1 1		
	TOTAL OPERATING EXPENSES							
	Sum of lines 1a through 4e)						

F	orm SA-51710E	(DRAFT)		Page 9
(REMARKS - Ple data were estima	ase use this space to explain any significa	ant year-to-year changes, to clarify	responses, or indicate where

	uata were esti	mateu.									
18	CONTACT IN	FORMATI	ON								
	Name of person to contact regarding this report (Please print)				Title						
				lumber	Extension		Area code		Number		
	Telephone			-		Fax			_	1 1	
	E-mail address					Website address					
											-

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.



(DRAFT)

2018 ANNUAL SERVICES REPORT

OA OI/LIA	(SIN a.f.)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	
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https://portal.census.gov Authentication Code:	s survey should be completed online at: To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
 Any significant change in 	n this firm's operations should be noted in 😈.
 For establishments sold this firm. 	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
 Enter "0" where applicable Do not combine data for 	r two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	
	456 it should be reported as TOSOZOZO
Include: • Data for all Services esta	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
 Data for auxiliary facilities) as defined by the survey coverage in ①B. es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
	d mailing address the same as shown in the mailing address above?
☐ Yes	
0035 No - Enter co	orrections in the mailing address above

1 B.	OTZER (DRAFT)				
	SURVEY COVERAGE				
	Did this firm provide the business activities described below?				
	Yes				
	No. Specify this firm's hyginess activity.				
	No - Specify this firm's business activity				
	0002				
2 No	Applicable.				
	GANIZATIONAL CHANGE				
A.	Did this firm experience any acquisitions, sales, mergers, and/or divestit	ures in 20)18?		
	Yes				
	0016				
	□ No - Go to 4				
_					
	Which of the following organizational changes occurred in 2018?		. ,	, .	. •
	Check all that apply. If more than one organizational change occurred during the	reporting	perioa,	explai	ı ın W .
	Acquicition		Month	Day	Year
	Acquisition		'	'	1 1 1
	☐ Sale	0018			
	0091 AND				
	☐ Merger Enter detailed information below				
	Enter detailed information below ?				
	Discontitues				
	Divestiture				
		0019 F	IN (9 dia	ite)	
	Divestiture Name of company	0019 E	IN (9 dig	its)	
		0019 E	IN (9 dig	its)	
		0019 E		its)	
	0017 Name of company	0019 E		its)	
	Name of company Address (Number and street, P.O. Box, etc.)		-	its)	
	0017 Name of company		-	its)	
	Name of company Address (Number and street, P.O. Box, etc.)		-	its)	
	Name of company Address (Number and street, P.O. Box, etc.)		-		
	Name of company Address (Number and street, P.O. Box, etc.)		-		
	Name of company Address (Number and street, P.O. Box, etc.)		-		
	Name of company Address (Number and street, P.O. Box, etc.)		-		
	Name of company Address (Number and street, P.O. Box, etc.)		-		
	Name of company Address (Number and street, P.O. Box, etc.)		-		
	Name of company Address (Number and street, P.O. Box, etc.)		-		
	Name of company Address (Number and street, P.O. Box, etc.)		-		
	Name of company Address (Number and street, P.O. Box, etc.)		-		

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Form	1 SA-51721A (DRAFT)			Page 3		
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	ır that iı	ncludes a	at least six		
	What time period is covered by the data provided in this report?	2018				
			Beginning			
	Calendar year	Month	Day	Year		
	Fiscal or partial year - Report beginning and ending dates					
			Ending	Date		
		Month	Day	Year		
	****			1 1 1		
	0008					
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	Report net selling value after discounts and allowances.					
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 					
	Amounts received for work subcontracted to others.					
	• For locations that were sold or acquired during a year, only report for the periods that this fire	rm oper	ated the			
	locations.Revenue from services performed by domestic locations of foreign parent firms, subsidiaries	branck	acc oto			
	• Revenues from electronic sources.	, Dianci	ies, etc.			
	Exclude:					
	• Transfers made within the company.					
	• Taxes collected directly from customers or clients and paid directly to a local, state, or federal	-				
	• Rents from and revenue of separately operated departments, concessions, etc., which are lea	ised to	others.			
	 Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Distriction 	strict of	Columb	ia IIS		
	Commonwealth Territories, or U.S. possessions).	511101 01	Columb	, 0.0.		
	Mark "X"	2	2018			
	if None \$ Bil.	Mil.	Thou.	Dol.		
1.	Mobile Services					
	a. Messaging (paging) services - Providing mobile radio service that subscribers primarily use to receive voice, text, or tone					
	messages with small radio receivers. These devices may or may					
	not be accessed by the public switched telephone network (PSTN) 6301					
	b. Mobile telephony - Providing access to the public switched and/or mobile switching center telephone networks for the					
	transmission and switching of voice, data, and video within					
	and between local calling areas, where the call originates from or terminates into a portable handset. Include value added					
	services, calling features, transmissions using cellular, Personal	1 1				
	Communications Services (PCS), Enhanced Specialized Mobile Radio (ESMR), and similar technologies		1 1			
	c. Mobile long-distance - Providing access to the public switched					
	and/or mobile switching center telephone networks for the transmission of switching voice, data, and video, where the call					
	originates from or transmits into a portable headset. Include					
	roaming charges, calls using cellular, PCS, and ESMR technology 6311					
	d. Mobile all distance - Providing access to the public switched and/or mobile switching center telephone networks for the					
	transmission of switching voice, data, and video, where the call					
	originates from or transmits into a portable headset and where there is no distinction between local and long distance areas.					
	Include calls using cellular PCS, and ESMR, mobile satellite telephony, air-to-ground, and ship-to-shore telecommunication					
	services		1 1			
	CONTINUE WITH 6 ON PAGE 4					

6	SALES, RECEIPTS, OR REVENUE - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
2.	Other Telecommunications Services a. Internet access services - Providing a direct connection to					
	the Internet, both wired and wireless. Include broadband, narrowband, digital subscriber lines (DSL), dial-up, and always-on			1 1		
	Internet access services					
	wires and other equipment to put a telecommunication network in place					
	c. Reselling services for telecommunications equipment, retail - Retailing of telecommunications equipment such as fixed or mobile telephones, pagers, mobile radio units, key telephones, Private Branch Exchanges (PBX), modems, and data terminal					
	equipment, purchased on own-account for resale 6022 d. Rental of telecommunications equipment - Renting or leasing telecommunication equipment such as fixed or mobile telephones, pagers, mobile radio units, key telephones, PBX, modems, and					
	data terminal equipment					
	equipment - Repair and maintenance of telecommunications equipment, facilities, and related products on or off a customer's					
	premises. Include telephones, modems, multi-plexers, earth stations, etc			· ·		
3.	All other operating revenue - Revenue not reported in lines 1a through 2e. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7					
	1799		'			' '
4.	TOTAL OPERATING REVENUE Sum of lines 1a through 3					
2	Not Applicable.					
8	REVENUES FROM ELECTRONIC SOURCES					
	A. Did this firm have any revenues from customers entering orders mobile applications in 2018?	directly	on the fi	rm's w	ebsites	or
	Yes					
	0040 No					
	B. Did this firm have any revenues from customers entering orders mobile applications in 2018?	directly	on third-	party v	vebsites	or
	Yes					
	0041 No					
	C. Did this firm have any revenues from customers entering orders (such as private networks, dedicated lines, etc.) in 2018?	via any o	other elec	ctronic	system	ıs
	Yes					
	0042 No					
	D. Of the total 2018 revenues reported in (3), what was the dollar amount (or percentage)	2018				2018
	that was from the revenues identified in A-C above? Please provide an estimate if	Thou.	Dol.	OF	2	Percent %
	exact figures are not available				2501	/0

Form	SA-51721A (DRAFT)					Page 5
9	and 10 Not Applicable.					
1	CLASS OF CUSTOMER					
Ť	What percentage of sales, receipts, or revenue reported in ③ was refollowing classes of customers in 2018 and 2017?	eceived f	rom the			2018 Percent
	1. Household consumers and individual users				. 1763	%
	2. Business firms, not-for-profit organizations, and Government (Fo	ederal. st	ate. and	local)	. 1760 +	%
		•	·	·	1	00%
12	and 13 Not Applicable.					
14	OPERATING EXPENSES					
	What were the operating expenses for this firm in 2018?					
	Exclude:					
	Transfers made within the company. Capitalized expanses.					
	Capitalized expenses. Interest.					
	Bad debt.					
	• Impairment.					
	• Income tax.					
	 Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). 	side the 50) states,	District	of Columb	ia, U.S.
	Gross annual payroll					
	Include salaries and wages, commissions, dismissal pay, bonuses, emplotax withholding, union dues, group insurance premiums, savings bonds, c pay, vacation pay, sick leave, stock purchase plans, and employee contribu	ash equiva	alent in-k	ind, all	I Security, owances, h	income oliday
	Exclude the cost of leased employees, employer's cost for fringe benefits temporary help services. For unincorporated businesses, exclude profit of partners.	and temp other cor	oorary sta mpensati	aff obta on of p	ined from roprietors	or
	All other operating expenses					
	Include travel and entertainment; postage, shipping or delivery services; v security services; janitorial and grounds maintenance services; purchased expenses not reported elsewhere.	varehousi transporta	ng and s tion with	torage : operat	services; ro tors; and of	oyalties; ther
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs					
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944					
	Employer's Annual Federal Tax Return, line 4(c). Include the					
	spread on stock options that are taxable to employees as wages . 1821					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude					
	employee contributions					
	c. Temporary staff and leased employee expense - Total costs					
	paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services			1 1		
	CONTINUE WITH 13 ON PAGE 6					

OPERATING EXPENSES - Continued

leased and rented equipment in line 4d.

Other Operating Expenses

Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and

Expensed purchases of software - 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

a. Access charges - Payment for access to the local loop. Firms providing cellular phone service, report interconnection fees here. Include fees for leased facilities access charges paid to foreign companies for international calls originating in the United States
 b. Universal service contributions (USC) and other similar charges - Payments to state and federal governments to support universal funds for services for local and independent providers

c. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease

maintenance fees related to software upgrades and alterations 1826

Dol.

2018

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Mark "X" if None

\$ Bil.

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	agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment
d.	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7

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15 and 16 Not Applicable.

TOTAL OPERATING EXPENSES

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CONTACT IN			bia manan	+ /Dlassa	a wim #1	Title			
Name of perso	n to contact	regarding t	nis repor	t (Piease j	orint)	Title			
Tala !	Area code		Number		Extension	_	Area code	Number	
Telephone			-			Fax		_	
E-mail address						Website address			

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-51721E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

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- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING ADDRES	(,
		Is this firm's name a	

nd mailing address the same as shown in the mailing address above?

	ш	Yes
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		No - Enter corrections in the mailing address above



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S. SURVEY C												
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No. Did this find the control of the check all the control of the	rm experier es o - Go to 4 the followin hat apply. If r cquisition ale	ing organ more tha	nizational n one org of organiz	changes anizationa rational ch	s occurred al change d nange	d in 2018 occurred o	3? during the	repoi	in 20	18?	. explai	in in 🕡
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Form	SA-51721E (DRAFT)			Page 3
4	REPORTING PERIOD			
Ū	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal ye months of data for the 2018 calendar year.	ar that i	ncludes	at least six
	What time period is covered by the data provided in this report?		201	3
			Beginning	
	Calendar year	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			
			Ending	Date
		Month	Day	Year
	0008			
•	Net Applicable			
5	Not Applicable.			
6	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include: • Report net selling value after discounts and allowances.			
	• Report gross billings, except where noted elsewhere on the form.			
	Dues and assessments from members and affiliates.			
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this f 	rm opei	ated the	
	locations.			
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries Revenues from electronic sources. 	s, brancl	nes, etc.	
	Exclude:			
	Transfers made within the company.			
	• Taxes collected directly from customers or clients and paid directly to a local, state, or feder			
	 Rents from and revenue of separately operated departments, concessions, etc., which are le Commissions from vending machine operators. 	ased to	others.	
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, D	strict of	Columb	ia, U.S.
	Commonwealth Territories, or U.S. possessions).			
	Mark "X"		2018	
1.	if None \$ Bil.	Mil.	Thou.	Dol.
١.	a. Messaging (paging) services - Providing mobile radio service			
	that subscribers primarily use to receive voice, text, or tone	1 1	1 1	
	messages with small radio receivers. These devices may or may not be accessed by the public switched telephone network (PSTN) 6301	1 1	1 1	
	b. Mobile telephony - Providing access to the public switched			
	and/or mobile switching center telephone networks for the transmission and switching of voice, data, and video within			
	and between local calling areas, where the call originates from			
	or terminates into a portable handset. Include value added services, calling features, transmissions using cellular, Personal			
	Communications Services (PCS), Enhanced Specialized Mobile Radio (ESMR), and similar technologies			
	c. Mobile long-distance - Providing access to the public switched			
	and/or mobile switching center telephone networks for the transmission of switching voice, data, and video, where the call			
	originates from or transmits into a portable headset. Include			
	roaming charges, calls using cellular, PCS, and ESMR technology 6311			
	d. Mobile all distance - Providing access to the public switched and/or mobile switching center telephone networks for the			
	transmission of switching voice, data, and video, where the call originates from or transmits into a portable headset and where			
	there is no distinction between local and long distance areas.			
	Include calls using cellular PCS, and ESMR, mobile satellite telephony, air-to-ground, and ship-to-shore telecommunication			
	services			
	CONTINUE WITH 6 ON PAGE 4			
	CONTINUE WITH 6 ON PAGE 4			

1 01111	SA-31/21E (DRAFI)				raye 4
6	SALES, RECEIPTS, OR REVENUE - Continued				
		Mark "X"		2018	
		if None	\$ Bil. M	il. Thou	ı. Dol.
2.	Other Telecommunications Services				
	 a. Internet access services - Providing a direct connection to the Internet, both wired and wireless. Include broadband, 				
	narrowband, digital subscriber lines (DSL), dial-up, and always-on				
	Internet access services				
	wires and other equipment to put a telecommunication network in				
	place				
	c. Reselling services for telecommunications equipment, retail - Retailing of telecommunications equipment such as fixed				
	or mobile telephones, pagers, mobile radio units, key telephones, Private Branch Exchanges (PBX), modems, and data terminal			1 1	
	equipment, purchased on own-account for resale 6022				
	d. Rental of telecommunications equipment - Renting or leasing telecommunication equipment such as fixed or mobile telephones,				
	pagers, mobile radio units, key telephones, PBX, modems, and				
	data terminal equipment				
	e. Repair and maintenance services for telecommunications equipment - Repair and maintenance of telecommunications				
	equipment, facilities, and related products on or off a customer's premises. Include telephones, modems, multi-plexers, earth				
	stations, etc				
3.	All other operating revenue - Revenue not reported in lines				
	1a through 2e. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue				
	below 7				
	1799				
4.	TOTAL OPERATING REVENUE				
	Sum of lines 1a through 3				
7	Not Applicable.				
8	REVENUES FROM ELECTRONIC SOURCES				
	A. Did this firm have any revenues from customers entering orders	directly	on the firm	's website	s or
	mobile applications in 2018?				
	Yes				
	0040				
	□ No				
	B. Did this firm have any revenues from customers entering orders	directly	on third-pa	rty website	es or
	mobile applications in 2018?				
	Yes				
	0041				
	No				
	C. Did this firm have any revenues from customers entering orders (such as private networks, dedicated lines, etc.) in 2018?	via any o	other electr	onic syste	ms
	☐ Yes				
	0042				
	No				
	D. Of the total 2018 revenues reported in (5), what was the dollar amount (or percentage)	2018			2018
	that was from the revenues identified in	Thou.	. Dol.		Percent
	A-C above? Please provide an estimate if exact figures are not available			OR ₂₅₀₁	%
	3]	

Forn	n SA-51721E (DRAFT)						Page 5
9	and 10 Not Applicable.						
1	CLASS OF CUSTOMER						
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	2. Business firms, not-for-profit organizations, and Governmen	nt (Fede	ral, sta	ate, and	l local)	. 1760 +	%
		·	·	·		1	00%
12	and 13 Not Applicable.						
14	OPERATING EXPENSES						
	What were the operating expenses for this firm in 2018?						
	Exclude:						
	Transfers made within the company.Capitalized expenses.						
	• Interest.						
	Bad debt.						
	• Impairment.						
	• Income tax.						
	 Expenses of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). 	, outside	the 50) states,	District	of Columbi	ia, U.S.
	Gross annual payroll						
	Include salaries and wages, commissions, dismissal pay, bonuses, en tax withholding, union dues, group insurance premiums, savings bonupay, vacation pay, sick leave, stock purchase plans, and employee compay.	ds, cash	equiva	alent in-k	kind, all	al Security, owances, h	income oliday
	Exclude the cost of leased employees, employer's cost for fringe ben temporary help services. For unincorporated businesses, exclude propartners.	nefits, an ofit or oth	d temp ner con	orary st npensati	aff obta on of p	nined from Proprietors o	or
	All other operating expenses						
	Include travel and entertainment; postage, shipping or delivery service security services; janitorial and grounds maintenance services; purcha expenses not reported elsewhere.	ces; ware ased tran	ehousii Isporta	ng and s tion with	torage opera	services; ro tors; and ot	yalties; her
		Λ./	lark "X"			2018	
		it	None	\$ Bil.	Mil.	Thou.	Dol.
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	Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	. 1821					
	b. Employer's cost for fringe benefits - Employer's cost for	1021					
	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, life insurance benefits, Medicare). Exclude						
	employee contributions.	. 1822				1 1	
	c. Temporary staff and leased employee expense - Total costs						
	paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	. 1823			1 1		
	CONTINUE WITH 10 ON PAGE	E 6					

OPERATING EXPENSES - Continued

leased and rented equipment in line 4d.

Other Operating Expenses

Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and

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(e.g., patents, copyrights). Exclude impairment

Dol.

2018

Thou.

Mil.

Mark "X" if None

\$ Bil.

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15 and 16 Not Applicable.

TOTAL OPERATING EXPENSES

expenses below 7

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7	REMARKS - Please use this space to explain any significant year-to data were estimated.	o-year changes, to clarify responses, or indicate where
<u> </u>	CONTACT INFORMATION	
	CONTACT INFORMATION	:41 a
	Name of person to contact regarding this report (Please print)	itle
	Area code Number Extension	Area code Number
	Telephone -	Fax -
	E-mail address W	Vebsite address
	L-man address V	reporte dudiess
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We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

FORM SA-51730A	(DRAFT)
Due Date Need help or have questions? Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - This https://portal.census.gov	s survey should be completed online at:
Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS

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- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

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→	1	030	280	456

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A. MA	ILIN	G ADDRESS
	ls th	is fir	m's name and mailing address the same as shown in the mailing address above?
	0035		Yes
	0033		No - Enter corrections in the mailing address above



Forn	n S/	A-51730A (DRAFT)	Page 2
0	В.	SURVEY COVERAGE	
		Did this firm provide the business activities described below?	
		Yes	
		0001	
		0002	
2	No	t Applicable.	
3	OF	GANIZATIONAL CHANGE	
	A.	Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?	
		□ Yes	
		No - Go to 4	
	В.	Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①	
		Month Day Ye	
		☐ Acquisition	
		Sale One of organizational change	
		Merger	
		☐ Divestiture ☐ Enter detailed information below ☐	
		0017 Name of company 0019 EIN (9 digits)	
		Address (Numbers and street B.O. Bayesta)	
		Address (Number and street, P.O. Box, etc.)	
		City, town, village, etc. State ZIP Code	

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03	
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17	
2	

Forn	1 SA-51730A (DRAFT)				Page 3			
4	REPORTING PERIOD							
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the months of data for the 2018 calendar year.	e fiscal yea	ar that in	cludes	at least six			
	What time period is covered by the data provided in this report?	2018						
			В	eginning	g Date			
	Calendar year		Month	Day	Year			
	Fiscal or partial year - Report beginning and ending dates	0007						
	The second of partial			Ending	Date			
			Month	Day	Year			
		8000						
5	Not Applicable.							
6	SALES, RECEIPTS, OR REVENUE							
	What were the revenues for this firm in 2018?							
	Include:							
	• Report gross billings, except where noted elsewhere on the form.							
	• Dues and assessments from members and affiliates.							
	Amounts received for work subcontracted to others.	de en dete d						
	 For locations that were sold or acquired during a year, only report for the periods locations. 	tnat this ti	rm oper	ated the				
	 Revenue from services performed by domestic locations of foreign parent firms, s Revenues from electronic sources. 	ubsidiaries	, branch	es, etc.				
	Exclude:							
	Transfers made within the company.							
	• Taxes collected directly from customers or clients and paid directly to a local, stat	e, or federa	al tax ag	ency.				
	• Rents from and revenue of separately operated departments, concessions, etc., w	hich are lea	ased to d	others.				
	• Commissions from vending machine operators.	D - 1 - 1 D -		0-1				
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 Commonwealth Territories, or U.S. possessions). 	J states, Di	Strict of	Columb	ia, U.S.			
	Mark "X	· II	2	018				
	if None	\$ Bil.	Mil.	Thou.	Dol.			
1.	Fixed local telephony - Providing access to the public switched							
	telephone network (PSTN) for the transmission and switching of voice, data, and video within and between local calling areas,							
	where the call is made from a fixed location. Include basic service							
	connection fees; revenue from extended areas; local private lines; public telephone services provided with the basic service area;							
	and fixed local calling features such as directory assistance, caller							
	identification, call forwarding, and call waiting 6015							
2.	Fixed long-distance telephony - Providing outbound or inbound calls made from a fixed customer location where the call is paid							
	for by the caller or the recipient and the call transmits beyond the							
	basic service area. Include international call originating in the United States, any charges for operator assistance or special billings directly			1 1				
	related to these calls		1 1	1 1				
3.	Mobile telephony - Providing access to the public switched and/							
	or mobile switching center telephone networks for the transmission and switching of voice, data, and video within and between local							
	calling areas, where the call originates from or terminates into a							
	portable handset. Include value added services, calling features, transmissions using cellular, Personal Communications Services							
	(PCS), Enhanced Specialized Mobile Radio (ESMR), and similar							
	technologies							
4.								
	Carrier services - Providing wired or wireless services to originate,							
	terminate, or transmit calls for another telecommunication service provider, including transoceanic telecommunications. Include							
	terminate, or transmit calls for another telecommunication service provider, including transoceanic telecommunications. Include network access and Internet backbone services, charges such as							
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	terminate, or transmit calls for another telecommunication service provider, including transoceanic telecommunications. Include network access and Internet backbone services, charges such as interconnection and settlement charges for the termination of domestic or international calls, charges to long distance carriers for calls originating at a payphone or within another carrier's local			1 1				
	terminate, or transmit calls for another telecommunication service provider, including transoceanic telecommunications. Include network access and Internet backbone services, charges such as interconnection and settlement charges for the termination of domestic or international calls, charges to long distance carriers for calls originating at a payphone or within another carrier's local network, charges for jointly used facilities such as pole attachments,			1 1				

-orm	SA-51	730	DA (DRAFT)						Pag	e 4
6	SALES	, RE	CEIPTS, OR REVENUE - Continued							
					Mark "X"		2018			
5.	1 thro	ugh ing i	perating revenue - Revenue not reported in lines 4. If this item is greater than 20% of the total revenue, specify the primary source of the revenue		if None	\$ Bil.	Mil. Tho	u.	Dol.	
				1799						
6.			ERATING REVENUE							-
7	Not Ap		s 1 though 5	. 1800						
8			FROM ELECTRONIC SOURCES							
	A. Did mol	this	s firm have any revenues from customers entering or applications in 2018?	rders	directly	on the fir	m's website	es or		
	0040		Yes							
			No							
	B. Did mol	this	firm have any revenues from customers entering or applications in 2018?	rders	directly	on third-p	arty websi	tes or		
	0041		Yes							
			No							
	C. Did	this	s firm have any revenues from customers entering or s private networks, dedicated lines, etc.) in 2018?	rders v	via any c	other elec	tronic syste	ems		
	0042		Yes							
	00.12		No							
	D. Of t	the t	cotal 2018 revenues reported in 6 ,		2018		7	20	018	
	tha	t wa	as the dollar amount (or percentage) s from the revenues identified in	Mil.	Thou.	Dol.		_	rcent	
	A-C exa	abo	ove? Please provide an estimate if gures are not available				OR ₂₅₀₁			%
9	and 10	No.	ot Applicable.							
1	CLASS	OF	CUSTOMER							
	What p	erce	entage of sales, receipts, or revenue reported in 6 w	vas re	ceived fi	rom the			018 rcent	
			classes of customers in 2018 and 2017?					Fei		%
			old consumers and individual users				1763			%
	2. Bus	ines	s firms, not-for-profit organizations, and Governme	nt (Fed	deral, sta	ate, and lo	ocal) . 1760 •	10		%
A	6	N. N	A A - P bla					10		_
W	and 13) INO	ot Applicable.							

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X"	2018						
ıt None	\$ Bil.	Mil.	Thou.	Dol.			
		1 1					
				1 1			
		1 1					
		1 1					
	Mark "X" if None		IVIAIN A	IVIAIK X			

CONTINUE WITH 14 ON PAGE 6

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Other Operating Expenses - Continued Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm, tangible assets and improvements owned by this firm, tangible assets and improvements owned by this firm, tangible assets and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment 1931 - All other operating expenses. All other operating expenses not reported above, unless specifically excluded in the general accordance of the Exclude purchases of methadise for resele and non-operating expenses. Bellow 2 TOTAL OPERATING EXPENSES Sum of lines 1s through 4c 1980 Not Applicable.	III 3/	A-51730A (DRAFT)									Pa
Other Operating Expenses - Continued b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	4) OF	PERATING EXPENSES - Continued									
Other Operating Expenses - Continued b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment			Mark "	X"				201	18		
Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment			if Non		Bil.	IV	lil.			ı.	Dol
b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	Ot	her Operating Expenses - Continued									
(e.g., patents, copyrights). Exclude impairment		Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease									
not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 TOTAL OPERATING EXPENSES Sum of lines 1a through 4c	C	(e.g., patents, copyrights). Exclude impairment	1831								
TOTAL OPERATING EXPENSES Sum of lines 1a through 4c	G.	not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the									
TOTAL OPERATING EXPENSES Sum of lines 1a through 4c					ı		ı		ı		I
Sum of lines 1a through 4c			1879	_					_		
					'	ı	ı		1	1	ı
and 16 Not Applicable.	Su	m of lines 1a through 4c	1900								

														
18	CONTACT IN	FORMATI	ON											
	Name of person to contact regarding this report (Please print)						Title							
		Area code Number				Extension			Area code		Number			
	Telephone			-			F	Fax			_			
	E-mail address	E-mail address							Website address					

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

OF THE

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-51730E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

_	_	

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



B. SURVEY COVERAGE

Did this firm provide the business activities described below?

4	REPORTING PERIOD											
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	ear that includes at least six										
	What time period is covered by the data provided in this report?	2018										
	Colondor year		eginnin									
	Calendar year	Month	Day	Year								
	Fiscal or partial year - Report beginning and ending dates	7										
			Ending	Date								
		Month	Day	Year								
	0000	3										
5	Not Applicable.											
6	SALES, RECEIPTS, OR REVENUE											
	What were the revenues for this firm in 2018?											
	Include:											
	• Report gross billings, except where noted elsewhere on the form.											
	Dues and assessments from members and affiliates.											
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this firm operated the 											
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiarie 	s, branch	nes, etc.									
	• Revenues from electronic sources.											
	Exclude: • Transfers made within the company.											
	 Taxes collected directly from customers or clients and paid directly to a local, state, or feder 	ral tax ac	iency.									
	• Rents from and revenue of separately operated departments, concessions, etc., which are le											
	Commissions from vending machine operators.											
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, D. Commonwealth Territories, or U.S. possessions). 	istrict of	Columb	oia, U.S.								
		2	018									
	Mark "X" if None \$ Bil.	Mil.	Thou.	Dol.								
1.	Fixed local telephony - Providing access to the public switched											
	telephone network (PSTN) for the transmission and switching of voice, data, and video within and between local calling areas,											
	where the call is made from a fixed location. Include basic service											
	connection fees; revenue from extended areas; local private lines; public telephone services provided with the basic service area;											
	and fixed local calling features such as directory assistance, caller		1 1									
_	identification, call forwarding, and call waiting											
2.	Fixed long-distance telephony - Providing outbound or inbound calls made from a fixed customer location where the call is paid											
	for by the caller or the recipient and the call transmits beyond the											
	basic service area. Include international call originating in the United States, any charges for operator assistance or special billings directly		1 1									
	related to these calls	1 1	1 1									
3.	Mobile telephony - Providing access to the public switched and/											
	or mobile switching center telephone networks for the transmission and switching of voice, data, and video within and between local											
	calling areas, where the call originates from or terminates into a											
	portable handset. Include value added services, calling features, transmissions using cellular, Personal Communications Services											
	(PCS), Enhanced Specialized Mobile Radio (ESMR), and similar											
_	technologies											
4.	Carrier services - Providing wired or wireless services to originate, terminate, or transmit calls for another telecommunication service											
	provider, including transoceanic telecommunications. Include											
	network access and Internet backbone services, charges such as interconnection and settlement charges for the termination of											
	domestic or international calls, charges to long distance carriers											
	for calls originating at a payphone or within another carrier's local network, charges for jointly used facilities such as pole attachments,		1 1									
	and charges for the exclusive rights of circuits											

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For	m	SA-5 1	1730	E (DRAFT)					Pa	ge 4
6)	SALES	, RE	CEIPTS, OR REVENUE - Continued						
						Mark "X"		2018		
						if None	\$ Bil.	Mil. The	ou. Dol	١.
5.		1 thro	ugh ing	perating revenue - Revenue not reported in lines 1. If this item is greater than 20% of the total revenue, specify the primary source of the revenue						
					1799					
6.				ERATING REVENUE	1733					
6					. 1800					
8		Not Ap	-	FROM ELECTRONIC SOURCES						
0		A. Did	this	firm have any revenues from customers entering o	rders	directly	on the fir	m's websit	es or	
		mo	bile	applications in 2018?						
		0040		Yes						
				No						
		B. Did	this	firm have any revenues from customers entering o	rders	directly	on third-p	arty websi	tes or	
				Yes						
		0041		165						
				No						
				firm have any revenues from customers entering of private networks, dedicated lines, etc.) in 2018?	rders	via any o	other elec	tronic syst	ems	
		0042		Yes						
		0042		No						
		D Of	the 1	otal 2018 revenues reported in 6 ,				\neg		
		wha	at w	as the dollar amount (or percentage)	Mil.	2018 Thou.	Dol.		2018 Percent	t
		A-C	abo	ve? Please provide an estimate if		111041	20.1	OR		%
		еха	ct fi	gures are not available				2501		/0
9) 8	and 10	No.	t Applicable.						
U		CLASS	OF	CUSTOMER						
				entage of sales, receipts, or revenue reported in 🧿 velasses of customers in 2018 and 2017?	was re	ceived f	om the		2018 Percent	t
				old consumers and individual users				1763	1 1	%
										%
		Z. Bus	ines	s firms, not-for-profit organizations, and Governme	ent (Fe	aerai, sta	ate, and 10	OCAI) . 1760	100	%
-		. 6							100	, -
T.	3 8	and (E	No	t Applicable.						

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Toportou discimilare.					
		Mark "X"		2018		
_		if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel C						
wages for Employer' quarters tl Employer'	nual payroll - Total annual Medicare salaries and all employees as reported on this firm's IRS Form 941, is Quarterly Federal Tax Return, line 5(c) for the four hat correspond to the survey period or IRS Form 944 is Annual Federal Tax Return, line 4(c). Include the stock options that are taxable to employees as wages . 182	1 🔲		1 1		
legally rec Include in and single premium of third-party defined co plans); and compensa insurance	r's cost for fringe benefits - Employer's cost for quired programs and programs not required by law. Insurance premiums for hospital plans, medical plans, experience plans (e.g., dental, vision, prescription drugs); equivalents for self-insured plans and fees paid to administrators (TPAs); defined benefit pension plans; ontribution plans (e.g., profit sharing, 401K, stock option dother fringe benefits (e.g., Social Security, workers ation insurance, unemployment tax, state disability programs, life insurance benefits, Medicare). Exclude contributions.	2	1			
paid to Pro	ry staff and leased employee expense - Total costs ofessional Employer Organizations (PEOs) and staffing for personnel. Include all charges for payroll, benefits, ses	3				
resale) - Incl (e.g., copiers, CPUs, monito services to ot janitorial supp materials; and leased and re	quipment, materials, parts, and supplies (not for lude expensed computer hardware and other equipment fax machines, telephones, shop and lab equipment, ors). Include materials and supplies used in providing thers; materials and parts used in repairs; office and plies; small tools; containers and other packaging d motor fuels. Report packaged software in line 3 and ented equipment in line 4c	0				
custom coded developed or purchases, lid	archases of software - Purchases of prepackaged, d, or vendor customized software. Include software customized by others, web-design services and tensing agreements, upgrades of software, and fees related to software upgrades and alterations 182	6				1 1
Other Opera	ting Expenses					
providing Include fe	harges - Payment for access to the local loop. Firms cellular phone service, report interconnection fees here. ees for leased facilities access charges paid to foreign s for international calls originating in the United States	5				

CONTINUE WITH 14 ON PAGE 6

Form	SA-5	1730E	(DRAFT)
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14	OPERATING EXPENSES - Continued						
		Ma	rk "X"			2018	
		if I	Vone	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued						
	 b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831		1	1 1		1 1
	expenses below 7						
		1879		1	1 1		
5.	TOTAL OPERATING EXPENSES						1
	Sum of lines 1a through 4c	1900					

ı	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate whe data were estimated.
(uata were estimated.

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CONTACT INFORMATION

Name of person to contact regarding this report (<i>Please print</i>)					Title							
Telephone	Area code		Numl	ber	Extension		Area code		Num	ıber		
			-			Fax			_			
E-mail address					Website address							
1						I and the second						

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51740A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** Any significant change in this firm's operations should be noted in ①. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. ¢ Dil Mil Thou Dol

- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

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→		1	0	3	0	2	8	0	4	5	6	

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

U	A. MA	ILIN	G ADDRESS
	ls th	is fir	m's name and mailing address the same as shown in the mailing address above?
	0035		Yes
			No - Enter corrections in the mailing address above

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orm SA-51740A (draft)					Page
1 B. SURVEY COVERAGE					
Did this firm provide the business activities described below?					
Ves Yes					
□ No - Specify this firm's business activity 7					
,,					
0002					
Al c A P II					
Not Applicable.					
ORGANIZATIONAL CHANGE					
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitu	es in 2	018?			
Yes					
0016					
No - Go to 4					
B. Which of the following organizational changes occurred in 2018?					
Check all that apply. If more than one organizational change occurred during the	eporting	period	, explai	n in 🕡.	
		Month	Day	Yea	ar
Acquisition					
Date of organizational change	0018				
0091 AND					
☐ Merger Enter detailed information below					
Divestiture					
0017 Name of company	0019 E	IN (9 diç	gits)		
	'	_			
Address (Number and street, P.O. Box, etc.)					
	710.0				
City, town, village, etc.	ZIP C	ode			
		1 1	-		1

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Forn	SA-51740A (DRAFT)						Page 3
4	REPORTING PERIOD						
	NOTE: Calendar year data are preferred. If they are unavailable, pleas months of data for the 2018 calendar year.	se report	for the	fiscal yea	ar that i	ncludes	at least six
	What time period is covered by the data provided in this repor	rt?				201	8
					Е	Beginnin	g Date
	Calendar year				Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates .			2007	'	'	' ' '
	Tiscal of partial year - neport beginning and ending dates .			0007		Ending	Date
					Month	Day	Year
						1	
				8000			
5	Not Applicable.						
6	SALES, RECEIPTS, OR REVENUE						
	What were the revenues for this firm in 2018?						
	Include:						
	• Report gross billings, except where noted elsewhere on the form.						
	• Dues and assessments from members and affiliates.						
	Amounts received for work subcontracted to others.						
	 For locations that were sold or acquired during a year, only report f locations. 	for the pe	eriods t	nat this fi	rm oper	ated the	1
	Revenue from services performed by domestic locations of foreign	parent fi	rms, su	bsidiaries	, brancl	nes, etc.	
	Revenues from electronic sources.						
	Exclude:						
	Transfers made within the company. Tayon collected directly from systematic and paid directly.	to a loos	al etete	or fodor	al toy or	nono.	
	 Taxes collected directly from customers or clients and paid directly Rents from and revenue of separately operated departments, concerning 						
	Commissions from vending machine operators.	,3310113, 0	,to., vvii	ion are let	1300 to	otilois.	
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e.,	, outside	the 50	states, Di	strict of	Columb	ia, U.S.
	Commonwealth Territories, or U.S. possessions).						
			∕lark "X"		2	2018	
			if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Carrier services - Providing wired or wireless services to originate, terminate, or transmit calls for another telecommunication service						
	provider, including transoceanic telecommunications. Include						
	network access and Internet backbone services, charges such as interconnection and settlement charges for the termination of						
	domestic or international calls, charges to long distance carriers						
	for calls originating at a payphone or within another carrier's local network, charges for jointly used facilities such as pole attachments,				1 1		
	and charges for the exclusive rights of circuits				1 1		
2.	Private network services - Providing a wired or wireless						
	telecommunication link(s) between specified points for the exclusive						
	use of the client. Include packet switching services. Exclude provision of private links to telecommunication service providers as						1 1
	classified in line 1	. 6018					
3.	All other operating revenue - Revenue not reported in lines 1 and 2. If this item is greater than 20% of the total operating						
	revenue, specify the primary source of the revenue below 7						
	,						
		.=				1 1	1 ' '
4.	TOTAL OPERATING REVENUE	1799					
4.	Sum of lines 1 through 3	. 1800					
0							
V	Not Applicable.						

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8	REVEN	IUES	FROM ELECTRONIC SOURCES							
			firm have any revenues from customers er applications in 2018?	ntering	orders d	irectly or	the firm	's website	s or	
	0040		Yes							
			No							
			firm have any revenues from customers en applications in 2018?	ntering	orders d	irectly or	third-pa	rty website	es or	
	0041		Yes							
			No							
	C. Did (su	this	firm have any revenues from customers er private networks, dedicated lines, etc.) in	ntering 2018?	orders v	ia any otl	ner electr	onic syste	ms	
	0042		Yes							
			No							
	D. Of	the t	otal 2018 revenues reported in ⑤ ,		•	2018]	2018	
	wh	at w	s the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	
	A-C	abo	ve? Please provide an estimate if					OR	C	%
	03/0	-4 4:	vuras ara mat available		I .		I .	Un and		/0

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
1.	Personnel Costs	if None	\$ Bil.	Mil.	Thou.	Dol.
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					1 1
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	. 🗆				1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c			1 1	1 1	1 1
3.	Expensed purchases of software - 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 1826	;				
4.	Other Operating Expenses					
	 Access charges - Payment for access to the local loop. Firms providing cellular phone service, report interconnection fees here. Include fees for leased facilities access charges paid to foreign companies for international calls originating in the United States 	; <u> </u>				1 1
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					1 1
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
						1 1
E	TOTAL OPERATING EXPENSES					
5.	Sum of lines 1a through 4c)				
15	and 16 Not Applicable.					

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CONTACT INFORMATION										
Name of persor	to contact	regarding th	is report (Please p	Title					
	Area code	Number			Extension		Area code		Number	
Telephone						Fax				
			-						_	
E-mail address					Website address					

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-51740E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.			Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A	
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MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

0035	Yes
	No - Enter corrections in the mailing address above



011011	FOL (DRAFT)			1 49
B. SURV	EY COVERAGE			
Did th	is firm provide the business activities described below?			
Г	Yes			
0001	163			
	No - Specify this firm's business activity			
	0002			
EDERA	EMPLOYER IDENTIFICATION NUMBER (EIN)			
	firm report payroll under EIN			
0013	es es	EINI /C	N 11 14 N	
	No - Enter current 9-digit EIN AND date payroll was first	EIN (S	digits)	
	reported for this EIN		-	
			Month Day	Year
			World Buy	1001
		0088		
ORGANI	ATIONAL CHANGE			
	is firm experience any acquisitions, sales, mergers, and/or divestiture	es in 20)18?	
0016	Yes			
	No - <i>Go to</i> 4			
	of the following organizational changes occurred in 2018? all that apply. If more than one organizational change occurred during the re	nortina	pariod avalai	n in 🚯
CHECK	in that apply. If more than one organizational change occurred during the re	porting		
	Acquisition		Month Day	Year
	Date of organizational change	0018		1 1 1
0091	Sale AND			
	Merger			
	Enter detailed information below?			
L	Divestiture			
0017	ame of company	0010 EI	IN (9 digits)	
0017 10	ine of company	0019 E1	in (9 digits)	
			-	
Addre	s (Number and street, P.O. Box, etc.)			
City to	wn, village, etc.	ZIP Co	do	
City, to	wii, viilago, oto.	211 00	de	
			-	

REPORTIN	IG PERIOD									
NOTE: Cale	ndar year data are	preferred. If th	ney are unavaila	able, please	repo	rt for the	e fiscal y	ear that	includes	at least
	data for the 2018 ca	•								
What time	period is covered	d by the data	provided in th	his report	?				20 Beginnii	
☐ Ca	alendar year							Month		Year
0006	, ,							Wiener	. Day	1001
☐ Fi:	scal or partial year	- Report begin	nning and ending	ng dates			00	07		
									Ending	
								Month	n Day	Year
							00	108		
Not Applica	able.									
SALES, RE	CEIPTS, OR REVI	ENUE								
What were	the revenues for	this firm in	2018?							
Include:										
	oss billings, excep			he form.						
	assessments from received for work s									
	ons that were sold			lv report fo	r the i	periods	that this	firm one	erated th	ie.
locations.		o. aoquiroa au	ining a your, on	, roport 10		portodo	tilat tillo	тит орс	oratoa tr	.0
 Revenue f 										
			estic locations o	of foreign p	arent	firms, s	ubsidiari	ies, brand	ches, etc).
	from services perfo from electronic so		estic locations o	of foreign p	arent	firms, s	ubsidiari	ies, brand	ches, etc).
• Revenues Exclude :	from electronic so	urces.	estic locations o	of foreign p	arent	firms, s	ubsidiari	ies, brand	ches, etc	.
RevenuesExclude:Transfers	from electronic so	ompany.								:.
RevenuesExclude:TransfersTaxes coll	made within the collected directly from	ompany.	clients and paid	d directly to	o a lo	cal, state	e, or fed	eral tax a	igency.	
RevenuesExclude:TransfersTaxes collRents from	made within the collected directly from and revenue of s	ompany. customers or eparately oper	clients and paic	d directly to	o a lo	cal, state	e, or fed	eral tax a	igency.	
 Revenues Exclude: Transfers Taxes coll Rents from Commissi Revenue of 	made within the collected directly from	ompany. customers or eparately oper machine opera ies (those loca	clients and paid rated departmen ators. ated outside the	d directly to	o a loo sions,	cal, state etc., wh	e, or fed nich are	eral tax a leased to	ngency. o others.	
 Revenues Exclude: Transfers Taxes coll Rents from Commissi Revenue of 	made within the collected directly from and revenue of some foreign subsidiar	ompany. customers or eparately oper machine opera ies (those loca	clients and paid rated departmen ators. ated outside the	d directly to	o a loo sions, outsid	cal, state etc., wh e the 50	e, or fed nich are states,	eral tax a leased to	ngency. o others.	
 Revenues Exclude: Transfers Taxes coll Rents from Commissi Revenue of Commons 	made within the collected directly from and revenue of some from vending to foreign subsidiar wealth Territories, or	ompany. customers or eparately oper machine opera ies (those loca or U.S. possess	clients and paid ated departmen ators. ated outside the sions).	d directly to	o a loo sions, outsid	cal, state etc., wh	e, or fed nich are states,	eral tax a leased to	agency. others.	bia, U.S.
 Revenues Exclude: Transfers Taxes coll Rents from Commissi Revenue of Common Carrier ser terminate, oprovider, in	made within the collected directly from and revenue of some foreign subsidiar wealth Territories, or transmit calls for acluding transocean	ompany. customers or eparately oper machine opera ies (those loca or U.S. possess wired or wirele another telect ic telecommur	clients and paid rated departmen ators. ated outside the sions). ass services to o ommunication s nications. Includ	d directly to nts, concess U.S., i.e., o priginate, service de	o a loo sions, outsid	cal, state etc., wh e the 50 <i>Mark "X</i> "	e, or fedonich are states,	eral tax a leased to District o	agency. others. of Colum	bia, U.S.
Revenues Exclude: Transfers Taxes coll Rents from Commissi Revenue of Commons Carrier ser terminate, of provider, in network accinterconnections Exclude: Transfers Taxes coll Revenue of Commons Taxes coll	made within the collected directly from and revenue of sions from vending to foreign subsidiar wealth Territories, or transmit calls for recluding transocean cess and Internet bettion and settlemen	ompany. customers or eparately oper machine opera ies (those loca or U.S. possess wired or wirele another telecoic telecommur ackbone servic t charges for t	clients and paid rated departmen ators. ated outside the sions). ass services to o ommunication s nications. Inclue ass, charges suc he termination of	d directly to the distribution of the directly to the distribution of the directly to the directly to the distribution of the directly to the	o a loo sions, outsid	cal, state etc., wh e the 50 <i>Mark "X</i> "	e, or fedonich are states,	eral tax a leased to District o	agency. others. of Colum	bia, U.S.
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Revenues Exclude: Transfers Taxes coll Rents from Commissi Revenue of Commons Carrier ser terminate, of provider, in network accommended of calls orientwork, ch	made within the collected directly from and revenue of some from vending to foreign subsidiar wealth Territories, corrices - Providing work transmit calls for colluding transocean cess and Internet bettion and settlement international calls ginating at a paypharges for jointly us	ompany. customers or eparately oper machine opera ies (those loca or U.S. possess wired or wirele another teleco ic telecommur ackbone servic t charges for t , charges to lo ione or within ed facilities su	clients and paid rated department ators. ated outside the sions). ess services to o communication sincations. Included the termination of the termination of another carrier another carrier as pole attactions and the termination of the ter	d directly to nts, concess U.S., i.e., of priginate, service de ch as of riers 's local chments,	o a loo sions, outsid	cal, state etc., wh e the 50 <i>Mark "X</i> "	e, or fedonich are states,	eral tax a leased to District o	agency. others. of Colum	bia, U.S.
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Revenues Exclude: Transfers Taxes coll Rents from Commissi Revenue of Commons Carrier ser terminate, of provider, in network accounter connection control c	made within the collected directly from and revenue of some from vending to foreign subsidiar wealth Territories, or transmit calls for including transocean cess and Internet bottom and settlement international calls ginating at a paypharges for jointly us for the exclusive twork services - I	ompany. customers or eparately oper machine opera ies (those loca or U.S. possess wired or wirele another telect ic telecommur ackbone service t charges for t , charges to lo one or within ed facilities su rights of circui	clients and paid atted department ators. atted outside the sions). Sess services to open munications includes, charges such termination of another carrier another carrier as pole attacts	d directly to nts, concess U.S., i.e., of priginate, service de ch as of riers 's local chments,	o a loo sions, outsid	cal, state etc., wh e the 50 <i>Mark "X</i> "	e, or fedonich are states,	eral tax a leased to District o	agency. others. of Colum	bia, U.S.
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• Revenues Exclude: • Transfers • Taxes coll • Rents from • Commissi • Revenue of Commons Carrier serterminate, of provider, in network accommended of calls or in network, chand charges Private network of the commons of the community of the	made within the collected directly from and revenue of stons from vending to foreign subsidiar wealth Territories, or transmit calls for cluding transocean cess and Internet betton and settlement international calls ginating at a paypharges for jointly us for the exclusive twork services - Inication link(s) between the link in t	ompany. customers or eparately oper machine opera ies (those loca or U.S. possess wired or wirele another teleco ic telecommur ackbone servic t charges for t , charges to lo ione or within ed facilities su rights of circui Providing a wii veen specified tet switching s lecommunicati	clients and paid rated departmentors. ated outside the sions). ess services to open munication shications. Includes, charges suche termination on another carrier another carrier ach as pole attacts	d directly to the directly to	o a loo sions, outsid	cal, state etc., wh e the 50 <i>Mark "X</i> "	e, or fedonich are states,	eral tax a leased to District o	agency. others. of Colum	bia, U.S.
• Revenues Exclude: • Transfers • Taxes coll • Rents from • Commissi • Revenue of Commons Carrier serterminate, of provider, in network accounterconned domestic of for calls orientwork, chand charges Private netelecommunuse of the of provision of classified in	made within the collected directly from and revenue of some from vending to foreign subsidiar wealth Territories, or transmit calls for cluding transocean cess and Internet bettion and settlement international calls ginating at a paypharges for jointly us for the exclusive twork services - Inication link(s) between Include packed private links to ten line 1	ompany. customers or eparately oper machine opera ies (those loca or U.S. possess wired or wirele another teleco ic telecommur ackbone servic t charges for t , charges to lo ione or within ed facilities su rights of circui Providing a win veen specified tet switching s lecommunicati	clients and paid rated departmentors. Inted outside the sions). Sess services to operations includes, charges such termination of the ses, charges such another carrier inch as pole attacts	d directly to the test of the	o a loo sions, outsid	cal, state etc., wh e the 50 <i>Mark "X</i> "	e, or fedonich are states,	eral tax a leased to District o	agency. others. of Colum	bia, U.S.
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Form SA-51740E (DRAFT) Page 4

8	REVEN	IUES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers en applications in 2018?	ntering orders d	lirectly on	the firm'	s website	s or	
	0040		Yes						
			No						
	B. Did	this	firm have any revenues from customers en applications in 2018?	ntering orders d	lirectly on	third-par	ty website	es or	
	0041		Yes						
			No						
			firm have any revenues from customers en s private networks, dedicated lines, etc.) in		ia any otl	ner electro	onic syste	ms	
	0042		Yes						
			No						
			otal 2018 revenues reported in ᠪ, as the dollar amount (or percentage)		2018			2018	
	tha	t wa	s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	
			ve? Please provide an estimate if gures are not available				OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



							Ü
14	OPERATING EXPENSES - Continued						
			Mark "X"			2018	
_	D 10 /		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c	1860				1 1	
3.	Expensed purchases of software - 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						
4.	Other Operating Expenses						
	a. Access charges - Payment for access to the local loop. Firms providing cellular phone service, report interconnection fees here. Include fees for leased facilities access charges paid to foreign	6025					
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?						
		1879					
5.	TOTAL OPERATING EXPENSES						
	Sum of lines 1a through 4c	1900					
15	and 16 Not Applicable.						
_							

י (REMARKS -	Please use thi	is space to exp	lain any signit	icant year-to	-year change	s, to clarify re	sponses, or i	ndicate whe
(data were est	imated.							

Area code

Telephone

E-mail address

Number

THANK YOU for completing your 2018 Al	NNUAL SERVICES REPORT.
	Website address

Area code

Fax

Number

Extension



2018 ANNUAL SERVICES REPORT

SA-51790A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? 0035 No - Enter corrections in the mailing address above

rorii	1 3/	4-51	1790	JA (DRAFT)																	Page 2
1	В.	SUF	RVE	Y COVERAGE	E																
		Did	this	firm provide	e the b	busin	ess ac	ctiviti	ies de	escril	bed b	elow	?								
				Yes																	
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				No - Specify to	tnis tiri	rm's b	ousines	ss acti	IVITY 🔀	7											
				0002																	
2	No	t Ap	plica	ble.																	
3		-	-	TIONAL CHA	ANGE																
				firm experier		ny ac	cquisi	tions	, sale	s, me	erger	s, and	d/or di	ivest	iture	s in 20	018?				
				Yes																	
		0016																			
				No - Go to 4	•																
	B.			of the following																	
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				Divestiture																	
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		Add	dress	(Number and stre	reet, P.0	O. Box	k, etc.)														
		City	, tow	n, village, etc.										(State	ZIP Co	de				
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Form SA-51790A Page 3

4			TING PERIOD			
			alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that ir	ncludes	at least six
	Wha	at tir	ne period is covered by the data provided in this report?		20	18
				В	eginni	ng Date
			Calendar year	Month	Day	Year
	0006					
			Fiscal or partial year - Report beginning and ending dates			1 1 1
					Ending	g Date
				Month	Day	Year
			0008			

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
800				

1. TOTAL OPERATING RE	VENUE
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TOTAL OPERATING REVENUE		
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7	

Not Applicable.

Form SA-51790A (DRAFT)

8	REVEN	UES	FROM ELECTRONIC SOURCES						
	A. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n third-pai	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	ntering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	he t	otal 2018 revenues reported in © ,		2018			2018	
	tha	t wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	t
	A-C exa	abo ct fi	ve? Please provide an estimate if gures are not available				OR ₂₅₀₁	' '	%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued						
			lark "X"	4.50		2018	
1.	Personnel Costs	T	f None	\$ Bil.	Mil.	Thou.	Dol.
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the	1821					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822			1 1		
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c	1860					1 1
3.	Expensed purchases of software - 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	1826					
4.	Other Operating Expenses						
	a. Access charges - Payment for access to the local loop. Firms providing cellular phone service, report interconnection fees here. Include fees for leased facilities access charges paid to foreign companies for international calls originating in the United States	6025			1 1		1 1
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					1 1
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?						
							1 1
5.	TOTAL OPERATING EXPENSES	1879					
	Come of lines de thousands de	1900					
15	and 16 Not Applicable.						

18

18 CONTACT INFORMATION

Name of persor	to contact	regarding	this	report <i>(Please p</i>	Title											
	Area code		Nur	nber	Extension		Area code		Numb	oer						
Telephone						Fax										
			_						-							
E-mail address					Website address											

We suggest you keep a copy for your records.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-51790E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity

by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ I	Bil.		Mil.		T	hοι	ı.	Dol.						
→		1	0	3	0	2	8	0	4	5	6				

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

	4	
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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes	
0035		
	NIo	Entorgon

No - Enter corrections in the mailing address above



B. SURVEY CO	OVERAGE									
		the busine	ess activitie	s described	below?					
Yes	5									
0001	Coosifi, th	hia firmala hi	vainass sativi	:						
L INO	- Specify th	iis iiriii s du	usiness activi	ity 🗸						
0002										
FEDERAL EMP	LOYER IDE	ENTIFICAT	ION NUMBI	ER (EIN)						
Does this firm										
Yes	,	•								
0013 Tes							EIN (9	digits	:)	
				payroll was fil	rst			_	<u> </u>	
re	eported for t	this EIN .				0015				
								Month	Day	Yea
							0088	Month	Day	Yea
ORGANIZATIO	NAL CHAN	NGE					0088	Month	n Day	Yea
ORGANIZATIO A. Did this firn			quisitions, s	sales, merge	ers, and/or	divestiture			n Day	Yea
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A. Did this firm	n experien		quisitions, s	sales, merge	ers, and/or	divestiture			Day	Yea
A. Did this firm Outside Yes No No B. Which of th	n experien G G G G G G G G G G G G G	nce any aco	ational chan	nges occurre	ed in 2018	?	s in 20	018?		
A. Did this firm Outside Yes No No B. Which of th	n experien G G G G G G G G G G G G G	nce any aco	ational chan		ed in 2018	?	s in 20	018?		
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Form SA-51790E	(DRAFT)	Page
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4	NOT	E: C	TING PERIOD alendar year data are preferred. If they are unavailable, please report for the fiscal yea	r that i	ncludes	s at least six
			of data for the 2018 calendar year.			
	Wha	at ti	me period is covered by the data provided in this report?		20	18
				E	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
			Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year
			8000			

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
800				

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TOTAL	OPER	ATING	REVENU	Ε.	 									 18

7	7	
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Not Applicable.

Form SA-51790E (DRAFT) Page 4

8	REVEN	UES	FROM ELECTRONIC SOURCES							
			firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly on	the firm	's website	s or	
	0040		Yes							
			No							
			firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly on	third-pa	rty websit	es or	
	0041		Yes							
			No							
	C. Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	tering 2018?	orders v	ia any otl	ner electr	onic syste	ms	
	0042		Yes							
			No							
	D. Of t	he t	otal 2018 revenues reported in ① ,			2018		l	2018	
	wha	it wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	t
			ve? Please provide an estimate if					OB		%
			gures are not available 2500					OR ₂₅₀₁		/0

9-13 1	Not Applicable.
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	D .
1.	Personnel Costs	if None	\$ Bil.	Mil.	Thou.	Dol.
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182'	ı 🗆		1 1		1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	2				1 1
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3				1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c			1 1	1 1	1 1
3.	Expensed purchases of software - 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 1826	5 <u> </u>				
4.	Other Operating Expenses					
	 Access charges - Payment for access to the local loop. Firms providing cellular phone service, report interconnection fees here. Include fees for leased facilities access charges paid to foreign companies for international calls originating in the United States 	5				1 1
	b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	ı 🗆		1 1		1 1
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
				1 1		1 1
5.	TOTAL OPERATING EXPENSES					+ +
J.	Sum of lines 1a through 4c)				
15	and 16 Not Applicable.					

REMARKS - Please use this space to explain any significant yed data were estimated.	ear-to-year changes, to clarify responses, or indicate who
uata were estilliateu.	

Telephone

Area code Number Extension Area code Number Fax E-mail address Website address

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE

Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51820A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in 12.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

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→		1	0	3	0	2	8	0	4	5	6

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



B. SURVEY COVERAGE Did this firm provide the business activities described below? Yes
Yes No - Specify this firm's business activity 7 No - Gold this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to
No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 No - Acquisition No - Specify this firm's business activity 7 No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change
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Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change
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3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in C. Acquisition Date of organizational change
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Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Acquisition Date of organizational change
Acquisition Date of organizational change
Date of organizational change
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Merger Enter detailed information helevia
Enter detailed information below 7
☐ Divestiture
0017 Name of company 0019 EIN (9 digits)
Address (Number and street, P.O. Box, etc.)
City, town, village, etc.
City, town, village, etc. State ZIP Code

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W	hat time period is covered by the data provided in this report?				201	8
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000	Calendar year			Month	Day	Year
000	Fiscal or partial year - Report beginning and ending dates		0007	'	'	
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5 N	ot Applicable.					
S	ALES, RECEIPTS, OR REVENUE					
W	hat were the revenues for this firm in 2018?					
In	nclude:					
•	Report gross billings, except where noted elsewhere on the form.					
	Dues and assessments from members and affiliates.					
	Amounts received for work subcontracted to others.	la a .a a	ula au ula " a C		4	
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•	Revenues from electronic sources.					
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D Pri a.	Rents from and revenue of separately operated departments, concession Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., our Commonwealth Territories, or U.S. possessions). ata Processing, Information Technology (IT) Infrastructure rovisioning, and Hosting Services Data processing, information technology (IT) infrastructure provisioning, and hosting services - Providing IT services and labor to host, support, and manage business processes for others; managing and administering data as an organizational resource (e.g., data modeling, data mobilization, data mapping/ rationalization, data mining, system architecture); providing leased software applications from a centralized, hosted, and managed computing environment; providing the infrastructure to host a customer's website and related files; providing rack space for servers or enterprise platforms with connections to the Internet or other communication networks and routine monitoring of such servers ther Operating Revenue Information technology (IT) design and development services - Providing technical expertise to design and develop an IT solution (e.g., custom applications, networks, computer systems) Information technology (IT) technical support services - Providing technical expertise to solve software, hardware, or computer system problems for others Information technology (IT) technical consulting services - Providing advice or expert opinion on technical matters related	ons, etc., who take the 50 Mark "X" if None	states, Di	ased to	others. Columb	
D Pri a.	Rents from and revenue of separately operated departments, concession Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., our Commonwealth Territories, or U.S. possessions). ata Processing, Information Technology (IT) Infrastructure rovisioning, and Hosting Services Data processing, information technology (IT) infrastructure provisioning, and hosting services - Providing IT services and labor to host, support, and manage business processes for others; managing and administering data as an organizational resource (e.g., data modeling, data mobilization, data mapping/ rationalization, data mining, system architecture); providing leased software applications from a centralized, hosted, and managed computing environment; providing the infrastructure to host a customer's website and related files; providing rack space for servers or enterprise platforms with connections to the Internet or other communication networks and routine monitoring of such servers	ons, etc., who take the 50 Mark "X" if None 64	states, Di	ased to	others. Columb	
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DDPraa.	Rents from and revenue of separately operated departments, concession Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., our Commonwealth Territories, or U.S. possessions). ata Processing, Information Technology (IT) Infrastructure rovisioning, and Hosting Services Data processing, information technology (IT) infrastructure provisioning, and hosting services - Providing IT services and labor to host, support, and manage business processes for others; managing and administering data as an organizational resource (e.g., data modeling, data mobilization, data mapping/ rationalization, data mining, system architecture); providing leased software applications from a centralized, hosted, and managed computing environment; providing the infrastructure to host a customer's website and related files; providing rack space for servers or enterprise platforms with connections to the Internet or other communication networks and routine monitoring of such servers ther Operating Revenue Information technology (IT) design and development services - Providing technical expertise to design and develop an IT solution (e.g., custom applications, networks, computer systems) Information technology (IT) technical support services - Providing technical expertise to solve software, hardware, or computer system problems for others Providing advice or expert opinion on technical matters related to the use of information technology (e.g., hardware and software requirements and procurement, systems integration, and security). Exclude non IT-related consulting; report in line 2f	ons, etc., who take the 50 Mark "X" if None 64	states, Di	ased to	others. Columb	

orm	S	A-51820A (draft)						Page
6	SA	ALES, RECEIPTS, OR REVENUE - Continued						
				Mark "X"		2	2018	
				if None	\$ Bil.	Mil.	Thou.	Dol.
2.	Ot	her Operating Revenue - Continued						
	e.	Software publishing - Developing software for wide distribution, mass production, or licensing	6036					
	f.	Resale of computer hardware and software - Retailing of computer hardware and software	6006					
	g.	All other operating revenue - Revenue not reported in lines 1a through 2f. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7						
						1 1		
3.	TO	TAL OPERATING REVENUE	1799					
э.		and the same of th	1800					
2		ot Applicable.	.000					
7								
8	RE	EVENUES FROM ELECTRONIC SOURCES						
	A.	Did this firm have any revenues from customers entering or mobile applications in 2018?	ders d	directly	on the f	irm's w	ebsites	or
		☐ Yes						
		0040 No						
	В.	Did this firm have any revenues from customers entering ord	ders d	directly	on third	-partv v	vebsites	or
		mobile applications in 2018?		Í		. ,		
		Yes						
		0041						
		□ No						
	C.	Did this firm have any revenues from customers entering ord (such as private networks, dedicated lines, etc.) in 2018?	ders v	/ia any c	ther ele	ectronic	system	s
		U Yes 0042						
		□ No						
	D.	Of the total 2018 revenues reported in 6,		2018				2018
		what was the dollar amount (or percentage) that was from the revenues identified in	Mil.	Thou.	Do			Percent
		A-C above? Please provide an estimate if				OF	3	%
		exact figures are not available					2501	
9-	F	Not Applicable.						

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182	1 🔲		1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	2				
c. Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	з 🗆		1 1		1 1
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	0				
Expensed purchases of software - 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 182					
	ь				
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1 🔲				1 1

CONTINUE WITH 14 ON PAGE 6

Form SA-51820A	(DRAFT)
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14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		1879				1 1
5 .	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b	. 1900				
15	and 16 Not Applicable.					

CONTACT IN	FORMATION	ON								
Name of persor	n to contact i	regarding t	his report <i>(Please p</i>	orint)	Title					
	Area code		Number	Extension		Area code		Number		=
Telephone			-		Fax			-		
E-mail address					Website address					
	THAN					S REPORT				
		Name of person to contact in the second seco	Telephone Area code E-mail address THANK YOU	Name of person to contact regarding this report (Please particle) Area code Number Telephone - E-mail address THANK YOU for completing	Name of person to contact regarding this report (Please print) Area code Number Extension Telephone E-mail address THANK YOU for completing your 2018 A	Name of person to contact regarding this report (<i>Please print</i>) Title Area code Number Extension Fax E-mail address Website address	Name of person to contact regarding this report (Please print) Title Area code Number Extension Fax E-mail address Website address THANK YOU for completing your 2018 ANNUAL SERVICES REPORT	Name of person to contact regarding this report (Please print) Title Area code Number Extension Telephone Fax E-mail address Website address THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.	Name of person to contact regarding this report (Please print) Title Area code Number Extension Telephone Fax E-mail address Website address THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.	Name of person to contact regarding this report (Please print) Title Area code Number Extension Telephone Fax E-mail address Website address THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-51820E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.			l. Mil.			Thou.			Dol.		
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- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING ADDRES	(,
		Is this firm's name a	

nd mailing address the same as shown in the mailing address above?

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		No - Enter corrections in the mailing address above



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B. SURVEY COVERA		halaw?				
Dia this firm prov	de the business activities described	below?				
Yes						
0001 No - Spec	fy this firm's business activity 🎖					
	,					
0002						
FEDERAL EMPLOYER	IDENTIFICATION NUMBER (EIN)					
Does this firm report	payroll under EIN					
Yes						
0013			EIN	(9 digits)		
	rent 9-digit EIN AND date payroll was fi			_		
renorted	for this EIN	0	015			
roportou				_		
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roportou			0088		Day	Yea
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ORGANIZATIONAL C	HANGE			В	Day	Yea
ORGANIZATIONAL C				В	Day	Ye
ORGANIZATIONAL C	HANGE			В	Day	Ye
ORGANIZATIONAL C A. Did this firm expe	HANGE rience any acquisitions, sales, merge			В	Day	Ye
ORGANIZATIONAL Control of the contro	HANGE rience any acquisitions, sales, merge	ers, and/or divestitu		В	Day	Yea
ORGANIZATIONAL C A. Did this firm expense Yes No - Go to	HANGE rience any acquisitions, sales, merge	ers, and/or divestitu ed in 2018?	ires in 2	2018?		
ORGANIZATIONAL C A. Did this firm experiments Yes No - Go to Check all that apply	HANGE rience any acquisitions, sales, merge wing organizational changes occurre If more than one organizational change	ers, and/or divestitu ed in 2018?	ires in 2	2018?	explain	ı in ① .
ORGANIZATIONAL C A. Did this firm expense Yes No - Go to	HANGE rience any acquisitions, sales, merge wing organizational changes occurre If more than one organizational change	ers, and/or divestitued in 2018?	res in 2	2018?	explain	n in ① .
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ORGANIZATIONAL C A. Did this firm experiments Yes No - Go to B. Which of the folio Check all that apply Acquisitio Sale O091 Merger Divestiture	HANGE rience any acquisitions, sales, merge wing organizational changes occurre If more than one organizational change Date of organizational change . AND Enter detailed information below	ers, and/or divestitued in 2018? The occurred during the	reporting	g period, Month	explain Day	n in ① .
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ORGANIZATIONAL C A. Did this firm experiments Yes No - Go to B. Which of the folio Check all that apply Acquisitio Sale O091 Merger Divestiture	HANGE rience any acquisitions, sales, merge wing organizational changes occurre If more than one organizational change Date of organizational change . AND Enter detailed information below	ers, and/or divestitued in 2018? The occurred during the	reporting	g period, Month	explain Day	n in ① .
ORGANIZATIONAL C A. Did this firm experiments Yes No - Go to B. Which of the folion Check all that apply Acquisition Sale Out Merger Divestiture Address (Number and	HANGE rience any acquisitions, sales, merge wing organizational changes occurre If more than one organizational change Date of organizational change . AND Enter detailed information below street, P.O. Box, etc.)	ers, and/or divestitued in 2018? To occurred during the	reporting	g period, Month	explain Day	n in ① .
ORGANIZATIONAL C A. Did this firm experiments Yes No - Go to R. Which of the follow Check all that apply Acquisition Sale Output Divestiture Output Name of company	HANGE rience any acquisitions, sales, merge wing organizational changes occurre If more than one organizational change Date of organizational change . AND Enter detailed information below street, P.O. Box, etc.)	ers, and/or divestitued in 2018? The occurred during the	reporting	g period, Month	explain Day	n in ① .
ORGANIZATIONAL C A. Did this firm experiments Yes No - Go to B. Which of the folion Check all that apply Acquisition Sale Out Merger Divestiture Address (Number and	HANGE rience any acquisitions, sales, merge wing organizational changes occurre If more than one organizational change Date of organizational change . AND Enter detailed information below street, P.O. Box, etc.)	ers, and/or divestitued in 2018? To occurred during the	reporting	g period, Month EIN (9 dig	explain Day	n in ① .

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S	ALES, RECEIPTS, OR REVENUE - Continued					
		Mark "X" if None	ф D:I		2018	D-I
		II IVOIIC	\$ Bil.	Mil.	Thou.	Dol.
	ther Operating Revenue - Continued					
e.	Software publishing - Developing software for wide distribution, mass production, or licensing					
f.	Resale of computer hardware and software - Retailing of computer hardware and software					
g.	All other operating revenue - Revenue not reported in lines 1a through 2f. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7					
	1799					
	OTAL OPERATING REVENUE					
Si	um of lines 1a through 2g 1800					
N ₀	ot Applicable.					
R	EVENUES FROM ELECTRONIC SOURCES					
	 Did this firm have any revenues from customers entering orders mobile applications in 2018? 	directly	on the	firm's w	ebsites (or
A	mobile applications in 2018?	·				
A	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders	·				
A	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes	·				
В.	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes Yes	directly	on thir	d-party v	websites	or
B.	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes No No Did this firm have any revenues from customers entering orders mobile applications in 2018?	directly	on thir	d-party v	websites	or
B.	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders (such as private networks, dedicated lines, etc.) in 2018?	directly	on thir	d-party v	websites	or
B.	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders (such as private networks, dedicated lines, etc.) in 2018? Yes No No	directly	on thir	d-party v	websites	or s
B.	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders (such as private networks, dedicated lines, etc.) in 2018? Yes No Of the total 2018 revenues reported in ②, what was the dollar amount (or percentage)	directly	on thir	d-party v	websites	or
B.	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes No Did this firm have any revenues from customers entering orders (such as private networks, dedicated lines, etc.) in 2018? Yes No Of the total 2018 revenues reported in ⑤, what was the dollar amount (or percentage)	directly via any o	on thir	d-party v	websites	or s

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported disconners.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					1 1
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
Expensed purchases of software - 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 1826					
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

orm SA-51820E	(DRAFT)	Page	e 6

14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?					
		1879				
5.	TOTAL OPERATING EXPENSES					
٠.	Sum of lines 1a through 4b	. 1900	1	1 1		1 1
15	and 16 Not Applicable.					

REMARKS - P	lease use this spa	ice to explain any siç	gnificant year-to-year	changes, to clarify respor	ses, or indicate who

18 CONTACT INFORMATION

Name of person to contact regarding this report (Please print) Title									
	Area code	N	lumber	Extension		Area code		Number	
Telephone			-		Fax			_	
E-mail address					Website address				

SERVI U.S. DE Economie U.S. CE FORM

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51911A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** Any significant change in this firm's operations should be noted in ①. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280456 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.

• Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A. MA	ILIN	G ADDRESS
	ls th	is fi	rm's name and mailing address the same as shown in the mailing address above?
	0035		Yes
			No - Enter corrections in the mailing address above

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Form	1 SA-51911A (DRAFT)						Page 3
4	REPORTING PERIOD						
	NOTE: Calendar year data are preferred. If they are unavailable, please months of data for the 2018 calendar year.	e repor	t for the	fiscal yea	r that in	ncludes	at least six
	What time period is covered by the data provided in this report	?				201	8
					Е	Beginnin	g Date
	Calendar year				Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			0007	'	,	
	Tibodi of partial your Tioport boginning and onaing dates :			0007		Ending	Date
					Month	Day	Year
				8000			
5	Not Applicable.						
6	SALES, RECEIPTS, OR REVENUE						
	What were the revenues for this firm in 2018?						
	Include:						
	• Report gross billings, except where noted elsewhere on the form.						
	Dues and assessments from members and affiliates.						
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report fo 	vr tha n	orioda t	hat this fir	m onor	atad the	
	locations.	л ше р	Jenous t	וומנ נוווס ווו	iii opei	ateu tile	
	• Revenue from services performed by domestic locations of foreign p	arent f	firms, su	bsidiaries	, branch	nes, etc.	
	Revenues from electronic sources.						
	Exclude:						
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to 	0 2 100	al etato	or fodora	ıl tav ac	ionev	
	 Rents from and revenue of separately operated departments, concess 				_		
	Commissions from vending machine operators.	,					
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., of Commonwealth Territories, or U.S. possessions). 	outside	e the 50	states, Dis	strict of	Columb	ia, U.S.
			Mark "X"		2	2018	
			if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Licensing of rights to use syndicated media content - Granting						
	permission to others to use media content (e.g., news reports, articles, features, photography graphics, comic strips, ready-to-air						
	radio and television programs, websites)	6371					
2.	All other operating revenue - Revenue not reported in line 1. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7						
		1799					
3.	TOTAL OPERATING REVENUE						
	Sum of lines 1 and 2	1800					
7	Not Applicable.				·		

Form SA-51911A (DRAFT) Page 4

OHIII	3F	4-9 I	911	A (DRAFI)						га	ige
8	RE	VEN	UES	FROM ELECTRONIC SOURCES							
				firm have any revenues from customers er applications in 2018?	tering	orders d	irectly on	the firm	's website	s or	
		0040		Yes							
				No							
				firm have any revenues from customers en applications in 2018?	itering	orders d	irectly on	third-pa	rty website	es or	
		0041		Yes							
				No							
				firm have any revenues from customers er private networks, dedicated lines, etc.) in			ia any otl	ner electr	onic syste	ms	
		0042		Yes							
				No							
	D.	Of t	he t	otal 2018 revenues reported in 6 ,			2040		1	2040	
		wha	t wa	as the dollar amount (or percentage)	\$ Bil.	Mil.	2 018 Thou.	Dol.		2018 Percent	
				s from the revenues identified in	Ф DII.	IVIII.	Tilou.	DOI.		reicen	Т
				ve? Please provide an estimate if gures are not available.					OR ₂₅₀₁		%

9	-13	Not Applicable.
		1010 000

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

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1 0111	SA-31911A (DRAFI)						rage 5
14	OPERATING EXPENSES - Continued						
		M	lark "X"			2018	
		it	f None	\$ Bil.	Mil.	Thou.	Dol.
1.	 Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 	1821					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	1860					1 1
3.	Expensed purchases of software - 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						
4.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below \(\textstyle{\textstyle{\textstyle{100}}} \)						
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5.	TOTAL OPERATING EXPENSES	10/3					
	Constitute de de la late	1900					
1 5	and 16 Not Applicable.						

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	REMARKS - Please use this space to explain any significant ye data were estimated.	
_	CONTACT INFORMATION	
	CONTACT INFORMATION	Territ
	Name of person to contact regarding this report (Please print)	Title
	Area code Number Extension	Area code Number
	Telephone -	Fax -
	E-mail address	Website address
	344.000	



(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date					
Need help or have questions?					
Call 1-877-787-9860, option "1"					
(8:00 a.m 5:00 p.m. ET, M-F)					
or Visit					
https://www.census.gov/programs- surveys/sas/information.html					
YOUR RESPONSE IS REQUIRED					
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and					
182 authorizes this collection.					
Sections 224 and 225 require your response. The U.S. Census Bureau					
is required by Section 9 of the					
same law to keep your information CONFIDENTIAL and can use your					
responses only to produce statistics. The Census Bureau is not permitted					
to publicly release your responses					
in a way that could identify your					
business, organization, or institution. Per the Federal Cybersecurity					
Enhancement Act of 2015, your data are protected from cybersecurity					
risks through screening of the					
systems that transmit your data.					
This collection has been approved by the Office of Management and					
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and					
appears at the upper right of this					
page. Without this approval, we could not conduct this survey.					
Authentication Code:		https://www	To view Su v.census.gov/	-	i lts: surveys/sas.html
	GENERAL INST	TRUCTIONS			
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	COVERAGE										
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4	REPOR	TING PERIOD							
	NOTE: C	Calendar year data are preferred. If they are unavailable, pleas of data for the 2018 calendar year.	e repo	ort for the	fiscal yea	r that i	ncludes	at least	six
		me period is covered by the data provided in this report	t?				201	8	
		and the second s				E	Beginnin	g Date	
	0006	Calendar year				Month	Day	Year	
		Fiscal or partial year - Report beginning and ending dates .			0007	· '	'		'
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						Month	Day	Year	
					8000				
5	Not App	olicable.							
6	SALES,	RECEIPTS, OR REVENUE							
	What w	vere the revenues for this firm in 2018?							
	Include	:							
		gross billings, except where noted elsewhere on the form.							
		and assessments from members and affiliates.							
		nts received for work subcontracted to others. cations that were sold or acquired during a year, only report fo	or tha	parioda t	hat this fir	m ono	rated th	0	
	locatio		Ji tile	perious i	וומג נוווס ווו	iii opei	ateu tiit	3	
	• Revenu	ue from services performed by domestic locations of foreign p	parent	t firms, su	bsidiaries	, brancl	nes, etc.		
	Revenue	ues from electronic sources.							
	Exclude								
		ers made within the company. collected directly from customers or clients and paid directly	to o le	and state	or fodore	1 +01/ 0/	nonov.		
		from and revenue of separately operated departments, conces							
		issions from vending machine operators.	0010110	, 010., 1111	1011 010 100	300 10	otiloro.		
	Revenu Comm	ue of foreign subsidiaries (those located outside the U.S., i.e., nonwealth Territories, or U.S. possessions).	outsi	de the 50	states, Dis	strict of	Columb	oia, U.S.	
				Mark "X"		2	2018		
				if None	\$ Bil.	Mil.	Thou.	Do	ıl.
1.	Licensi	ng of rights to use syndicated media content - Granting							
	permissi	ion to others to use media content (e.g., news reports, features, photography graphics, comic strips, ready-to-air				1 1			
	radio an	d television programs, websites)	. 6371						
2.	this ite	er operating revenue - Revenue not reported in line 1. If m is greater than 20% of the total operating revenue, the primary source of the revenue below 7							
			1799			I			
3.	TOTAL	OPERATING REVENUE	1/99						
J .		lines 1 and 2	. 1800			1 1			
7	Not App	olicable.							

orn	1 5/	A-5 1	911	E (DRAFT)						Page
8	RE	VEN	UES	FROM ELECTRONIC SOURCES						
	A.			firm have any revenues from customers e pplications in 2018?	entering	g orders o	lirectly or	the firm	's website	s or
		0040		Yes						
				No						
	В.	Did mob	this	firm have any revenues from customers e pplications in 2018?	entering	g orders o	lirectly or	third-pa	rty websit	es or
		0041		Yes						
				No						
	C.			firm have any revenues from customers e private networks, dedicated lines, etc.) i			ia any otl	her electr	onic syste	ms
		0042		Yes						
				No						
	D.			otal 2018 revenues reported in 6,			2018			2018
				s the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent
		A-C	aho	ve? Please provide an estimate if						

_12	Not Applicable.
	riot Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

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	(2.10.10.11.2)							1 1 3 1
14	OPERATING EXPENSES - Continued							
			1ark "X"			2018		
		i	f None	\$ Bil.	Mil.	Thou	J.	Dol.
1.	Personnel Costs							
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages .	1821						1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822			1 1			
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823			1 1			1 I
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	1860			1 1			1 1
3.	Expensed purchases of software - 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				1 1			
4.	Other Operating Expenses	1020						
4.	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831			1 1			
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?							
				T				
_		1879						
5.	TOTAL OPERATING EXPENSES			'	1 1	'	'	1 1
	Sum of lines 1a through 4b	1900						
1	and 16 Not Applicable.							

CONTACT	NFORMATIO	N									
	son to contact re		is report (Pl	ease prin	t)	Title					
	A m = = = 1		luma k =		Futor			Ans = 1		Nivers	
	Area code		lumber -		Extension		Fax	Area code		Number -	1 1
Telephone				1	1 1 1						
Telephone E-mail addres	is .					Website a	address				

We suggest you keep a copy for your records.

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

51911063

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-51912A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? 0035 No - Enter corrections in the mailing address above

B. SURVEY COVERAGE

Did this firm provide the business activities described below?

Form SA-51912A (DRAFT) Page 3

4	REPORTING PERIOD				
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the months of data for the 2018 calendar year.	fiscal yea	ar that in	ncludes	s at least six
	What time period is covered by the data provided in this report?			20	18
			В	Beginni	ng Date
	Calendar year		Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates	0007			
				Ending	g Date
			Month	Day	Year
		0008			
5	TAX STATUS A. Is this firm or organization operated on a not-for-profit basis?				
	O031 Yes				
	□ No - <i>Go to</i> 6				
	B. Was all or part of the income of this firm or organization exempt from Fed section 501 of the Internal Revenue Code?	leral inc	ome ta	xes ui	nder
	O030 Yes				
	No				

6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAXABLE FIRMS

Include:

- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.

Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.



rm	SA-51912A (DRAFT)						
6	SALES, RECEIPTS, OR REVENUE - Continued						
						2018	
			Mark "X" if None		N.4:1		. Dal
			II INOIIE	\$ Bil.	Mil.	Thou	ı. Dol.
	Non-Operating Revenue (Lines 1a through 1d to be completed by tax-exempt firms only)						
	tax-exempt mms omy						
	a. Contributions, gifts, and grants received	17/11					
		1741					
	b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold	17/12					
	c. Program service - Include revenue from the sale of any	1742					
	admissions (excluding state, local, or admission taxes); the use of						
	facilities; the operation of schools, classes, training facilities, and						
	instructional services; registration fees received in connection with						
	a meeting or convention, equipment rental services; government contracts; and other fees received for providing a service	17/13					
	·	1743					
	d. All other non-operating revenue - Revenue not reported in lines 1a through 1c. Include capital gains and losses. If this						
	item is greater than 20% of the total revenue, specify the						
	primary source of revenue below 7						
	,						
				'	1 1		
		1809					
	TOTAL REVENUE (To be completed by tax-exempt and taxable						
	firms)			'	1 1	'	' '
	For tax-exempt firms this is the sum of lines 1a through 1d	1800					
	Not Applicable.						
	A. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No						
	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering or mobile applications in 2018? Yes						
	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering or mobile applications in 2018? Yes Outline Yes						
	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering or mobile applications in 2018? Yes						
	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering or mobile applications in 2018? Yes Outline Yes	ders	directly	on thir	d-party	website	es or
	mobile applications in 2018? Yes No Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No No	ders	directly	on thir	d-party	website	es or
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018?	ders	directly	on thir	d-party	website	es or
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018?	ders	directly	on thir	d-party	website	es or
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes	ders	directly	on thir	d-party	website	es or
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018?	ders	directly	on thir	d-party	website	es or
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes	ders	directly	on thir	d-party	website	es or
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in 6,	ders	directly via any (on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage)	ders ders	directly via any o	on thir	d-party lectroni	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage) that was from the revenues identified in	ders	directly via any (on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage)	ders ders	directly via any o	on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	ders ders	directly via any o	on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	ders ders	directly via any o	on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	ders ders	directly via any o	on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	ders ders	directly via any o	on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	ders ders	directly via any o	on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	ders ders	directly via any o	on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	ders ders	directly via any o	on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	ders ders	directly via any o	on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	ders ders	directly via any o	on thir	d-party	website	es or ms
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	ders ders	directly via any o	on thir	d-party	website	es or ms

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewhere.					
	Mark "X"		:	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182	r1 🔲		1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	.2				
c. Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	23		1 1		
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	50		1 1		
Expensed purchases of software - 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 182	26				
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents copyrights) Fyclude impairment	,,		1 1		1 1

CONTINUE WITH 14 ON PAGE 6

Form	SA-5	1912A	(DRAFT)
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14 OPERATING EXPENSES - Continued

Other Operating Expenses - Continued

Dol.

2018

Thou.

Mil.

Mark "X" sif None \$ Bil.

	D.	All other operating expending reported above, unless instructions. Include office Exclude purchases of merexpenses. If this item is goperating expenses, specexpenses below	nses - All other operating e specifically excluded in the postage paid and package chandise for resale and nor reater than 20% of the t cify the primary source of	expenses general deliveryoperating otal of the				
				44	879			
5.	TO	TAL OPERATING EXPENS	SES	18	879			\dashv
J .		m of lines 1a through 4b) 	19	900			
15	anc	Not Applicable.						

ω	18	CONTACT IN	FORMATI	ON			
27		Name of persor	to contact	regarding t	his repo	rt (<i>Please p</i>	rint)
51922078							
21			Area code		Number		Ex
-,		Telephone			-		
		E-mail address					

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

Extension

Title

Area code

Fax

Website address

Number

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

We suggest you keep a copy for your records.

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-51912E

2018 ANNUAL SERVICES REPORT

SA-51912E	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics.	
The Census Bureau is not permitted to publicly release your responses	
in a way that could identify your business, organization, or institution.	
Per the Federal Cybersecurity	
Enhancement Act of 2015, your data are protected from cybersecurity	
risks through screening of the systems that transmit your data.	
This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and	
appears at the upper right of this page. Without this approval, we	
could not conduct this survey.	
INTERNET REPORTING - Thi https://portal.census.gov	s survey should be completed online at:
Authentication Code:	To view Survey Results:
/ tution to a to a coact	https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
Throughout this survey a	any reference to "this firm" is referring to the EIN that is printed in the mailing address
area or the new EIN that v	was provided as a response in 2. Any responses related to "this firm" should only
include data for the EIN re	
, ,	in this firm's operations should be noted in 1 .
• For establishments sold this firm.	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
• Enter "0" where applical	
• Do not combine data for	r two or more detailed lines.
 Report data on an accru 	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
 Figures should be round 	
• If a figure is \$1,030,280,	456 it should be reported as ———————————————————————————————————
Include:	
Data for all Services esta	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) operating under the EIN printed in the mailing address area.
·	es primarily engaged in supporting services to those establishment(s) such as warehouses,
garages, central adminis	strative offices, and repair services.
A. MAILING ADDRESS	
	d mailing address the same as shown in the mailing address above?
Yes	
0035	
■ No - Enter co	prrections in the mailing address above

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oes this firm	n report pay	roll under EIN							
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Form SA-51912E (DRAFT) Page 3

4	REPORTI	NG PERIOD				
		lendar year data are preferred. If they are unavailable, please report for the fiscal yea f data for the 2018 calendar year.	r that ir	ncludes	at least six	[
	What tim	e period is covered by the data provided in this report?		20	18	
			В	eginni	ng Date	
		Calendar year	Month	Day	Year	
	0006	Fiscal or partial year - Report beginning and ending dates				
				Ending	g Date	
			Month	Day	Year	
		0008				
5	TAX STA	TUS				
	A. Is this	firm or organization operated on a not-for-profit basis?				
		Yes				
	0031	No - <i>Go to</i> 6				
		ll or part of the income of this firm or organization exempt from Federal inco n 501 of the Internal Revenue Code?	ome ta	xes un	nder	
	0030	Yes				
	0030	No				

6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAXABLE FIRMS

Include:

- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.

Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.



6 SALES, RECEIPTS, OR REVENUE - Continued Mark "X" if None \$ Bil. Mil. 1. Non-Operating Revenue (Lines 1a through 1d to be completed by tax-exempt firms only)		
\$ Bil. Mil.		
1. Non-Operating Revenue (Lines 1a through 1d to be completed by		
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tax-exempt imms only)		
a Contributions gifts and grants received		
a. Contributions, gifts, and grants received		
b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold		
c. Program service - Include revenue from the sale of any admissions (excluding state, local, or admission taxes); the use of		
facilities; the operation of schools, classes, training facilities, and		
instructional services; registration fees received in connection with		
a meeting or convention; equipment rental services; government		
contracts; and other fees received for providing a service 1743		
d. All other non-operating revenue - Revenue not reported in lines 1a through 1c. Include capital gains and losses. If this item is greater than 20% of the total revenue, specify the primary source of revenue below 7		
primary source or revenue below		
1809		
TOTAL REVENUE (To be completed by tax-exempt and taxable		
firms)		
For tax-exempt firms this is the sum of lines 1a through 1d 1800		
Not Applicable.		
No B. Did this firm have any revenues from customers entering orders directly on third-party we	.h.:4	
mobile applications in 2018?	edsites or	
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4

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported eisewhere.					
	Mark "X"			2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
Expensed purchases of software - 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 1826			1 1		1 1
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

Form SA-51912E (DRA	(FT)	
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14 OPERATING EXPENSES - Continued

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4.	b.	All other operating expenses - Continued All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
			1879				
5.		TAL OPERATING EXPENSES m of lines 1a through 4b	1900				
	and	Not Applicable.					

Form	SA-51912E	(DRAFT)

18	CONTACT IN Name of persor		this	report (Pi	lease j	orint)	Title			
	Telephone	Area code	Nur	mber		Extension	Fax	Area code	Number -	
	E-mail address	THAI					NNUAL SERVICES or your records.	S REPORT		

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-51913A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your pusiness, organization, or institution. Per the Federal Cybersecurity can be received from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this bage. Without this approval, we could not conduct this survey.	survey should be completed online at:
https://portal.census.gov Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
	GENERAL INSTRUCTIONS
 For establishments sold of this firm. 	or this firm's operations should be noted in 10 . For acquired in 2018, report data only for the period the establishments were operated by if book figures are not available.
• Enter "0" where applicable	
	two or more detailed lines.
• Report data on an accrua	
• Figures should be rounded	
	56 it should be reported as $ 1030280736 $
Include: • Data for all Services esta	blishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
	as defined by the survey coverage in 1 B. s primarily engaged in supporting services to those establishment(s) such as warehouses,
	rative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	mailing address the same as shown in the mailing address above?
Yes No - Enter con	rections in the mailing address above
- INO - Linei Coi	rections in the maining address above

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	months of data for the 2018 calendar year. What time period is covered by the data provided in this report?					20	18	
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						Ending	Date	
					Month	Day	Υ	'ear
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•	Not Applicable			0000				
)	Not Applicable.							
)	SALES, RECEIPTS, OR REVENUE							
	What were the revenues for this firm in 2018?							
	Include:Report gross billings, except where noted elsewhere on the form.							
	• Dues and assessments from members and affiliates.							
	Amounts received for work subcontracted to others.							
	• For locations that were sold or acquired during a year, only report for	the perio	ds that th	his fi	rm ope	rated th	e	
	locations.	·			·			
	Revenue from services performed by domestic locations of foreign par	rent firms	, subsidia	aries	, branc	hes, etc		
	Revenues from electronic sources.							
	Exclude:							
	Transfers made within the company.							
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8				FROM ELECTRON			atorina	ordoro e	diroctly or	, the firm	'a wahaita			
	Α.	mok	oile a	applications in 20	18?	customers er	itering	orders (irectly of	i tile ililli	s website	S UI		
		0040		Yes										
				No										
	В.			firm have any revapplications in 20		customers er	ntering	orders o	directly or	n third-pa	rty website	es c	r	
		0041		Yes										
				No										
	C.			firm have any rev private networks				orders v	ia any ot	her electr	onic syste	ms		
		0042		Yes										
				No										
	D.	Of t	he t	otal 2018 revenue as the dollar amou	s reported i	n ⑤ ,			2018				2018	
		that	wa	s from the revenuve? Please provid	es identified	l in	\$ Bil.	Mil.	Thou.	Dol.			Percent	1
		еха	ct fi	gures are not avai	lable	2500					OR ₂₅₀₁			%
9				Applicable.										
W				CUSTOMER	!		.d :n 0		aired fra	4l			2018	
				ntage of sales, re lasses of custom			ea m 😈	was rec	eived iro	in the			Percen	t
	1.	Hou	seh	old consumers and	d individual	users					1763			%
	2.	Bus	ines	s firms, not-for-pr	ofit organiza	ations, and G	overnm	ent (Fed	leral, stat	e, and loc	al) . 1760 +			%
												1	00	%
12	and	1 13	No	Applicable.										

Form SA-51913A (DRAFT) 14 OPERATING EXPENSES What were the operating expenses for this firm in 2018? **Exclude:** Transfers made within the company. • Capitalized expenses. • Interest.

- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other

expenses not reported elsewhere.					
	Mark "X'	,	2	018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form Employer's Quarterly Federal Tax Return, line 5(c) for the fo quarters that correspond to the survey period or IRS Form 9 Employer's Annual Federal Tax Return, line 4(c). Include th spread on stock options that are taxable to employees as well.	ur 44 e	1			1 1
b. Employer's cost for fringe benefits - Employer's cost for legally required programs and programs not required by law Include insurance premiums for hospital plans, medical pla and single service plans (e.g., dental, vision, prescription drup premium equivalents for self-insured plans and fees paid to third-party administrators (TPAs); defined benefit pension pladefined contribution plans (e.g., profit sharing, 401K, stock of plans); and other fringe benefits (e.g., Social Security, works compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Excluding the programs of the program of the programs of the program of the program of the programs of the programs of the programs of the program of the program of the program of the programs of the program of the progr	v. ns, ugs); ans; option ers'				1 1
c. Temporary staff and leased employee expense - Total of paid to Professional Employer Organizations (PEOs) and state agencies for personnel. Include all charges for payroll, beneatd services	ffing				1 1
Expensed equipment, materials, parts, and supplies (not resale) - Include expensed computer hardware and other equi (e.g., copiers, fax machines, telephones, shop and lab equipme CPUs, monitors). Include materials and supplies used in provide services to others; materials and parts used in repairs; office an janitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 leased and rented equipment in line 4b.	pment nt, ling d and				
Expensed purchases of software - Purchases of prepackage 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					1 1
Other Operating Expenses					
a. Depreciation and amortization charges - Include depre charges taken against tangible assets owned and used by the firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lagreements, and amortization charges against intangible assets of the patents convicts. Figure impairment	is ease				1 1

CONTINUE WITH 14 ON PAGE 6

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## OPERATING EXPENSES - Continued ## A. Other Operating Expenses - Continued **Description of the Continued of the Continue	Forn	SA-51913A (DRAFT)						Page
4. Other Operating Expenses - Continued b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4b 1900	14	OPERATING EXPENSES - Continued						
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5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4b								
Sum of lines 1a through 4b	5	TOTAL OPERATING EXPENSES	1879					
	5.		. 1900			1 1		

Number

9	18	CONTACT IN	FORMATI	ON				
)7		Name of persor	to contact	regarding	this report <i>(Please p</i>	orint)	Title	
51923076								
21			Area code		Number	Extension		Area code
-,		Telephone			-		Fax	
		E-mail address					Website address	

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-51913E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.			Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	IV	ΙA	IL	ING	ADDRES	

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



B. SURVEY COVERAGE

Did this firm provide the business activities described below?

0111	ISA-SISISE (DRAFI)			rage
4	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	ar that i	ncludes	at least six
	What time period is covered by the data provided in this report?		201	8
	Third time period to covered by the data provided in time reports		g Date	
	Calendar year	Month	Day	Year
	5 Final as partial was Barart haringing and adding datas			
	Fiscal or partial year - Report beginning and ending dates		Ending	Data
		Month	T T	Year
			207	1 0 1
	0008			
5	Not Applicable.			
6	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 			
	Amounts received for work subcontracted to others.			
	• For locations that were sold or acquired during a year, only report for the periods that this fi	rm ope	rated the	Э
	locations.		haa ata	
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries Revenues from electronic sources. 	s, branc	nes, etc.	
	Exclude:			
	• Transfers made within the company.			
	• Taxes collected directly from customers or clients and paid directly to a local, state, or federal	al tax a	gency.	
	• Rents from and revenue of separately operated departments, concessions, etc., which are lea	ased to	others.	
	Commissions from vending machine operators.			
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Di Commonwealth Territories, or U.S. possessions). 	strict of	f Columb	oia, U.S.
	·		2018	
	Mark "X" if None \$ Bil.	Mil.	Thou.	Dol.
1.	Publishing and broadcasting of content on the Internet-			
	Publishing and broadcasting audio, video, text and graphics content			
	on the Internet. Include Internet content paid for by subscriptions, pay-per-view, membership fees, fees for downloads, and fees for	1		
	other forms for licensed access			
2.	Online advertising space - Provision of space for electronic	1 1		
	advertising distributed over the Internet (e.g., banner ads, buttons, text links, interstitials, rich media ads, streaming audio and video ads) 6014			
3.	Licensing of rights to use intellectual property - Granting			
	permission to others to use (e.g., broadcast, publish, reproduce, record, modify, incorporate, distribute) intellectual property (e.g.,			
	software, books, films, plays, music, graphics, photography,			
	inventions, processes, trademarks) for an agreed period of time. Exclude the outright sale of rights in perpetuity; report these in	1 1		
	line 4			
١.	All other operating revenue - Revenue not reported in lines			
	1 through 3. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue			
	below 7			
	TOTAL OPERATING PEVENUE			
5 .	TOTAL OPERATING REVENUE			
i.	TOTAL OPERATING REVENUE Sum of lines 1 through 4			
D	TOTAL OPERATING REVENUE			
2	TOTAL OPERATING REVENUE Sum of lines 1 through 4			
•	TOTAL OPERATING REVENUE Sum of lines 1 through 4			

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

oxponed not reported disconners.					
	Mark '				
	if Nor	ne \$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries wages for all employees as reported on this firm's IRS F Employer's Quarterly Federal Tax Return, line 5(c) for the quarters that correspond to the survey period or IRS For Employer's Annual Federal Tax Return, line 4(c). Include spread on stock options that are taxable to employees and the survey period or IRS For Employer's Annual Federal Tax Return, line 4(c).	orm 941, e four m 944 e the		1 1		1 1
b. Employer's cost for fringe benefits - Employer's cost legally required programs and programs not required by Include insurance premiums for hospital plans, medical and single service plans (e.g., dental, vision, prescription premium equivalents for self-insured plans and fees paid third-party administrators (TPAs); defined benefit pensio defined contribution plans (e.g., profit sharing, 401K, sto plans); and other fringe benefits (e.g., Social Security, w compensation insurance, unemployment tax, state disabinsurance programs, life insurance benefits, Medicare). If employee contributions.	r law. plans, drugs); d to n plans; ck option orkers' ility Exclude				
c. Temporary staff and leased employee expense - To paid to Professional Employer Organizations (PEOs) and agencies for personnel. Include all charges for payroll, I and services	staffing				
Expensed equipment, materials, parts, and supplies (nesale) - Include expensed computer hardware and other (e.g., copiers, fax machines, telephones, shop and lab equip CPUs, monitors). Include materials and supplies used in preservices to others; materials and parts used in repairs; official janitorial supplies; small tools; containers and other package materials; and motor fuels. Report packaged software in line leased and rented equipment in line 4b.	equipment ment, oviding e and ing e 3 and		1 1		
Expensed purchases of software - Purchases of prepack custom coded, or vendor customized software. Include soft developed or customized by others, web-design services an purchases, licensing agreements, upgrades of software, and maintenance fees related to software upgrades and alteration	tware d I			1 1	
Other Operating Expenses					
a. Depreciation and amortization charges - Include de charges taken against tangible assets owned and used firm, tangible assets and improvements owned by this fi within leaseholds, tangible assets obtained through capi agreements, and amortization charges against intangible (e.g., patents, copyrights). Exclude impairment	y this rm tal lease assets				1 1

CONTINUE WITH 14 ON PAGE 6

Γ)

14 OPERATING EXPENSES - Continued

Dol.

2018

Thou.

Mil.

Mark "X" sif None \$ Bil.

b.	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below	1879				
	TAL OPERATING EXPENSES	1970				
	TAL OPERATING EXPENSES	1970				
	TAL OPERATING EXPENSES	1970				
	TAL OPERATING EXPENSES	1970				
	TAL OPERATING EXPENSES	1070				
		1970				
		1070				
		10/3		1 1		1 1
5. TO						
Sui	m of lines 1a through 4b	. 1900		1 1	1 1	1 1
_	16 Not Applicable.					
allu	Not Applicable.					

Form	1 SA-51913E	(DRAFT) Pa	ge 7
1	REMARKS - Ple data were estima	ease use this space to explain any significant year-to-year changes, to clarify responses, or indicate wh ated.	ere

18	CONTACT INFORMATION										
	Name of person to contact regarding this report (Please print)					Title					
		Area code		Number	Extension		Area code		Numbe	r	
	Telephone			-		Fax			-		
	E-mail address					Website address					
		THAI	NK YOU	for completing	vour 2018 A	NNIJAI SERVICES	S REPORT				

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-51919A

2018 ANNUAL SERVICES REPORT

(DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? 0035 No - Enter corrections in the mailing address above

Form SA-51919A (DRAFT)

1 B. SURVEY COVERAGE	
Did this firm provide the business activities described below?	
☐ Yes	
0001	
No - Specify this firm's business activity	
0002	
2 Not Applicable.	
3 ORGANIZATIONAL CHANGE	
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?	
O016 Yes	
□ No - Go to ②	
B. Which of the following organizational changes occurred in 2018?	
Check all that apply. If more than one organizational change occurred during the reporting period, explain	in ① .
Acquisition Month Day	Year
Date of organizational change	
Sale > AND	
Merger	
Enter detailed information below 7	
Divestiture	
0017 Name of company 0019 EIN (9 digits)	
Address (Number and street, P.O. Box, etc.)	
City, town, village, etc.	

REPORTING PERIOD						
NOTE: Calendar year data are preferred. If they are unavailable, pleas	e report	for the	fiscal ye	ear that i	includes	at leas
months of data for the 2018 calendar year. What time period is covered by the data provided in this report	+ ?				20	12
what time period is covered by the data provided in this report						ng Date
Calendar year				Month		Yea
Fiscal or partial year - Report beginning and ending dates .			000	7	Ending	n Doto
				Month		Yea
				Wiener	Day	1.00
			000	8		1 1
Not Applicable.						
SALES, RECEIPTS, OR REVENUE						
What were the revenues for this firm in 2018?						
Include:						
• Report gross billings, except where noted elsewhere on the form.						
• Dues and assessments from members and affiliates.						
 Amounts received for work subcontracted to others. 						
• For locations that were sold or acquired during a year, only report for	or the pe	eriods tl	hat this	firm ope	rated th	ne
locations.						
 Revenue from services performed by domestic locations of foreign performed. 	narant tii					
• Povenues from electronic sources	parent in	iiiis, su	bsidiarie	es, branc	nes, etc).
• Revenues from electronic sources.	parent in	iiiis, su	bsidiarie	es, branc	nes, etc).
Exclude:	parent in	iiiis, su	bsidiarie	es, branc	nes, etc	·
Exclude: • Transfers made within the company.) .
 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly 	to a loca	ıl, state,	, or fede	ral tax a	gency.	
 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly. Rents from and revenue of separately operated departments, concest 	to a loca	ıl, state,	, or fede	ral tax a	gency.	
 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly. Rents from and revenue of separately operated departments, concest Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., 	to a loca ssions, e	ıl, state, tc., whi	, or fede ich are le	ral tax a eased to	gency. others.	
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 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly references. Rents from and revenue of separately operated departments, concessions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., 	to a loca ssions, e outside	al, state, etc., whi the 50 Mark "X"	, or fede ch are le states, C	ral tax a eased to District o	gency. others. f Colum 2018	bia, U.S
 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly references. Rents from and revenue of separately operated departments, concests. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). 	to a loca ssions, e outside	il, state, itc., whi the 50	, or fede ich are le	ral tax a eased to District o	gency. others. f Colum	bia, U.S
 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly references. Rents from and revenue of separately operated departments, concests. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). 	to a loca ssions, e outside <i>M</i>	al, state, etc., whi the 50 Mark "X"	, or fede ch are le states, C	ral tax a eased to District o	gency. others. f Colum 2018	bia, U.S
 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly really experienced. Rents from and revenue of separately operated departments, concests. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). Information search and retrieval services - Providing a systematic search for and retrieval of information (e.g., documents, databases, archived publications) based on established search criteria. Information services - Storing collections of information for 	to a loca ssions, e outside <i>M</i>	al, state, etc., whi the 50 Mark "X"	, or fede ch are le states, C	ral tax a eased to District o	gency. others. f Colum 2018	bia, U.S
 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly of the Rents from and revenue of separately operated departments, concests. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). Information search and retrieval services - Providing a systematic search for and retrieval of information (e.g., documents, databases, archived publications) based on established search criterial Information services - Storing collections of information for dissemination or other access. Include stock photo services, 	to a loca ssions, e outside <i>M</i>	al, state, etc., whi the 50 Mark "X"	, or fede ch are le states, C	ral tax a eased to District o	gency. others. f Colum 2018	bia, U.S
 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly of the Rents from and revenue of separately operated departments, concests. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). Information search and retrieval services - Providing a systematic search for and retrieval of information (e.g., documents, databases, archived publications) based on established search criterial Information services - Storing collections of information for dissemination or other access. Include stock photo services, telephone based recordings, provision of real time financial market data, bulletin broadcasting	to a loca ssions, e outside <i>M</i>	al, state, etc., whi the 50 Mark "X"	, or fede ch are le states, C	ral tax a eased to District o	gency. others. f Colum 2018	bia, U.S
 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly of the Rents from and revenue of separately operated departments, concests. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). Information search and retrieval services - Providing a systematic search for and retrieval of information (e.g., documents, databases, archived publications) based on established search criterial Information services - Storing collections of information for dissemination or other access. Include stock photo services, telephone based recordings, provision of real time financial market data, bulletin broadcasting	to a loca ssions, e outside M ii	al, state, etc., whi the 50 Mark "X"	, or fede ch are le states, C	ral tax a eased to District o	gency. others. f Colum 2018	bia, U.S
 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly of the Rents from and revenue of separately operated departments, concests. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). Information search and retrieval services - Providing a systematic search for and retrieval of information (e.g., documents, databases, archived publications) based on established search criterial Information services - Storing collections of information for dissemination or other access. Include stock photo services, telephone based recordings, provision of real time financial market data, bulletin broadcasting	to a loca ssions, e outside M ii	al, state, etc., whi the 50 Mark "X"	, or fede ch are le states, C	ral tax a eased to District o	gency. others. f Colum 2018	bia, U.S
 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly of the Rents from and revenue of separately operated departments, concests. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). Information search and retrieval services - Providing a systematic search for and retrieval of information (e.g., documents, databases, archived publications) based on established search criterial Information services - Storing collections of information for dissemination or other access. Include stock photo services, telephone based recordings, provision of real time financial market data, bulletin broadcasting	to a loca ssions, e outside M ii	al, state, etc., whi the 50 Mark "X"	, or fede ch are le states, C	ral tax a eased to District o	gency. others. f Colum 2018	bia, U.S
Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly reactive. Rents from and revenue of separately operated departments, concess. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). Information search and retrieval services - Providing a systematic search for and retrieval of information (e.g., documents, databases, archived publications) based on established search criteria Information services - Storing collections of information for dissemination or other access. Include stock photo services, telephone based recordings, provision of real time financial market data, bulletin broadcasting	to a loca ssions, e outside M ii	al, state, etc., whi the 50 Mark "X"	, or fede ch are le states, C	ral tax a eased to District o	gency. others. f Colum 2018	bia, U.S
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Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly reactive. Rents from and revenue of separately operated departments, concess. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). Information search and retrieval services - Providing a systematic search for and retrieval of information (e.g., documents, databases, archived publications) based on established search criteria Information services - Storing collections of information for dissemination or other access. Include stock photo services, telephone based recordings, provision of real time financial market data, bulletin broadcasting	to a loca ssions, e outside M ii	al, state, etc., whi the 50 Mark "X"	, or fede ch are le states, C	ral tax a eased to District o	gency. others. f Colum 2018	bia, U.S

Form SA-51919A (DRAFT) Page 4

•											5 -
8	REV	/ENU	JES	FROM ELECTRONIC SOURCES							
				firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	the firm	's website	s or	
	0	0040		Yes							
				No							
				firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	third-pai	rty website	es or	
	0	0041		Yes							
				No							
				firm have any revenues from customers en private networks, dedicated lines, etc.) in			ia any otl	ner electr	onic syste	ms	
	0	0042		Yes							
				No							
	D. (Of th	e t	otal 2018 revenues reported in ① ,			2018		l	2018	
	1	what	: wa	as the dollar amount (or percentage)	\$ Bil.	Mil.	Thou.	Dol.		Percen	
		A-C	abo	s from the revenues identified in ve? Please provide an estimate if	,				OR		%
	•	exac	t Tid	gures are not available 2500			1		2501		, 0

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
4	Personnel Costs	if None	\$ Bil.	Mil.	Thou.	Dol.
1.	 A. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821 			1 1		1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions			1 1	1 1	
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services			1 1		
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
3.	Expensed purchases of software - 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 1826					
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
	4770					
5.	TOTAL OPERATING EXPENSES					
_	Sum of lines 1a through 4b					
15	and 16 Not Applicable.					

CONTACT IN			1: (B)		T-11			
			his report (<i>Please</i>	print)	Title			
	n to contact	regarding t			Title	Area code	Number	
		regarding t	Number	print) Extension	Title Fax	Area code	Number	
Name of person	Area code	regarding t			Fax	Area code	Number -	1 1
Name of perso	Area code	regarding t	Number			Area code		
Name of person	Area code	regarding t	Number		Fax	Area code		
Name of person	Area code	regarding t	Number -	Extension	Fax			

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-51919E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.			Mil.		Т	hοι	١.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

,

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	No - Enter corrections in the mailing address above



1 B. SURVEY COVERAGE				
Did this firm provide the business activities described below?				
Yes				
0001				
No - Specify this firm's business activity				
0002				
2 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)				
Does this firm report payroll under EIN				
Does this firm report payron under Env				
Yes				
	EIN (9	digits)		
No - Enter current 9-digit EIN AND date payroll was first		_	1 1 1	
reported for this EIN				
		Month	Day	Year
		l	'	
	8800			
3 ORGANIZATIONAL CHANGE				
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures	in 20	18?		
☐ Yes				
□ No - Go to 4				
B. Which of the following organizational changes occurred in 2018?				
Check all that apply. If more than one organizational change occurred during the repo	orting	period,	explaii	n in W .
Acquisition		Month	Day	Year
Date of organizational change	0010	'	'	
□ Sale	. 0018			
0091 AND				
☐ Merger Enter detailed information below				
Divestiture				
_ Sivesimals				
0017 Name of company	0019 EII	N (9 dig	its)	
Address (Number and street, P.O. Box, etc.)				
City, town, village, etc.	ZIP Cod	de		
, , , , , , , , , , , , , , , , , , ,	350			
			-	

REPORTING PERIOD						
NOTE: Calendar year data are preferred. If they are unavailable, please	report	t for the	fiscal ye	ear that i	ncludes a	at least
months of data for the 2018 calendar year. What time period is covered by the data provided in this report?	•				2018	Q.
What time period is covered by the data provided in this report:					Beginning	
Calendar year				Month		Yea
0006						
Fiscal or partial year - Report beginning and ending dates			000	7		
				N/1 = 41=	Ending	
				Month	Day	Yea
			000	8		1 1
Not Applicable.						
SALES, RECEIPTS, OR REVENUE						
What were the revenues for this firm in 2018?						
Include:						
• Report gross billings, except where noted elsewhere on the form.						
 Dues and assessments from members and affiliates. 						
Amounts received for work subcontracted to others.				<i>-</i> .		
 For locations that were sold or acquired during a year, only report for locations. 	r the p	eriods t	hat this	firm ope	rated the	;
· Dayanya fram comissa parformed by democratic locations of foreign by						
Revenue from services performed by domestic locations of foreign page 2.	arent fi	irms, su	ıbsidiarie	es, branc	hes, etc.	
Revenues from electronic sources.	arent fi	irms, su	ıbsidiarie	es, branc	hes, etc.	
• Revenues from electronic sources. Exclude:	arent fi	irms, su	ıbsidiarie	es, branc	hes, etc.	
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Form SA-51919E (DRAFT) Page 4

•												, -
8	RE	VEN	UES	FROM ELECTRONIC SOURCES								
	A.	Did mol	this	firm have any revenues from customers applications in 2018?	ent	ering	orders d	irectly on	the firm	's websites	or	
		0040		Yes								
				No								
	В.			firm have any revenues from customers applications in 2018?	ent	ering	orders d	irectly on	third-pa	rty website	s or	
		0041		Yes								
				No								
	C.			firm have any revenues from customers private networks, dedicated lines, etc.)			orders v	ia any otl	ner electr	onic systen	ns	
		0042		Yes								
				No								
	D.			otal 2018 revenues reported in 6 ,			-	2018		Γ	2018	
				as the dollar amount (or percentage) s from the revenues identified in		\$ Bil.	Mil.	Thou.	Dol.		Percent	
		A-C	abo	ve? Please provide an estimate if	20		l l			OR 2501		%

_12	Not Applicable.
	riot Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14 OPERATING EXPENSES - Continued

		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou	Dol.
1.	Personnel Costs					
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182'	ı 🗆				
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	2				
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3 🗆				
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
3.	Expensed purchases of software - 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 1820	5				
4.	Other Operating Expenses				,	
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
	1879					
5 .	TOTAL OPERATING EXPENSES			' 7		1 1
	Sum of lines 1a through 4b)				
15	and 16 Not Applicable.					

R da	EMARKS ata were	S - Pleas estimate	se use tl ed.	his spac	e to ex	plain a	any sigr	nificant	year-to	-year cl	nanges	to clar	fy resp	onses,	or indic	ate whe

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.
We suggest you keep a copy for your records.

Extension

Title

Area code

Fax

Website address

Number

Name of person to contact regarding this report (Please print)

Number

Area code

Telephone

E-mail address

52001013

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

FORM	
SA-52000A	(DRAFT)
Due Date	
Need help or have questions? Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your response. The U.S. Census Bureau	
is required by Section 9 of the same law to keep your information	
CONFIDENTIAL and can use your responses only to produce statistics.	
The Census Bureau is not permitted to publicly release your responses	
in a way that could identify your business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data.	
This collection has been approved by the Office of Management and	
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and	
appears at the upper right of this page. Without this approval, we	
could not conduct this survey.	
INTERNET REPORTING - Thi https://portal.census.gov	s survey should be completed online at:
Authentication Code:	To view Survey Results:
	https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
	n this firm's operations should be noted in ① . or acquired in 2018, report data only for the period the establishments were operated by
this firm.	or acquired in 2016, report data only for the period the establishments were operated by
· ·	e if book figures are not available.
•Enter "0" where applical	
	r two or more detailed lines. al basis, except for payroll. \$ Bil, Mil. Thou, Dol.
• Figures should be round	ded to the pearest dollar
_	456 it should be reported as ———————————————————————————————————
Include:	
 Data for all Services est Construction operations 	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ① B.
 Data for auxiliary faciliti 	es primarily engaged in supporting services to those establishment(s) such as warehouses,
garages, central adminis	strative offices, and repair services.
A. MAILING ADDRESS	

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	No - Enter corrections in the mailing address above

Form SA-52000A (DRAFT) Page 2

Offi	1 3/		2000)A (D	KAFI)																				aye 2
1	В.	SUF	RVE	y covi	RAGE	:																			
		Did	this	firm p	rovide	e the	busir	ness	acti	iviti	es d	descr	ribed	d bel	low?	•									
				Yes																					
		0001		No - S	pecify to	this	firm's	husir	iness	activ	vity-	7													
					poony a			buon	11000	GOLF	, i.,	¥													
				0002																					
2	No	t An	plica	hla																					
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3					L CHA											, .				040					
	A.	Did	this	i firm e	xperier	ence	any a	ıcquı	isitio	ons,	, sale	es, m	nerg	jers,	and	/or d	ives	titure	s in 2	018	•				
		0016		Yes																					
		0016		No - G	io to 4)																			
					_				_																
	B.				ollowin													· h a #a#	. a mti m a		iad	ovelo	: :	æ	
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				Divest	ر	J																			
		0017	Nam	ne of co	mpany														0019 E	EIN (S	digi	ts)			
																				_					
		Add	lress	(Numbe	r and stre	reet,	P.O. Bo	ox, etc	.c.)																
		City	tow	n, villag	a etc													State	ZIP C	nda					
		City	, LOVV	ii, viiiag	0, 010.													Otato	211 0	ouc					

Form SA-52000A (DRAFT) Page 3

4	REP	ORT	TING PERIOD			
	NOT mon	E: C	alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that ii	ncludes	s at least six
	Wha	t tii	me period is covered by the data provided in this report?		20	18
				E	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
			Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Amounts received for work subcontracted to others.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- Income from investments, sales of company-owned real estate (land and building) or other assets (except inventory held for resale), securities, gifts, loans, contributions, and grants.
- Interest earned from financing leases. Interest earned from sales, rent or lease under capital, finance, or full payout. Also include interest, dividends, and royalties.
- Net realized gains (losses) within specified area(s) of activity.
- Rents from separately operated departments, concessions, etc., which are leased to others.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Net unrealized gains (losses).
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of separately operated departments, concessions, etc., which are leased to others.
- Revenue from customers for carrying or other credit charges.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Revenue from the sale of used equipment.

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
0		1 1	1 1	1 1

1.	TO	TAL	OP	ERA	TING	3 REV	VENUE
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1000

7	

Not Applicable.

Form	SA-52000A (DRAFT) Page 4
8	REVENUES FROM ELECTRONIC SOURCES
	A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018?
	O040 Yes
	□ No
	B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018?
	O041 Yes
	□ No
	C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018?
	□ Yes 0042
	□ No
	D. Of the total 2018 revenues reported in 6,
	what was the dollar amount (or percentage) that was from the revenues identified in 2018 \$Bil. Mil. Thou. Dol. Percent
	A-C above? Please provide an estimate if
	exact figures are not available
9	-13 Not Applicable.
14	OPERATING EXPENSES
	What were the operating expenses for this firm in 2018? Exclude:
	• Transfers made within the company.
	 Capitalized expenses. Bad debt.
	• Impairment.
	• Income tax.
	 Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
	Gross annual payroll
	Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.
	Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.
	All other operating expenses
	Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.
	Mark "X" 2018
1	if None \$ Bil. Mil. Thou. Dol. Personnel Costs
1.	a. Gross annual payroll - Total annual Medicare salaries and
	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four
	quarters that correspond to the survey period or IRS Form 944
	Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821
	CONTINUE WITH 10 ON PAGE 5

OPERATING EXPENSES - Continued

Employer's cost for fringe benefits - 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

Personnel Costs - Continued

Dol.

2018

Thou.

Mil.

Mark "X" if None

\$ Bil.

	15 and 16 Not Applicable.					
-						
)						
2						
)						
)						
3						

REMARKS - Please usedata were estimated.	e this spac	e to explain ar	ny significant	year-to-year	changes, t	o clarify re	sponses,	or indicate	where
add Word oblimated									
Name of person to contact		this report /DI-	noo printl	Title					
	DOIDACTOR		ISP DEIDTI	LITTLE					
maine of person to contac	or regarding	tilis report (Free	iso printi	11110					
Area cod		Number	Extensi			Area code		Number	

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.
We suggest you keep a copy for your records.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-52000E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

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- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILII	١
		la thia f	

IG ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



B. SURVEY COVERAGE Did this firm provide the business activities described below?				
Did this firm provide the husiness activities described below?				
provide the Madilious destricted described below:				
Yes				
0001				
☐ No - Specify this firm's business activity 7				
0002				
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)				
Does this firm report payroll under EIN				
Yes				
0013	EIN	(9 digits	s)	
No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	0015	_	1 1	1 1 1 1
reported for this Life	. 0015			
		Montl	n Day	Year
	008	8		
ORGANIZATIONAL CHANGE				
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divest	titures in 2	2018?		
	titures in 2	2018?		
A. Did this firm experience any acquisitions, sales, mergers, and/or divest	titures in 2	2018?		
A. Did this firm experience any acquisitions, sales, mergers, and/or divest Yes	titures in 2	2018?		
A. Did this firm experience any acquisitions, sales, mergers, and/or divest Yes No - Go to 4	titures in 2	2018?		
A. Did this firm experience any acquisitions, sales, mergers, and/or divest			l, explai	n in ① .
A. Did this firm experience any acquisitions, sales, mergers, and/or divest Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the same of the sale of the s				n in ① . Year
A. Did this firm experience any acquisitions, sales, mergers, and/or divest Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during to Acquisition	he reportin	g period		
A. Did this firm experience any acquisitions, sales, mergers, and/or divest Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during to Acquisition Date of organizational change	he reportin	g period		
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A. Did this firm experience any acquisitions, sales, mergers, and/or divest Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during to Acquisition Acquisition Date of organizational change AND Enter detailed information below Enter detailed information below	he reportin	g period Month	Day	
A. Did this firm experience any acquisitions, sales, mergers, and/or divest Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during to Acquisition Acquisition Date of organizational change	he reportin	g period	Day	
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A. Did this firm experience any acquisitions, sales, mergers, and/or divest Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during to Acquisition Acquisition Date of organizational change AND Enter detailed information below Enter detailed information below	he reportin	g period Month	Day	
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A. Did this firm experience any acquisitions, sales, mergers, and/or divest Yes	oo19	g period Month B EIN (9 di	Day	
A. Did this firm experience any acquisitions, sales, mergers, and/or divest Yes	oo19	g period Month B EIN (9 di	Day	
A. Did this firm experience any acquisitions, sales, mergers, and/or divest Yes	oo19	g period Month B EIN (9 di	Day	

Form SA-52000E (DRAFT) Page 3

4	REP	OR1	TING PERIOD			
	NOT mon	E: C	alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that i	ncludes	s at least six
	Wha	t tii	me period is covered by the data provided in this report?		20	18
				E	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		Ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Amounts received for work subcontracted to others.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- Income from investments, sales of company-owned real estate (land and building) or other assets (except inventory held for resale), securities, gifts, loans, contributions, and grants.
- Interest earned from financing leases. Interest earned from sales, rent or lease under capital, finance, or full payout. Also include interest, dividends, and royalties.
- Net realized gains (losses) within specified area(s) of activity.
- Rents from separately operated departments, concessions, etc., which are leased to others.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Net unrealized gains (losses).
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of separately operated departments, concessions, etc., which are leased to others.
- Revenue from customers for carrying or other credit charges.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Revenue from the sale of used equipment.

	2018							
	\$ Bil.	Mil.	Thou.	Dol.				
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1.	TO	TAL	OP	ERA	TING	3 REV	VENUE
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Not Applicable.

Form	SA-52000E (DRAFT)	Page 4
8	REVENUES FROM ELECTRONIC SOURCES	
	A. Did this firm have any revenues from customers entering orders directly on the firm's websites or	
	mobile applications in 2018?	
	O040 Yes	
	□ No	
	B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018?	
	☐ Yes	
	0041	
	No No	
	C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018?	
	Yes	
	0042	
	□ No	
	D. Of the total 2018 revenues reported in 0, what was the dollar amount (or percentage)	_
	that was from the revenues identified in A-C above? Please provide an estimate if	
	exact figures are not available	%
9-	13 Not Applicable.	
14	OPERATING EXPENSES	
	What were the operating expenses for this firm in 2018?	
	Exclude:	
	 Transfers made within the company. Capitalized expenses. 	
	Bad debt.	
	• Impairment.	
	 Income tax. Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U 	S.
	Commonwealth Territories, or U.S. possessions).	
	Gross annual payroll	
	Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, inco tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holida pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.	ne ′
	Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from	
	temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.	
	All other operating expenses	
	Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalti security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.	s;
	Mark "X" 2018	
	if None \$ Bil. Mil. Thou.	ol.
1.	Personnel Costs	
	 Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, 	
	Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944	
	Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821	
	CONTINUE WITH 1 ON PAGE 5	

14	OPERATING EXPENSES - Continued					
		Mark "λ	("		2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs - Continued					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	822		1 1		
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	823				1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c	860				
3.	Expensed purchases of software - 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 18	826				
4.	Other Operating Expenses					
	 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment b. Operating interest expense 					
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
	11	879				
5 .	TOTAL OPERATING EXPENSES					1 1
	Sum of lines 1a through 4c	900				
15	and 16 Not Applicable.					

REMARKS - Please use this space to explain any significant data were estimated.	year-to-year changes, to clarify responses, or indicate who
uata were estimated.	
CONTACT INFORMATION	

Area code

Telephone

E-mail address

Number

Extension

Area code

Fax

Website address

Number

FORM

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-52200A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	s survey should be completed online at: To view Survey Results:
	https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
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this firm.	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
•Enter "0" where applicab	
	r two or more detailed lines.
	al basis, except for payroll. \$Bil. Mil. Thou. Dol.
• Figures should be round	
<u> </u>	456 it should be reported as TOSOZOZO
Include:	philippenets (avaluding data for Datail Wholesola Manufacturing Minima and
• Data for all Services esta	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ① B.
 Data for auxiliary facilities 	es primarily engaged in supporting services to those establishment(s) such as warehouses,
	strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	
	d mailing address the same as shown in the mailing address above?
Yes	d mailing address the same as shown in the mailing address above?
O035 Yes	d mailing address the same as shown in the mailing address above?

0111	. 37	4-52	2200	JA (DRAFT)																			Page 2
1	В.	SUF	RVEY	y cov	/ERAGE	E																		
		Did	this	firm	provide	e th	he bus	sines	ss ac	ctivi	rities	s des	scrib	ed k	belov	w?								
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		0001		Yes																				
				No -	Specify t	this	s firm'	's bus	sines	ss ac	ctivit	ity 🗾												
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				Yes																				
		0016																						
				No -	Go to 4)																		
	В.	Whi	ich o	of the	followii	ing	j orgai	nizat	tiona	al c	han	iges (occı	urre	d in	2018	3?							
		Che	ck al	I that a	apply. If	f mo	ore tha	an on	ne or	rgan	nizatio	ional	char	nge d	осси	rred (during	the rep	porting	period	expla	ain ir	1	
				Λοσιι	isition															Month	Day		Yea	r
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Form	SA-52200A (DRAFT)			Page 3
4	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	ar that ir	cludes	at least six
	What time period is covered by the data provided in this report?		201	8
		В	eginnin	g Date
	Calendar year	Month	Day	Year
	Figure or porticl year. Papert beginning and anding dates	'	'	1 1 1
	Fiscal or partial year - Report beginning and ending dates		F1:	Dete
		Month	Ending Day	Year
		IVIOTILIT	Day	real
	0008			
5	Not Applicable.			
6	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	Amounts received for work subcontracted to others.			
	• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries	, branch	es, etc.	
	Dues and assessments from members and affiliates.			
	• Income from investments, sales of company-owned real estate (land and building) or other a	issets (e	xcept ir	iventory
	held for resale), securities, gifts, loans, contributions, and grants.	£:	£ - 11	
	 Interest earned from financing leases. Interest earned from sales, rent or lease under capital, Also include interest, dividends, and royalties. 	Tinance	, or tuii	payout.
	Net realized gains (losses) within specified area(s) of activity.			
	• Rents from separately operated departments, concessions, etc., which are leased to others.			
	Revenues from electronic sources.			
	Exclude:			
	• Transfers made within the company.			
	Net unrealized gains (losses).			
	• Taxes collected directly from customers or clients and paid directly to a local, state, or federal	al tax ag	ency.	
	• Revenue of separately operated departments, concessions, etc., which are leased to others.			
	Revenue from customers for carrying or other credit charges.			
	 Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Di 	etrict of	Columb	sia II C
	Commonwealth Territories, or U.S. possessions).	Strict Or	Colum	ла, О.О.
	Revenue from the sale of used equipment.			
	Mark "X"	2	018	
	if None \$ Bil.	Mil.	Thou.	Dol.
1.	Loan income from consumers - Include interest received,			
	origination, other fees received, and revenue from sales of loans.			
	Include secured (e.g., residential mortgages, home equity, vehicle, other) and unsecured loans			
2.	Loan income from businesses and governments - Include			
	interest received, origination, other fees received, and revenue from			
	sales of loans for commercial and industrial mortgages and other. Include government guaranteed loans, loans secured by accounts			
	receivables and inventories, and loans to government agencies and			
	foreign governments			
3.	Credit card income from consumers - Include interest, fees,		1 1	
	processing, insurance, and services			
4.	Credit card income from businesses and governments - Include interest, fees, processing, insurance, and services 2123			
5.	All other operating revenue - Revenue not reported in lines			
	1 through 4. If this item is greater than 20% of the total			
	operating revenue, specify the primary source of the revenue below ⊋			
	below y			
	1799	1 1	1 1	
6.	TOTAL OPERATING REVENUE		1 1	
	Sum of lines 1 through 5	1 1	1 1	

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7	No	t Ap _l	olical	ole.													
8	RE	VEN	UES	FRC)M ELE	CTRO	NIC S	SOUR	CES								
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		0040		Yes													
				No													
	В.				have				om cu	stomers	enterinç	j orders (directly o	n third-pa	rty websi	tes or	
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				No													
	C.									stomers (es, etc.) i			via any ot	her electr	onic syst	ems	
		0042		Yes													
				No													
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What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

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			ark "X" None	\$ Bil.	Mil.	2018 Thou.	Dol.
1.	Personnel Costs						
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c	1860					
3.	Expensed purchases of software - 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	1826					
1.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					
	b. Operating interest expense	0440					
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below	2110					
		1879			1 1		
5.	TOTAL OPERATING EXPENSES	400-					
æ	Sum of lines 1a through 4c	1900					
₩.	and 16 Not Applicable.						

SA-52200A (DRAFT) REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate w data were estimated.	age her
uata were estimateu.	

52210069

Name of persor	n to contact	regarding t	his report <i>(Please p</i>	orint)	Title								
	Area code		Number	Extension		Area code		Number					
Telephone			_		Fax								
								-					
E-mail address					Website address								



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-52200E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	J.	Dol.			
*		1	0	3	0	2	8	0	4	5	6	

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING ADDRES	S
		Is this firm's name a	n

nd mailing address the same as shown in the mailing address above?

0035	Ш	Yes
		No - Enter corrections in the mailing address above



B. SURVEY COVERAGE

Did this firm provide the business activities described below?

Form	SA-52200E (DRAFT)			Page 3
4	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	r that ir	cludes	at least six
	What time period is covered by the data provided in this report?		201	8
		В	eginnin	g Date
	Calendar year	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates	'	'	' ' '
	Fiscal or partial year - Report beginning and ending dates		Ending	Data
		Month	Day	Year
			247	
	8000			
5	Not Applicable.			
6	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	Amounts received for work subcontracted to others.			
	• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries,	branch	es, etc.	
	Dues and assessments from members and affiliates.			
	• Income from investments, sales of company-owned real estate (land and building) or other as held for resale), securities, gifts, loans, contributions, and grants.	ssets (e	xcept in	ventory
	• Interest earned from financing leases. Interest earned from sales, rent or lease under capital,	finance	. or full	pavout.
	Also include interest, dividends, and royalties.		, or rain	payoun
	 Net realized gains (losses) within specified area(s) of activity. 			
	• Rents from separately operated departments, concessions, etc., which are leased to others.			
	Revenues from electronic sources.			
	Exclude:			
	• Transfers made within the company.			
	 Net unrealized gains (losses). Taxes collected directly from customers or clients and paid directly to a local, state, or federa 	l tav an	ency	
	• Revenue of separately operated departments, concessions, etc., which are leased to others.	i tax ag	cricy.	
	• Revenue from customers for carrying or other credit charges.			
	Commissions from vending machine operators.			
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis	strict of	Columb	oia, U.S.
	Commonwealth Territories, or U.S. possessions). • Revenue from the sale of used equipment.			
	Mark "X" if None \$\\$Bil.	Mil.	018	Dol.
1.	Loan income from consumers - Include interest received.	IVIII.	Thou.	Doi.
١.	origination, other fees received, and revenue from sales of loans.			
	Include secured (e.g., residential mortgages, home equity, vehicle,	' '	1 1	' '
•	other) and unsecured loans			
2.	Loan income from businesses and governments - Include interest received, origination, other fees received, and revenue from			
	sales of loans for commercial and industrial mortgages and other.			
	Include government guaranteed loans, loans secured by accounts receivables and inventories, and loans to government agencies and		1 1	
	foreign governments			
3.	Credit card income from consumers - Include interest, fees,			
	processing, insurance, and services			
4.	Credit card income from businesses and governments -	1 1		1 1
	Include interest, fees, processing, insurance, and services 2123			
5.	All other operating revenue - Revenue not reported in lines 1 through 4. If this item is greater than 20% of the total			
	operating revenue, specify the primary source of the revenue			
	below 7			
	1799			
6.	TOTAL OPERATING REVENUE			
J.	Sum of lines 1 through 5			

orm	1 5/	A-52	200)E (I	RAFT)										Page
7	No	t App	olica	ble.											
8	RE	VEN	UES	FROI	I ELECT	RONIC	SOUR	CES							
	A.				nave an			om cust	tomers er	ntering	orders o	lirectly or	the firm	's website	s or
		0040		Yes											
				No											
	В.				nave an			om cust	tomers er	ntering	orders o	lirectly or	third-pai	ty websit	es or
		0041		Yes											
				No											
	C.								tomers er s, etc.) in		orders v	ia any otl	ner electr	onic syste	ms
		0042		Yes											
				No											
	D.				018 rev							2018			2018
					dollar a				je)	\$ Bil.	Mil.	Thou.	Dol.		Percent
that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available										OR ₂₅₀₁	%				
9-	Œ	No	t Ap	plicab	e.										

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

- Transfers made within the company.
- Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



							1 9 1
14	OPERATING EXPENSES - Continued						
		Ма	rk "X"			2018	
		if	None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs						
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1	1821					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c.	1000					
2	leased and rented equipment in line 4c	1860	ш				
3.	Expensed purchases of software - 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 1	1826					
4.	Other Operating Expenses						
-	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					
	 c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 	2110				, ,	
F		1879					
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4a			'	'		' '
	Sum of lines 1a through 4c	1900					
15	and 16 Not Applicable.						

	REMARKS - Please use data were estimated.	this spac	e to explain an	y significant ye	ar-to-year change	es, to clarify re	sponses, o	r indicate wh	here
	auta 11010 001111 1 1001								
	CONTACT INFORMAT	TION							
1				ac printl	Title				
	Name of person to contac	t regarding	this report (Plea	se print)	11610				
	Name of person to contact	t regarding	this report (Plea	se рини	THE				
	Area code	_	Number	Extension	THE	Area code	1	Number	

THANK YOU for completing your 2010 ANNUAL CERVICES REPORT
THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.
We suggest you keep a copy for your records.
WE SUUCEST YOU KEED A CODY TOT YOUT TECOTUS.

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration

2018 ANNUAL SERVICES REPORT

U.S. CENSUS BUREAU

FORM SA-52311A	(DRAFT)
Due Date	
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	\$ E	3il.		Mil.		T	hοι	ı.	Dol.			
-		I	0	3	0	2	8	0	4	5	6	

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A.	MAILING	ADDRESS
------	---------	---------

Is this firm's name and mailing address the same as shown in the mailing address above?

0035	Yes
	No - Enter corrections in the mailing address above



Form SA-52311A (DRAFT)

B. SURVEY COVERAGE

	Dic	l this	firm provide	e the bus	iness act	ivities d	escribe	d below	?						
	0001	Ш	Yes												
			No - Specify t	this firm's	s business	activity	7								
			0002												
2	Not Ap	plical	ble.												
3	ORGA	NIZA	TIONAL CHA	ANGE											
	A. Dic	l this	firm experie	ence any	acquisiti	ons, sale	es, merç	jers, an	d/or dive	stiture	s in 20	18?			
			Yes												
	0016		No - <i>Go to</i> 4												
	D 1411								0403						
			of the followir I that apply. If i							the rer	ortina	period	. explai	n in 🕡.	
)	one org	<u>-</u>	ar errarry		oa aag	,		Month		Yea	ır
			Acquisition												
			Sale		of organiz	ational ci	hange .				. 0018				
	0091	П	Merger	AND											
			Merger	Enter	r detailed i	nformatio	on belov	7							
			Divestiture												
	001	7 Nam	ne of company								0019 E	IN (9 dig	jits)		
												_			
	Ad	dress ((Number and str	reet, P.O. E	Box, etc.)										
			,	,											
	Cit	v. towi	n, village, etc.							State	ZIP Co	de			
	0	,, 1011.	ii, riiiago, otoi							- Ctuto					1
													-		

Forn	1 SA-52311A (DRAFT)			Page 3
4	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	r that ir	ncludes	at least six
	What time period is covered by the data provided in this report?		201	
	☐ Calendar year		Beginning	
	0006	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			
			Ending	Date
		Month	Day	Year
			1	
	0008			
5	Not Applicable.			
6	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	Amounts received for work subcontracted to others.			
	• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries	, branch	nes, etc.	
	• Dues and assessments from members and affiliates.	,	,	
	• Income from investments, sales of company-owned real estate (land and building) or other a	ssets (e	xcept in	ventory
	held for resale), securities, gifts, loans, contributions, and grants.			
	• Interest earned from financing leases. Interest earned from sales, rent or lease under capital,	finance	, or full	payout.
	Also include interest, dividends, and royalties.			
	Net realized gains (losses) within specified area(s) of activity. Posts from apparetally apparetal departments, apparetially apparetally app			
	 Rents from separately operated departments, concessions, etc., which are leased to others. Revenues from electronic sources. 			
	Exclude:			
	Transfers made within the company. Net a real in the circle (transpar).			
	Net unrealized gains (losses). The search of the form of the search of the searc			
	• Taxes collected directly from customers or clients and paid directly to a local, state, or federal	ıı tax ag	jency.	
	 Revenue of separately operated departments, concessions, etc., which are leased to others. Revenue from customers for carrying or other credit charges. 			
	Commissions from vending machine operators.			
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Districtions) 	strict of	Columb	ia U.S
	Commonwealth Territories, or U.S. possessions).	511101 01	Columb	ia, 0.0.
	Revenue from the sale of used equipment.			
	Mark "X"	2	018	
	if None \$ Bil.	Mil.	Thou.	Dol.
1.	Securities origination products - These products assist the issuers			
	of securities (businesses and governments) in creating their securities			
	and having them distributed to the investing public. The service may			
	involve advising the issuer, purchasing the securities and selling them (underwriting), or acting as an agent in marketing the securities 2161			
2				
2.	Brokering and dealing products - debt instruments - Brokering and dealing in debt instruments (e.g., bills, bonds, notes, CDs,			
	Guaranteed Investment Contracts (GICs), commercial paper, bankers			
	acceptances, all other debt instrument products)			
3.	Brokering and dealing products - equities - Brokering and dealing			
	in equity securities (e.g., common stock, preferred stock, convertible bonds, warrants, industrial corporations, commercial corporations,			
	non-financial services corporations, financial corporations, holding			
	companies, American Depository Receipts, Estate Contribution	1 1	1 1	
	Certificates, and all other equity products)			
4.	Brokering and dealing products - derivative contracts -			
	Brokering and dealing derivative contracts (e.g., forward, swap, option, credit derivative contracts, all other derivative contracts			
	traded over-the-counter or on exchanges)		1	
5.	Brokering and dealing investment company securities -			
Ψ.	Brokering and dealing investment company securities (e.g., mutual			
	funds, closed-end funds, unit investment trusts)			
	CONTINUE WITH 6 ON PAGE 4			

FOIII	SA-52311A (DRAFT)				Page 4
6	SALES, RECEIPTS, OR REVENUE - Continued				
		Mark "X"		2018	
		if None	\$ Bil.	Mil. Tho	ou. Dol.
6.	Repurchase agreements - net gains (losses) - The sale of a security to a counterparty for cash with an agreement to repurchase it at a fixed price on a specified future date. A reverse repurchase agreement is from the perspective of the counterparty to a repurchase agreement, i.e., the purchase of a security from a counterparty for cash with an agreement to sell it at a fixed price on a specified future date				
7.	Trading debt instruments on own account - net gains (losses) - Gains made from buying and selling debt securities on own account 2165				
8.	Trading equities on own account - net gains (losses) - Gains made from buying and selling equity securities on own account 2166				
9.	Trading derivative contracts on own account - net gains (losses) - Gains made from buying and selling derivative contracts on own account				
10.	Financial Planning and Investment Management Products				
	a. Financial planning and investment management services for individuals - Providing financial planning, advisory, and investment management services for private individuals 2104				
	b. Financial planning and investment management services for businesses and governments - Providing financial planning, advisory, and investment management services for businesses and governments				
11.	All other operating revenue - Revenue not reported in lines 1 through 10b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7				
	1799				
12.	TOTAL OPERATING REVENUE				
	Sum of lines 1 through 11				
7	Not Applicable.				
8	A. Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes	directly	on the fir	m's website	es or
	No B. Did this firm have any revenues from customers entering orders	directly	on third-r	arty wahei	tae ar
	mobile applications in 2018?	unectly	on tilla-k	arty Websi	les of
	Ves Out				
	NoDid this firm have any revenues from customers entering orders	via any c	other elec	tronic syste	ems
	(such as private networks, dedicated lines, etc.) in 2018?				
	0042				
	No				
	D. Of the total 2018 revenues reported in © ,	2018			2018
	what was the dollar amount (or percentage) that was from the revenues identified in \$ Bil. Mil.	Thou.	Dol.		Percent
	A-C above? Please provide an estimate if exact figures are not available			OR ₂₅₀₁	%

orm	1 SA-52311A (DRAFT)					Page !					
9	Not Applicable.										
13	EXPORT REVENUE										
	An exported service is a service performed for a customer or client (individual establishment, etc.) located outside the United States (i.e., outside the 50 State Commonwealth Territories, or U.S. possessions).	al, gove tes, Disi	rnment trict of	, busines. Columbia	s , U.S.						
	Include: • Services performed for unaffiliated and affiliated foreign firms (i.e., foreign p	oarent f	irms. s	ubsidiarie	es. branche	es. etc.).					
	Exclude:	paront i		aborararre	o, Branone	,0, 0:0:,:					
	• Services provided to domestic subsidiaries of foreign firms.										
	A. Did the revenue reported in 3 include any revenue from exports?										
	□ Yes										
	No - Go to 12										
					2018						
			\$ Bil.	Mil.	Thou.	Dol.					
	B. What was this firm's revenue from exports in 2018?	. 2100									
14	OPERATING EXPENSES										
	What were the operating expenses for this firm in 2018?										
	Exclude:										
	Transfers made within the company.										
	Capitalized expenses.										
	Bad debt. In a prime and										
	Impairment. Income tax.										
	 Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). 	e the 50	states,	District of	of Columbi	a, U.S.					
	Gross annual payroll										
	Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.										
	Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.										
	All other operating expenses										
	Include travel and entertainment; postage, shipping or delivery services; war security services; janitorial and grounds maintenance services; purchased trar expenses not reported elsewhere.										
	N.	1ark "X"			2018						
		f None	\$ Bil.	Mil.	Thou.	Dol.					
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	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the		1								
	spread on stock options that are taxable to employees as wages 1821										
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	insurance programs, life insurance benefits, Medicare). Exclude		1	1 1							

CONTINUE WITH 14 ON PAGE 6

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			2010	
Mark "X" if None	\$ Bil	Mil		Dol.
	7 DII.	141115	THOU.	2011
	<u> </u>	' '		' '
	Mark "X" if None			

	REMARKS - Please use this space to explain any significant yea data were estimated.	1-to-year changes, to clarify responses, or indicate where
)	CONTACT INFORMATION	
	Name of person to contact regarding this report (Please print)	Title
	Area code Number Extension	Area code Number
	Telephone -	Fax -
	E-mail address	Website address
	L-IIIaii auuress	Traditio didirect



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-52311E

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→		1	0	3	0	2	8	0	4	5	6

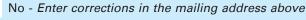
nclude

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1	A.	MAILING ADDRESS	3
		la thia firm's name as	_

Is this firm's name and mailing address the same as shown in the mailing address above?

	ш	Yes
0035		
		No - Enter corrections in the ma





ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in 12.	Did this firm provide the business activities described below? Yes No - Specify this firm's business activity 7 **Teporal EmpLoyer IDENTIFICATION NUMBER (EIN)** Does this firm report payroll under EIN Yes **ONS No - Enter current 9-digit EIN AND date payroll was first reported for this EIN ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? **Pes** **ONS ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Check all that apply. If more than one organizational changes occurred during the reporting period, explain in **ONS** Acquisition Date of organizational change occurred during the reporting period, explain in **ONS** Acquisition Date of organizational change AND Enter detailed information below 7 Divestiture Corn Name of company **Company** **Co	ON OLOTTE (DRAFT)	
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		City, town, village, etc.	ZIP Code

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4)	REPORTING PERIOD					
1	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal y months of data for the 2018 calendar year.	ear that i	ncludes	at least six		
	What time period is covered by the data provided in this report?	2018				
	Colondarysas		Beginnin			
C	Calendar year	Month	Day	Year		
	Fiscal or partial year - Report beginning and ending dates)7				
			Ending	Date		
		Month	ī	Year		
	000)8				
1	Not Applicable.					
) ;	SALES, RECEIPTS, OR REVENUE					
١	What were the revenues for this firm in 2018?					
	include:					
	Report gross billings, except where noted elsewhere on the form.					
	Amounts received for work subcontracted to others.		_			
	Revenue from services performed by domestic locations of foreign parent firms, subsidiarie	es, branc	hes, etc.			
	Dues and assessments from members and affiliates.	acceta /	avoont in	wontor:		
•	 Income from investments, sales of company-owned real estate (land and building) or other held for resale), securities, gifts, loans, contributions, and grants. 	assets (e	except in	iventory		
4	Interest earned from financing leases. Interest earned from sales, rent or lease under capital	ıl, finance	e, or full	payout.		
	Also include interest, dividends, and royalties.	·	•	' '		
	Net realized gains (losses) within specified area(s) of activity.					
	Rents from separately operated departments, concessions, etc., which are leased to others.					
	Revenues from electronic sources.					
F	Exclude:					
	Transfers made within the company.					
•	Transfers made within the company. Net unrealized gains (losses).					
•	 Transfers made within the company. Net unrealized gains (losses). Taxes collected directly from customers or clients and paid directly to a local, state, or federal 		gency.			
•	• Transfers made within the company. • Net unrealized gains (losses). • Taxes collected directly from customers or clients and paid directly to a local, state, or fede • Revenue of separately operated departments, concessions, etc., which are leased to others.		gency.			
•	• Transfers made within the company. • Net unrealized gains (losses). • Taxes collected directly from customers or clients and paid directly to a local, state, or fede • Revenue of separately operated departments, concessions, etc., which are leased to others. • Revenue from customers for carrying or other credit charges.		gency.			
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	• Transfers made within the company. • Net unrealized gains (losses). • Taxes collected directly from customers or clients and paid directly to a local, state, or fede • Revenue of separately operated departments, concessions, etc., which are leased to others. • Revenue from customers for carrying or other credit charges. • Commissions from vending machine operators.	•		oia, U.S.		
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FORM	SA-52311E (DRAFT)				Page 4
6	SALES, RECEIPTS, OR REVENUE - Continued				
		Mark "X"		2018	
		if None	\$ Bil.	Mil. Thou	ı. Dol.
6.	Repurchase agreements - net gains (losses) - The sale of a security to a counterparty for cash with an agreement to repurchase it at a fixed price on a specified future date. A reverse repurchase agreement is from the perspective of the counterparty to a repurchase agreement, i.e., the purchase of a security from a counterparty for cash with an agreement to sell it at a fixed price on a specified future date				
7.	Trading debt instruments on own account - net gains (losses) - Gains made from buying and selling debt securities on own account 2165				
8.	Trading equities on own account - net gains (losses) - Gains made from buying and selling equity securities on own account 2166				
9.	Trading derivative contracts on own account - net gains (losses) - Gains made from buying and selling derivative contracts on own account				
10.	Financial Planning and Investment Management Products				
	a. Financial planning and investment management services for individuals - Providing financial planning, advisory, and investment management services for private individuals 2104				
	b. Financial planning and investment management services for businesses and governments - Providing financial planning, advisory, and investment management services for businesses and governments				
11.	All other operating revenue - Revenue not reported in lines 1 through 10b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7				
	1799				
12.	TOTAL OPERATING REVENUE Sum of lines 1 through 11				
7	Not Applicable.				
8	REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes	directly	on the fir	m's website	s or
	0040 No				
	B. Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes	directly	on third-p	earty website	es or
	□ NoC. Did this firm have any revenues from customers entering orders	vio ony a	othor olog	trania aveta	****
	(such as private networks, dedicated lines, etc.) in 2018?	via ally C	other elec	troilic syste	iiis
	Ves 0042				
	□ No				
	D. Of the total 2018 revenues reported in 6 ,	2018			2018
	what was the dollar amount (or percentage) that was from the revenues identified in \$ Bil. Mil.	Thou.	Dol.		Percent
	A-C above? Please provide an estimate if exact figures are not available			OR ₂₅₀₁	%

Form	SA-5231	1E	(DRAFT)
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9-12	Not Applicable.
6 6	Not Applicable.

13	EX	POR	T R	EVE	NUI

An exported service is a service 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:

• Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 1

В.	What was this	s firm's revenue	from exports in	2018? .				2100

	2	2018	
\$ Bil.	Mil.	Thou.	Dol.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X"	2018							
if None	\$ Bil.	Mil.	Thou.	Dol.				

1. Personnel Costs

- a. Gross annual payroll Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821
- b. Employer's cost for fringe benefits 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, life insurance benefits, Medicare). Exclude employee contributions.

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CONTINUE WITH 14 ON PAGE 6

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Mark "X"			2018	
if None	\$ Bil.	Mil.	Thou.	Dol.
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18	CONTACT IN	FORMATIO	N				
	Name of persor	n to contact re	egarding this report (<i>Please p</i>	Title			
		Area code	Number	Extension		Area code	Number
	Telephone				Fax		-
	E-mail address			Website address			
	•	THAN	K YOU for completing	vour 2018 A	NINITAL SERVICE	S REPORT	

We suggest you keep a copy for your records.

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-52312A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in 0.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.			Mil.		1	hοι	١.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A	. MA
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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



rorn	1 5 <i>F</i>	1-52312A	(DRAFT)											Page
0	В.	SURVEY C	OVERAGE											
		Did this fir	rm provide 1	the busi	ness ac	tivities c	describe	ed below	?					
		☐ Ye	es											
		0001 No	o - Specify th	his firm's	busines	s activity	7							
			,			,	,							
		000)2											
2	No	Applicable.												
3	OR	GANIZATIO	ONAL CHAI	NGE										
	A.	Did this fir	rm experien	nce any a	acquisit	ions, sal	les, mer	gers, and	l/or dives	titure	in 20	18?		
		□ Ye	es											
			o - Go to 4											
	В.	Which of t	he followin	na oraani	izationa	ıl change	es occu	rred in 20	018?					
			at apply. If n							the rep	orting	period	explai	n in 🛈.
		Δc	equisition									Month	Day	Year
				Date o	of organi	zational d	change				. 0018			1 1 1
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		☐ Me	erger	Enter	detailed	informati	ion belo	w⊋						
		☐ Div	vestiture											
		0017 Name o	of company	/							0019 EI	N (9 dig	ıits)	
											1	-		
		Address (Nu	ımber and stre	eet, P.O. Bo	ox, etc.)						I			
		City, town, v	rillage, etc.							State	ZIP Co	de		
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rm	SA-52312A (DRAFT)		that in	ncludes	at least	six
	REPORTING PERIOD		that in	ncludes	at least	six
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal months of data for the 2018 calendar year.	year	tildt ii	ioidaco	at loadt	0.70
	What time period is covered by the data provided in this report?			201	18	
			В	eginnir	ng Date	
	Calendar year		Month	Day	Year	
	5 Since I as position was a Report to a single and and in a date.					1
	Fiscal or partial year - Report beginning and ending dates	0007		F.,	Dete	
			Month	Ending Day	Year	
			IVIOIILII	Day	Toai	
	C	8000				
	Not Applicable.					
	SALES, RECEIPTS, OR REVENUE					
)	What were the revenues for this firm in 2018?					
	Include:					
	• Report gross billings, except where noted elsewhere on the form.					
	Amounts received for work subcontracted to others.					
	• Revenue from services performed by domestic locations of foreign parent firms, subsidia	ries,	branch	ies, etc		
	Dues and assessments from members and affiliates.					
	 Income from investments, sales of company-owned real estate (land and building) or other held for resale), securities, gifts, loans, contributions, and grants. 	er as	sets (e	xcept ii	nventory	
	 Interest earned from financing leases. Interest earned from sales, rent or lease under capit 	tal f	finance	or full	l navout	
	Also include interest, dividends, and royalties.	tui, i	manoo	, 01 1411	i payout.	
	Net realized gains (losses) within specified area(s) of activity.					
	• Rents from separately operated departments, concessions, etc., which are leased to other	S				
		٠.				
	Revenues from electronic sources.	0.				
	Exclude:	0.				
	Exclude: • Transfers made within the company.	0.				
	Exclude: • Transfers made within the company. • Net unrealized gains (losses).					
	Exclude: • Transfers made within the company. • Net unrealized gains (losses). • Taxes collected directly from customers or clients and paid directly to a local, state, or fee	deral	tax ag	ency.		
	Exclude: • Transfers made within the company. • Net unrealized gains (losses). • Taxes collected directly from customers or clients and paid directly to a local, state, or fee. • Revenue of separately operated departments, concessions, etc., which are leased to other	deral	tax ag	ency.		
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	Exclude: • Transfers made within the company. • Net unrealized gains (losses). • Taxes collected directly from customers or clients and paid directly to a local, state, or fed. • Revenue of separately operated departments, concessions, etc., which are leased to other. • Revenue from customers for carrying or other credit charges. • Commissions from vending machine operators. • Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Commonwealth Territories, or U.S. possessions). • Revenue from the sale of used equipment. **Mark "X" if None \$\\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$	deral rs. , Dist	trict of	Colum 018		
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	Exclude: Transfers made within the company. Net unrealized gains (losses). Taxes collected directly from customers or clients and paid directly to a local, state, or fed Revenue of separately operated departments, concessions, etc., which are leased to other Revenue from customers for carrying or other credit charges. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Commonwealth Territories, or U.S. possessions). Revenue from the sale of used equipment. Brokering and dealing products - derivative contracts - Brokering and dealing derivative contracts (e.g., forward, swap, option, credit derivative contracts, all other derivative contracts traded over-the-counter or on exchanges) Brokering and dealing products - equities - Brokering and dealing in equity securities (e.g., common stock, preferred stock, convertible bonds, warrants, industrial corporations, commercial corporations, non-financial services corporations, financial corporations, holding companies, American Depository Receipts, Estate Contribution Certificates, and all other equity products) Brokering and dealing foreign currency fees - wholesale - Brokering and dealing foreign currencies, on a wholesale basis, for a fee. Exclude retail buying and selling of currencies Brokering and dealing other financial instruments - Brokering and dealing financial instruments, not elsewhere specified. Include commodity pools and face-amount certificates Trading derivative contracts on own account - net gains (losses) - Gains made from buying and selling derivative contracts on on account - net gains on own account - net ga	deral rs. , Dist	trict of	Colum 018		

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Form	SA-52312A (DRAFT)					Page 4
6	SALES, RECEIPTS, OR REVENUE - Continued					
Ŭ		Mark "X"			2018	
7.	Management of financial market clearing products - Services that provide an infrastructure for conducting trades in securities and commodity contracts, clearing and settlement services for securities, and commodities contracts and payments. Include services that allow trade execution to take place on exchanges or over-the-counter	if None	\$ Bil.	Mil.	Thou	. Dol.
8.	and clearing and settlement services for those trades					
	1799					
9.	TOTAL OPERATING REVENUE					
	Sum of lines 1 through 8					
7	Not Applicable.					
8	REVENUES FROM ELECTRONIC SOURCES					
	A. Did this firm have any revenues from customers entering orders mobile applications in 2018?	directly	on the f	irm's w	vebsites	s or
	□ Yes					
	□ No					
	B. Did this firm have any revenues from customers entering orders mobile applications in 2018?	directly	on third	-party	website	es or
	O041 Yes					
	□ No					
	C. Did this firm have any revenues from customers entering orders (such as private networks, dedicated lines, etc.) in 2018?	via any o	other ele	ectronic	c systei	ns
	□ Yes					
	□ No					
	D. Of the total 2018 revenues reported in 6 ,	2018			ſ	2018
	what was the dollar amount (or percentage) that was from the revenues identified in \$ Bil. Mil.	Thou.	Dol		•	Percent
	A-C above? Please provide an estimate if exact figures are not available			0	R ₂₅₀₁	%
9-	Not Applicable.					

13 EXPORT REVENUE

An exported service is a service 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

• Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 1

	\$ Bil.	Mil.	Thou.	Dol.
100		1 1	1 1	1 1

B. What was this firm's revenue from exports in 2018?

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- · Capitalized expenses.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X"			2018	
if None	\$ Bil.	Mil.	Thou.	Dol.

1. Personnel Costs

- a. Gross annual payroll Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821
- b. Employer's cost for fringe benefits 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, life insurance benefits, Medicare). Exclude employee contributions.

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CONTINUE	WITH 14	ON PAGE 6
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resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c						
1. Personnel Costs - Continued c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include materials and supplies used in providing services to others; materials and parts used in repairs; office and jaintorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 and leased and rented equipment in line 4c. Expensed purchases of software - 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 leased and anantenance fees related to software upgrades and alterations lease. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, oppyrights). Exclude impairment lease agreements, copyrights). Exclude impairment lease agreements, oppyrights). Exclude impairment lease and non-operating expenses of the expense of the expense of the expense of the e	4	OPERATING EXPENSES - Continued				
1. Personnel Costs - Continued c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services 2. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c. 3. Expensed purchases of software - 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 1826 4. Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets owned and used by this firm, tangible assets and amortization charges against intangible assets owned by this firm within leaseholds, tangible expenses. All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7			\$ Ril	Mil		Dol
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1	Parsannal Casts - Continued	 Ψ DII.	IVIII.	Tilou.	Doi.
2. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c		c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits,	ı			1 1
3. Expensed purchases of software - 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		Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and				
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	3.	Expensed purchases of software - 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				
charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment						
c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below? 5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4c		charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets				
not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4c		b. Operating interest expense	L			
5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4c		instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the				
5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4c		1970	'			
15 and 16 Not Applicable.	5.	TOTAL OPERATING EXPENSES				

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REMARKS - data were est	Please use this spinmated.	ace to explain any	significant yea	r-to-year changes, t	o clarify resp	onses, or in	dicate wher
CONTACT IN	NFORMATION						
Name of perso	n to contact regardi	ing this report (<i>Please</i>	print)	Title			
Telephone	Area code	Number	Extension	Fax	Area code	Nun	nber
rolophono	<u> </u>		1	Tux		_	
		-					
E-mail address		-		Website address			
		-		Website address			



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-52312E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ I	Bil.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING	ADDRESS
		le this firm	's name an

name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



0	LL (DRAFI)			rug
B. SURV	Y COVERAGE			
Did th	s firm provide the business activities described below?			
	Yes			
0001	165			
	No - Specify this firm's business activity			
	0002			
EDERAI	EMPLOYER IDENTIFICATION NUMBER (EIN)			
	firm report payroll under EIN			
0013	es	EINI /	0 1: :-)	
	o - Enter current 9-digit EIN AND date payroll was first	EIN (S	9 digits)	<u> </u>
	reported for this EIN		-	
			Month Day	Year
			World Buy	T GGI
		8800		
ORGANIZ	ATIONAL CHANGE			
	s firm experience any acquisitions, sales, mergers, and/or divestiture	s in 20	018?	
0016	Yes			
	No - Go to 4			
	of the following organizational changes occurred in 2018? Ill that apply. If more than one organizational change occurred during the rep	ortina	nariad avala	in in 🗗
CHECK	in that apply. If more than one organizational change occurred during the rep	orung		
	Acquisition		Month Day	Year
_	Date of organizational change	. 0018		1 1 1
0091	Sale AND			
	Merger			
_	Enter detailed information below?			
L	Divestiture			
0017 N	me of company	0010 E	IN (9 digits)	
0017 IN	me of company	0019 E	in (9 digits)	
			-	
Addres	(Number and street, P.O. Box, etc.)			
City to	en villago etc	ZIP Co	ndo.	
City, to	vn, village, etc. State	ZIF CO	oue -	
			_	

_		rt for the	fiscal ve	ear that in	ncludes	at leas	st six
4	REPORTING PERIOD	rt for the	fiscal ye	ear that in	ncludes	at leas	st six
	NOTE: Calendar year data are preferred. If they are unavailable, please report	it ioi tile	,				
	months of data for the 2018 calendar year. What time period is covered by the data provided in this report?				201	10	
	what time period is covered by the data provided in this report:			Е	Beginnir		•
	☐ Calendar year			Month	Day	Ye	
(Figure or partial year. Papart beginning and anding dates		000	_			
	Fiscal or partial year - Report beginning and ending dates		000	/	Ending	Date	
				Month	Day	Ye	ar
			000	8			
	Not Applicable.						
	SALES, RECEIPTS, OR REVENUE						
	What were the revenues for this firm in 2018?						
	Include:						
	• Report gross billings, except where noted elsewhere on the form.						
	 Amounts received for work subcontracted to others. Revenue from services performed by domestic locations of foreign parent 	firme eu	heidiaria	e hranck	nas atc		
	• Dues and assessments from members and affiliates.	iiiiiis, su	DSIGIATIO	ss, branci	165, 616	•	
	• Income from investments, sales of company-owned real estate (land and b	uilding)	or other	assets (e	xcept i	nvento	ry
	held for resale), securities, gifts, loans, contributions, and grants. Interest earned from financing leases. Interest earned from sales, rent or le	aco unde	or canita	L finance	or full	l navou	.+
•	Also include interest, dividends, and royalties.	ase unut	ет сарпа	i, illialice	, or run	i payou	11.
	 Net realized gains (losses) within specified area(s) of activity. 						
	 Rents from separately operated departments, concessions, etc., which are 						
	- Payanyaa frama alaatrania aayraa	leased to	others.				
•	Revenues from electronic sources. From the second se	leased to	others.				
•	Exclude:	leased to	others.				
		leased to	others.				
	Exclude: Transfers made within the company. Net unrealized gains (losses). Taxes collected directly from customers or clients and paid directly to a loc	cal, state,	, or fede	-	gency.		
	Exclude: Transfers made within the company. Net unrealized gains (losses). Taxes collected directly from customers or clients and paid directly to a loc. Revenue of separately operated departments, concessions, etc., which are	cal, state,	, or fede	-	gency.		
	Exclude: • Transfers made within the company. • Net unrealized gains (losses). • Taxes collected directly from customers or clients and paid directly to a loc • Revenue of separately operated departments, concessions, etc., which are • Revenue from customers for carrying or other credit charges.	cal, state,	, or fede	-	gency.		
	Exclude: Transfers made within the company. Net unrealized gains (losses). Taxes collected directly from customers or clients and paid directly to a loc. Revenue of separately operated departments, concessions, etc., which are Revenue from customers for carrying or other credit charges. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside	cal, state, leased to	, or fede o others.		·	bia, U.S	S.
	Exclude: • Transfers made within the company. • Net unrealized gains (losses). • Taxes collected directly from customers or clients and paid directly to a loc • Revenue of separately operated departments, concessions, etc., which are • Revenue from customers for carrying or other credit charges. • Commissions from vending machine operators. • Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions).	cal, state, leased to	, or fede o others.		·	bia, U.S	S.
	Exclude: Transfers made within the company. Net unrealized gains (losses). Taxes collected directly from customers or clients and paid directly to a loc. Revenue of separately operated departments, concessions, etc., which are Revenue from customers for carrying or other credit charges. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). Revenue from the sale of used equipment.	cal, state, leased to e the 50	, or fede o others.	District of	Colum	bia, U.S	S.
	Exclude: Transfers made within the company. Net unrealized gains (losses). Taxes collected directly from customers or clients and paid directly to a loc. Revenue of separately operated departments, concessions, etc., which are Revenue from customers for carrying or other credit charges. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). Revenue from the sale of used equipment.	cal, state, leased to	, or fede o others. states, C	District of	Colum		
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	Exclude: Transfers made within the company. Net unrealized gains (losses). Taxes collected directly from customers or clients and paid directly to a loc. Revenue of separately operated departments, concessions, etc., which are Revenue from customers for carrying or other credit charges. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). Revenue from the sale of used equipment. Brokering and dealing products - derivative contracts - Brokering and dealing derivative contracts (e.g., forward, swap,	cal, state, leased to e the 50 <i>Mark</i> "X"	, or fede o others. states, C	District of	Colum		
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6	SALES, RECEIPTS, OR REVENUE -	Continued					
				Mark "X"		2018	
				if None	\$ Bil. Mi	l. Thou	ı. Dol.
7.	Management of financial market of that provide an infrastructure for cond commodity contracts, clearing and set and commodities contracts and paym allow trade execution to take place on and clearing and settlement services for	ducting trades in securities and ttlement services for securities ents. Include services that a exchanges or over-the-counte	s, er				
8.	All other operating revenue - Reve 1 through 7. If this item is greater operating revenue, specify the pribelow 7	nue not reported in lines than 20% of the total					
			1799				
9.	TOTAL OPERATING REVENUE Sum of lines 1 through 8		1800				
7	Not Applicable.						
8	REVENUES FROM ELECTRONIC SO	DURCES					
	A. Did this firm have any revenues mobile applications in 2018?	s from customers entering	orders o	lirectly	on the firm	's website	s or
	O040 Yes						
	No						
	B. Did this firm have any revenue mobile applications in 2018?	s from customers entering	orders o	directly	on third-pai	rty websit	es or
	☐ Yes						
	□ No						
	C. Did this firm have any revenues (such as private networks, ded	s from customers entering icated lines, etc.) in 2018?	orders v	ia any o	other electr	onic syste	ms
	O042 Yes						
	□ No						
	D. Of the total 2018 revenues rep			2018			2018
	what was the dollar amount (or that was from the revenues ide		Mil.	Thou.	Dol.		Percent
	A-C above? Please provide an e exact figures are not available.	estimate if				OR ₂₅₀₁	%
9-	Not Applicable.						

2018

Thou.

Dol.

Mil.

1.

13	EXPORT	REVENUE
w	LAFORT	MEVENOL

An exported service is a service 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

• Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 1

		_		
	\$ Bil.	Mil.	Thou.	Dol.
B. What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- · Capitalized expenses.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

Pe	ersonnel Costs								
a.	Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944								
	Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182	21		ı		1	1		
b.	Employer's cost for fringe benefits - 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 henefit pension plans:								

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, life insurance benefits, Medicare). Exclude
employee contributions

CONTINUE WITH	4 ON PAGE 6
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. 1822

14	OPERATING EXPENSES - Continued					
	C. L. C. T. C.	Manta IIXII			2018	
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs - Continued					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services		<u> </u>	1 1		1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c					
3.	Expensed purchases of software - 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 1826					
4.	Other Operating Expenses					
	 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					
	1879	Ш				
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4c		'	1 1		
	and 16 Not Applicable.					

Form	SA-	5231	12E	(DRAFT)
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REMARKS - data were es	Please use this spatimated.	ace to explain any si	gnificant yea	r-to-year changes, t	o clarify respon	ses, or indicate where
CONTACT	NFORMATION					
		ng this report (<i>Please p</i>	orint)	Title		
		·				
T. I.	Area code	Number	Extension	-	Area code	Number
Telephone		- -		Fax		-
E-mail addres	S			Website address		
				I and the second		

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-52390A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This https://portal.census.gov	s survey should be completed online at: To view Survey Results: https://www.census.gov/programs-surveys/sas.html
• Any significant change i	n this firm's operations should be noted in ① .
, ,	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
	r two or more detailed lines.
Report data on an accruFigures should be round	al basis, except for payroll. \$Bil. Mil. Thou. Dol.
• If a figure is \$1,030,280,4	456 it should be reported as ———————————————————————————————————
Include: • Data for all Services esta	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
 Data for auxiliary facilities 	as defined by the survey coverage in 1 B. es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
ls this firm's name and	d mailing address the same as shown in the mailing address above?
O035 No - Enter co	prrections in the mailing address above

B. SURVEY COVERAGE Did this firm provide the business activities described below? No - Specify this firm's business activity 7	m 5A	1-5 2	390	(DRAFT)	1																																					۲	'ag	;
Not Applicable. ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? 'Yes OTE No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in C. Acquisition Acquisition Sale OBS OBS OBS OBS OBS OBS OBS OBS OBS OBS																																												
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City, town, village, etc. State ZIP Code		Add	ress (Number and	l stre	eet, P.	.O. B	Box,	х, є	eto	tc.)	:.)																																Ī
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Form	SA-52390A (DRAFT)			Page 3
4	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	r that i	ncludes	at least six
	What time period is covered by the data provided in this report?		201	
	Colondon		Beginnin	
	Calendar year	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			
	The second of partial forms of the second of		Ending	Date
		Month	Day	Year
	8000			
5	Not Applicable.			
6	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	Amounts received for work subcontracted to others.			
	• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries	, brancl	nes, etc.	
	• Dues and assessments from members and affiliates.			
	 Income from investments, sales of company-owned real estate (land and building) or other a held for resale), securities, gifts, loans, contributions, and grants. 	ssets (e	except in	rventory
	 Interest earned from financing leases. Interest earned from sales, rent or lease under capital, 	finance	or full	navout
	Also include interest, dividends, and royalties.	manec	,, or run	payout.
	• Net realized gains (losses) within specified area(s) of activity.			
	• Rents from separately operated departments, concessions, etc., which are leased to others.			
	Revenues from electronic sources.			
	Exclude:			
	• Transfers made within the company.			
	 Net unrealized gains (losses). Taxes collected directly from customers or clients and paid directly to a local, state, or federal 	al tav ar	ancv	
	• Revenue of separately operated departments, concessions, etc., which are leased to others.	ii tax aş	jeriey.	
	Revenue from customers for carrying or other credit charges.			
	Commissions from vending machine operators.			
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis	strict of	Columb	oia, U.S.
	Commonwealth Territories, or U.S. possessions). • Revenue from the sale of used equipment.			
	Mark "X" if None \$ Ril \$		2018	5.1
4	<u>ФВп.</u>	Mil.	Thou.	Dol.
1.	Financial Planning and Investment Management Products			
	a. Financial planning and investment management services for individuals - Providing financial planning, advisory, and			
	investment management services for private individuals. Report	1 1		1 1
	corresponding services for trust accounts in line 3 2104			
	b. Financial planning and investment management services for businesses and governments - Providing financial planning,			
	advisory, and investment management services for businesses			
	and governments			
2.	Brokering and dealing products - equities - Brokering and dealing			-
	in equity securities (e.g., common stock, preferred stock, convertible bonds, warrants, industrial corporations, commercial corporations,			
	non-financial services corporations, financial corporations, holding			
	companies, American Depository Receipts, Estate Contribution Certificates, and all other equity products)			
3.	Trust products - Trust products involve one party establishing a			
J .	fiduciary relationship with a second party, such that the second party			
	manages property for the benefit of either the first party or others 6411			
	CONTINUE WITH 6 ON PAGE 4			

rm 5	A-5239UA (DRAFT)								
6 S/	ALES, RECEIPTS, OR REVENUE - Continued								
				Mark "X"			2018		
				if None	\$ Bil.	Mil.	Tho	u.	Dol.
1a op	Il other operating revenue - Revenue not reported in line a through 3. If this item is greater than 20% of the toperating revenue, specify the primary source of the release.	otal							
			1799						
	OTAL OPERATING REVENUE um of lines 1a through 4		. 1800						
No	ot Applicable.								
RE	EVENUES FROM ELECTRONIC SOURCES								
A.	. Did this firm have any revenues from customers en mobile applications in 2018?	ntering o	rders (lirectly	on the	firm's	website	es or	
	O040 Yes								
	□ No								
В.	Did this firm have any revenues from customers en mobile applications in 2018?	ntering o	rders (lirectly	on thir	d-party	/ websit	tes or	r
	☐ Yes								
	□ No								
C.	No Did this firm have any revenues from customers en (such as private networks, dedicated lines, etc.) in 2	ntering or 2018?	rders v	via any o	other el	ectron	iic syste	ems	
C.	. Did this firm have any revenues from customers en	ntering or 2018?	rders v	via any o	other el	ectron	nic syste	ems	
C.	Did this firm have any revenues from customers en (such as private networks, dedicated lines, etc.) in 2	ntering or 2018?	rders \	via any (other e	ectron	ic syste	ems	
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	Did this firm have any revenues from customers en (such as private networks, dedicated lines, etc.) in 2 Yes	2018?		2018			iic syste		2018
	Did this firm have any revenues from customers en (such as private networks, dedicated lines, etc.) in 2 Yes No Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage) that was from the revenues identified in	tering or 2018?					ic syste		
	Did this firm have any revenues from customers en (such as private networks, dedicated lines, etc.) in 2 Yes No Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage)	2018?		2018		ol.	or 2501		2018 ercent
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- · Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment: postage, shipping or delivery services; warehousing and storage services; royalties;

	Mark "X"			2018	
	if None	\$ Bil.	Mil.	Thou.	Dol
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821	1 🗆		1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions	2			1 1	
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3				
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c					
Expensed purchases of software - 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 1820	6		1 1		
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

Form SA-52390A (DRAFT)					Page 6
OPERATING EXPENSES - Continued					
	Mark "X"			2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
4. Other Operating Expenses - Continued					
b. Operating interest expense					
c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
1879					
5. TOTAL OPERATING EXPENSES					
Sum of lines 1a through 4c					

Form	SA-52390A	(DRAFT)			Page 7
	REMARKS - Pleadata were estima	ase use this space to explain any sig ted.	nificant year-to-year cha	anges, to clarify responses,	or indicate where

18	CONTACT IN	FORMATI	ON						
•				this report <i>(Please p</i>	orint)	Title			
	Telephone	Area code	1 1	Number	Extension	Fax	Area code	Number	
	E-mail address			-		Website address		-	
	- man address					TODORO GUUI GOO			
						<u> </u>			

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-52390E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



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)	REPORTING PERIOD	vear	that ir	ncludes	s at le	east six
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal y months of data for the 2018 calendar year.	,				
	What time period is covered by the data provided in this report?	Г		20	18	
			В	eginni		ate
	Calendar year	Γ	Month	Day	,	Year
				ı		1 1
	Fiscal or partial year - Report beginning and ending dates	007		Ending	- Dat	
		r	Month	Day	Ī	e Year
			VIOIILII	Day		i oui
	00	800				
)	Not Applicable.					
)	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	• Report gross billings, except where noted elsewhere on the form.					
	Amounts received for work subcontracted to others.					
	• Revenue from services performed by domestic locations of foreign parent firms, subsidiari	ies, l	branch	nes, etc	Э.	
	 Dues and assessments from members and affiliates. Income from investments, sales of company-owned real estate (land and building) or other 	race	eate la	vcent i	invan	tory
	held for resale), securities, gifts, loans, contributions, and grants.	1 as	3013 (B	λυ σ μι Ι	iiiveii	LOTY
	• Interest earned from financing leases. Interest earned from sales, rent or lease under capit	al, fi	inance	, or ful	II pay	out.
	Also include interest, dividends, and royalties. • Net realized gains (losses) within specified area(s) of activity.					
	 Rents from separately operated departments, concessions, etc., which are leased to others 	3				
	 Rents from separately operated departments, concessions, etc., which are leased to others Revenues from electronic sources. 	6.				
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A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes	7	Not Applicable.				· · · · · · · · · · · · · · · · · · ·
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B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes		A. Did this firm have any revenues from customers entering of mobile applications in 2018?	orders directly	on the firm	's website	s or
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A-C above? Please provide an estimate if exact figures are not available		what was the dollar amount (or percentage)		. Dol.		
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• Services provided to domestic subsidiaries of foreign firms. A. Did the revenue reported in 6 include any revenue from exports? Yes No - Go to 4 \$\frac{2018}{\\$Bil. Mil. Thou. Dol.}		•Services performed for unaffiliated and affiliated foreign firms (i.e.,	foreign parent	firms, subsid	iaries, bran	ches, etc.).
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No - Go to 12 2018 **Bil. Mil. Thou. Dol.			rhorrs.			
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\$ Bil. Mil. Thou. Dol.		No - Go to 10				
					2018	
B. What was this firm's revenue from exports in 2018?				\$ Bil. M	il. Tho	u. Dol.
2. Tinat state tine tining formation experts in 2010:		B. What was this firm's revenue from exports in 2012?	2100			
		2. 1 true tine tilli e levelide from experte in 2010:	2100			

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- · Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties;

	expenses not reported elsewhere.				2018	
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.
١.	Personnel Costs		4 2			20
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182	1 🔲				
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions	2 🔲			1 1	
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3				
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c	0				
3.	Expensed purchases of software - 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 182	6				
١.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1 🔲				

CONTINUE WITH 1 ON PAGE 6

Form	SA-52390E	(DRAFT)
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14 OPERATING EXPENSES - Continued

			Mark "X"			2018	
			if None	\$ Bil.	Mil.	Thou.	Dol.
				Ψ 5		i i i ou i	501.
4.	Other Operating Expenses - Continued						
	b. Operating interest expense	2110					1 1
	c. All other operating expenses - All other operating expenses						
	not reported shows unless enseitingly evaluded in the general						
	not reported above, unless specifically excluded in the general						
	instructions. Include office postage paid and package delivery.						
	Exclude purchases of merchandise for resale and non-operating						
	expenses. If this item is greater than 20% of the total						
	operating expenses, specify the primary source of the expenses below ₹						
	expenses below 7						
		1879			1 1		1 1
5.	TOTAL OPERATING EXPENSES					+ + + + +	
Э.							
	Sum of lines 1a through 4c	. 1900			1 1		1 1
15	and 16 Not Applicable.						

)	SA-52390E (DRAFT) Page REMARKS - Please use this space to explain any significant year-to-year changes to clarify responses or indicate when
	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate wher data were estimated.

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CONTACT IN	FORMATI	ON						
Name of persor	to contact	regarding thi	s report <i>(Pleas</i>	e print)	Title			
	Area code	N	umber	Extension		Area code	Number	
Telephone			_		Fax			
							_	
E-mail address					Website address			

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-52400A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 1030280456

• If a figure is \$1,030,280,456 it should be reported as **Include:**

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

	99,	
0	A. MAILING ADDRESS	

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



Form SA-52400A (DRAFT) Page 2

0	I JA	SZ400A (DRAFI)					
	B. S	URVEY COVERAGE					
		old this firm provide the business activities described below?					
		□ Vaa					
	00	Yes Yes					
		□ No - Specify this firm's business activity ₹					
		0002					
2	Not	Applicable.					
3	ORG	ANIZATIONAL CHANGE					
	A. C	olid this firm experience any acquisitions, sales, mergers, and/or divestitu	ures	in 20	18?		
		Yes					
	0	016					
		□ No - Go to 4					
	B. V	Which of the following organizational changes occurred in 2018?					
	C	check all that apply. If more than one organizational change occurred during the	repo	rting	perio	d, explai	n in ① .
		Acquisition			Montl	n Day	Year
		Date of organizational change		0018			
	0(Sale AND					
		Merger					
		Enter detailed information below?					
		Divestiture					
	C	Name of company	C	0019 EI	N (9 d	igits)	
				1	_		
	,	Address (Number and street, P.O. Box, etc.)					
	,	Address (Number and street, P.O. Box, etc.)					
			ate 7	ZIP Co	de		
		Address (Number and street, P.O. Box, etc.) City, town, village, etc.	ate Z	ZIP Co	de		
			ate Z	ZIP Co	de	-	1 1 1
			ate Z	ZIP Co	de	-	1 1 1
			ate Z	ZIP Co	de	-	1 1 1
			ate Z	ZIP Co	de	_	
			ate Z	ZIP Co	de	-	
			ate Z	ZIP Co	de	_	
			ate Z	ZIP Co	de	_	

)	REPORTING PERIOD								
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year	ar that ii	ncludes	at least					
	months of data for the 2018 calendar year.								
	What time period is covered by the data provided in this report?		201						
	Colondaryon		Beginnir						
	Calendar year	Month	Day	Year					
	Fiscal or partial year - Report beginning and ending dates								
	The second of th		Ending	Date					
		Month	ī	Year					
			1						
	0008								
	Not Applicable.								
	SALES, RECEIPTS, OR REVENUE								
	What were the revenues for this firm in 2018?								
	Include:								
	Report gross billings, except where noted elsewhere on the form.								
	 Amounts received for work subcontracted to others. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries 	hranal	hoo oto						
		s, branci	nes, etc.	•					
 Dues and assessments from members and affiliates. Income from investments, sales of company-owned real estate (land and building) or other assets (except inventory 									
held for resale), securities, gifts, loans, contributions, and grants.									
	held for resale), securities, gifts, loans, contributions, and grants.	, 61066		•					
	held for resale), securities, gifts, loans, contributions, and grants. • Interest earned from financing leases. Interest earned from sales, rent or lease under capital, Also include interest, dividends, and royalties.								
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Form SA-52400A (DRAFT)

REVENUES FROM ELECTRONIC SOURCES

mobile applications in 2018?

2018

Percent

Dol.

%

A. Did this firm have any revenues from customers entering orders directly on the firm's websites or

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Benefits paid to policyholders (losses).
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Exclude benefits paid to policyholders (losses).

		Mark "X"	2018			
		if None	\$ Bil.	Mil.	Thou.	Dol.
F	Personnel Costs					
ŧ	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					
k	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, life insurance benefits, Medicare). Exclude employee contributions.					
(c. Temporary staff and leased employee expense - Total costs					
	paid to Professional Employer Organizations (PEOs) and staffing					
	agencies for personnel. Include all charges for payroll, benefits, and services					
(() j	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include materials and supplies used in providing services to others; materials and parts used in repairs; office and anitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 and eased and rented equipment in line 4c					
	Expensed purchases of software - Purchases of prepackaged,					
C	sustom coded, or vendor customized software. Include software					
r	leveloped or customized by others, web-design services and ourchases, licensing agreements, upgrades of software, and					
	naintenance fees related to software upgrades and alterations 1826			, ,		

CONTINUE WITH 10 ON PAGE 6

Form SA	\-52400A	(DRAFT)
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14 OPERATING EXPENSES - Continued

a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease

Other Operating Expenses

Dol.

2018

Thou.

Mil.

Mark "X" if None \$ Bil.

	b.	Operating interest expense		1 1		
	C.	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude benefits paid to policyholders (losses), report these in (3). Exclude purchases of merchandise for resale and nonoperating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below ?				
		expenses below /				
		1879				
5.		TAL OPERATING EXPENSES m of lines 1a through 4c				
15	and	Not Applicable.				

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

Page	7
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1 8	CONTACT II									
18				report (<i>Please p</i>	orint)	Title				_
18			regarding this	report <i>(Please p</i>	orint) Extension	Title	Area code	N	Number	_
18		on to contact	regarding this			Title Fax	Area code	N	Number	_
18	Name of perso	Area code	regarding this				Area code	N		
1 3	Name of perso	Area code	regarding this			Fax	Area code	N		_
18	Name of perso	Area code	regarding this Nur	mber	Extension	Fax				_



Due Date

2018 ANNUAL SERVICES REPORT

	SERVICE ANNUAL SUS. DEPARTMENT OF CO Economics and Statistics Adm U.S. CENSUS BUREAU FORM	OMMERCE
U OF THE CE	SA-52400E	(DRAFT)

Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your esponse. The U.S. Census Bureau s required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your publicly release your responses in a way that could identify your permitted to publicly release your responses in a way that could identify your permitted to publicly release your responses in a way that could identify your permitted to publicly release your responses in a way that could identify your permitted to publicly release your responses in a way that could identify your permitted to publicly release your responses in a way that could identify your permitted to publicly release your responses in a way that could from your data. This collection has been approved by the Office of Management and sudget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we sould not conduct this survey.	
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https://portal.census.gov Authentication Code: Throughout this survey, a	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS ny reference to "this firm" is referring to the EIN that is printed in the mailing address was provided as a response in 2. Any responses related to "this firm" should only
Throughout this survey, a area or the new EIN that winclude data for the EIN re • Any significant change i • For establishments sold	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS ny reference to "this firm" is referring to the EIN that is printed in the mailing address was provided as a response in 2. Any responses related to "this firm" should only
Throughout this survey, a area or the new EIN that winclude data for the EIN re • Any significant change i • For establishments sold this firm.	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS by reference to "this firm" is referring to the EIN that is printed in the mailing address was provided as a response in ②. Any responses related to "this firm" should only ferenced. by this firm's operations should be noted in ①.
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CLIBVEY COV											
. SURVEY COV	VERAGE										
Did this firm	provide t	the bus	siness ac	tivities de	escribed b	elow?					
Yes											
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REPORTING PERIOD				
NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal months of data for the 2018 calendar year.	year th	nat ir	ncludes	at least six
What time period is covered by the data provided in this report?			2018	8
		В	eginning	g Date
Calendar year	Mo	onth	Day	Year
Fiscal or partial year - Report beginning and ending dates	0007		F	D-4-
	NA	onth	Ending Day	Year
	IVI	OTILIT	Day	Tear
	8000			
Not Applicable.				
SALES, RECEIPTS, OR REVENUE				
What were the revenues for this firm in 2018?				
Include:				
• Report gross billings, except where noted elsewhere on the form.				
• Amounts received for work subcontracted to others.				
 Revenue from services performed by domestic locations of foreign parent firms, subsidia Dues and assessments from members and affiliates. 	ries, br	anch	ies, etc.	
 Income from investments, sales of company-owned real estate (land and building) or other 	er asse	ets (e	xcept in	ventorv
held for resale), securities, gifts, loans, contributions, and grants.				
 Interest earned from financing leases. Interest earned from sales, rent or lease under cap Also include interest, dividends, and royalties. 	ital, fin	ance	, or full	payout.
Net realized gains (losses) within specified area(s) of activity.				
• Rents from separately operated departments, concessions, etc., which are leased to othe	s.			
Revenues from electronic sources.				
Exclude:				
Transfers made within the company.				
Transfers made within the company.Net unrealized gains (losses).	deral ta	av an	iencv	
 Transfers made within the company. Net unrealized gains (losses). Taxes collected directly from customers or clients and paid directly to a local, state, or fe 		ax ag	jency.	
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orn	ı SA	\-52	400	E (DRAFT)						Page
8	RE	VEN	UES	FROM ELECTRONIC SOURCES						
				firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	the firm	's website:	s or
		0040		Yes						
				No						
				firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	third-pai	rty website	es or
	(0041		Yes						
				No						
				firm have any revenues from customers en private networks, dedicated lines, etc.) in			ia any otl	ner electr	onic syste	ms
		0042		Yes						
				No						
				otal 2018 revenues reported in ② , as the dollar amount (or percentage)		:	2018			2018
	•	that	wa	s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent
_				ve? Please provide an estimate if gures are not available					OR ₂₅₀₁	g
9	-12	No	t Ap	plicable.						
13	BEI	NEF	TS	PAID (LOSSES)				_		
	Wh	at w	/ere	the benefits paid to policyholders (losses)	for thi	s firm as	defined i	n ① B?		

Wha

			2018	
if None	\$ Bil.	Mil.	Thou.	Dol.
Benefits paid (losses) - Benefits paid to policyholders (losses) for health insurance and hospital and medical service plans				



What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Benefits paid to policyholders (losses).
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Exclude benefits paid to policyholders (losses).

		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
	Personnel Costs					
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c					
•	Expensed purchases of software - 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 1826					

CONTINUE WITH 10 ON PAGE 6

Form SA-52400E	(DRAFT)
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14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses					
	 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					
	CAPCILICO DOIOTI					
		879				
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4c	900				

REMARKS - Please use this splata were estimated.	pace to explain any signification	ant year-to-year changes, t	o clarify responses, or	indicate wh

Name of persor	to contact	t regarding this report (Please p	orint)	Title			
	Area code	Number	Extension		Area code	Number	
Telephone				Fax			
		- - -				-	
E-mail address				Website address			

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

Due Date	(DRAFT)						
Need halm on have greations?							
Need help or have questions? Call 1-877-787-9860, option "1"							
(8:00 a.m 5:00 p.m. ET, M-F)							
or Visit https://www.census.gov/programs-							
surveys/sas/information.html							
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this							
page. Without this approval, we could not conduct this survey.							
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	GENERAL	INSTRUC	TION	s			
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	if book figures are not availa	lable.					
• Enter "0" where applicab	itwo or more detailed lines.						
	al basis, except for payroll.		\$ Bil.	Mil.	Thou.	Dol.]
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rm	SA-52410A (DRAFT)							Pa
4	REPORTING PERIOD							
	NOTE: Calendar year data are preferred. If they are unavailable, pleas	e repo	rt for the	fiscal ye	ar that i	ncludes	at lea	ast s
	months of data for the 2018 calendar year.	·		·				
	What time period is covered by the data provided in this report	?				20		
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•	Not Applicable.							
5	SALES, RECEIPTS, OR REVENUE							
	What were the revenues for this firm in 2018?							
	Include:							
	 Report gross billings, except where noted elsewhere on the form. 							
	Amounts received for work subcontracted to others.							
	 Revenue from services performed by domestic locations of foreign p 	arent	firms su	bsidiarie	s brancl	nes etc	·	
	• Dues and assessments from members and affiliates.	,		Dorarario	o, Branoi	100, 010	,,	
	• Income from investments, sales of company-owned real estate (land	and I	ouilding)	or other	assets (e	except i	nvent	ory
	held for resale), securities, gifts, loans, contributions, and grants.		, ,					
	 Interest earned from financing leases. Interest earned from sales, realist include interest, dividends, and royalties. 	nt or l	ease und	er capital	, finance	e, or ful	I payo	ut.
	Net realized gains (losses) within specified area(s) of activity.							
	 Rents from separately operated departments, concessions, etc., which 	h are	leased to	others.				
	• Revenues from electronic sources.			01110101				
	Exclude:							
	• Transfers made within the company.							
	Net unrealized gains (losses).							
	• Taxes collected directly from customers or clients and paid directly to	o a lo	cal, state,	or feder	al tax aç	gency.		
	• Revenue of separately operated departments, concessions, etc., whi	ch are	leased to	others.				
	• Revenue from customers for carrying or other credit charges.							
	Commissions from vending machine operators.			_				
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). 	outsic	de the 50	states, D	istrict of	Colum	bia, U	.S.
	• Revenue from the sale of used equipment.							
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	Life insurance underwriting services - net premiums earned .	. 2190			1 1			1
	Pensions and annuities underwriting services - fees	2191						
	All other operating revenue - Revenue not reported in lines 1							
	and 2. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7							
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	TOTAL OPERATING REVENUE							
	Sum of lines 1 through 3	. 1800						
	Not Applicable.							

Form	ı S	A-52	2410	0A	(DRA	-T)																							Paç	ge 4
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- · Bad debt.
- Impairment.
- Income tax.
- Benefits paid to policyholders (losses).
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Exclude benefits paid to policyholders (losses).

	Mark "X"			2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c					
Expensed purchases of software - 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 1826					
					_

CONTINUE WITH 14 ON PAGE 6

7	OPERATING EVERNOES Continued						
4	OPERATING EXPENSES - Continued						
		Mark "X"			20	18	
		if None	\$ Bil.	Mil.		Thou.	Dol.
	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation						
	charges taken against tangible assets owned and used by this						
	firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease						
	agreements, and amortization charges against intangible assets						
	(e.g., patents, copyrights). Exclude impairment	31					
	h Outstand internet surrous	0	'			1 1	
	b. Operating interest expense	0					
	c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general						
	instructions. Include office postage paid and package delivery.						
	Exclude benefits paid to policyholders (losses), report these in (3). Exclude purchases of merchandise for resale and non-						
	operating expenses. If this item is greater than 20% of the						
	total operating expenses, specify the primary source of the expenses below 7						
	expenses below /						
	187	9					
	TOTAL OPERATING EXPENSES						
	Sum of lines 1a through 4c	00					

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-52410E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		Т	hοι	١.		Dol.	
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- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

	-
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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

0035	Yes
	No - Enter corrections in the mailing address above



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B. SURV	Y COVERAGE			
Did th	s firm provide the business activities described below?			
Г	Yes			
0001	163			
	No - Specify this firm's business activity			
	0002			
EDERAI	EMPLOYER IDENTIFICATION NUMBER (EIN)			
	firm report payroll under EIN			
0013	es	E151 //	0 11 11 1	
	lo - Enter current 9-digit EIN AND date payroll was first	EIN (S	9 digits)	1 1 1
	reported for this EIN		-	1 1 1
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ORGANIZ	ATIONAL CHANGE			
	s firm experience any acquisitions, sales, mergers, and/or divestiture	s in 20	018?	
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0016	Yes			
	No - Go to 4			
	of the following organizational changes occurred in 2018? all that apply. If more than one organizational change occurred during the rep	ortina	pariod avalai	in (D
CHECK	n mac apply. If more mail one organizational change occurred during the rep	orung		
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_	Date of organizational change	. 0018		1 1 1
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	Merger			
_	Enter detailed information below?			
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FORM SA-52410E (DRAFT	Page
Form SA-52410E (DRAFT	Page

Form	SA-52410E (DRAFT)				Page 3
4	REPORTING PERIOD				
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the months of data for the 2018 calendar year.	e fiscal yea	ar that in	ncludes a	t least six
	What time period is covered by the data provided in this report?			2018	
	Calendar year		Month	Beginning Day	Year
	Fiscal or partial year - Report beginning and ending dates	0007			
				Ending [Date
			Month	Day	Year
		0008			
5	Not Applicable.				
6	SALES, RECEIPTS, OR REVENUE				
	What were the revenues for this firm in 2018?				
	Include:				
	• Report gross billings, except where noted elsewhere on the form.				
	 Amounts received for work subcontracted to others. Revenue from services performed by domestic locations of foreign parent firms, so 	المنامان ما	huomak	oto	
	 Nevenue from services performed by domestic locations of foreign parent firms, st Dues and assessments from members and affiliates. 	ubsidiaries	, branci	ies, etc.	
	 Income from investments, sales of company-owned real estate (land and building) 	or other a	issets (e	except inv	entory/
	held for resale), securities, gifts, loans, contributions, and grants.				
	• Interest earned from financing leases. Interest earned from sales, rent or lease und	ler capital,	finance	, or full p	oayout.
	Also include interest, dividends, and royalties.				
	Net realized gains (losses) within specified area(s) of activity. Ponta from constantly experted departments, consessions, etc., which are lessed to	o othoro			
	 Rents from separately operated departments, concessions, etc., which are leased to Revenues from electronic sources. 	o otners.			
	Exclude:				
	Transfers made within the company.				
	Net unrealized gains (losses).				
	Taxes collected directly from customers or clients and paid directly to a local, state	e, or federa	al tax ac	iencv.	
	• Revenue of separately operated departments, concessions, etc., which are leased t			, ,	
	Revenue from customers for carrying or other credit charges.				
	• Commissions from vending machine operators.				
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 Commonwealth Territories, or U.S. possessions). 	states, Di	strict of	Columbi	a, U.S.
	Revenue from the sale of used equipment.				
	Mark "X" if None	\$ Bil.	Mil.	2 018 Thou.	Dol.
1.	Life insurance underwriting services - net premiums earned 2190				1 1
••			+ +		
2.	Pensions and annuities underwriting services - fees 2191				
3.	All other operating revenue - Revenue not reported in lines 1 and 2. If this item is greater than 20% of the total operating				
	revenue, specify the primary source of the revenue below 7				
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4.	TOTAL OPERATING REVENUE Sum of lines 1 through 3	<u> </u>	' '	1 1	' '
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Benefits paid to policyholders (losses).
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Exclude benefits paid to policyholders (losses).

Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages 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, life insurance benefits, Medicare). Exclude employee contributions. C. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c. Expensed purchases of software - 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. 1828		Mark "X"	2018						
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14	OPERATING EXPENSES - Continued	Mark "X" 2018							
		Mark "X"							
		if None	\$ Bil.	Mil.	Thou.	Dol.			
4.	Other Operating Expenses								
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	31				1 1			
	 b. Operating interest expense	10	ı						
	18	79							
5.	TOTAL OPERATING EXPENSES								
	Sum of lines 1a through 4c	00							

Form	SA-52410E	(DRAFT)					Pa	ige 7
	REMARKS - Ple data were estima	ease use this space to ex ated.	olain any significant	: year-to-year ch	nanges, to clarify	responses,	or indicate wh	iere

CONTACT IN									
CONTACT IN Name of perso		this report ((Please prii	nt)	Title				
		this report <i>(</i>	(Please prii	nt) Extension	Title		Area code	Number	
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SERVICE
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FORM

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-52412A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in 0.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.

- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	ı.	Dol.					
→		1	0	3	0	2	8	0	4	5	6			

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

A. IVIA	ILIN	G ADDRESS
ls th	nis fi	rm's name and mailing address the same as shown in the mailing address above?
0035		Yes
0000		No - Enter corrections in the mailing address above

52421021

B. SURVEY COVERAGE Did this firm provide the business activities described below? Yes	orm SA-52412A (draft)	Page 2
Did this firm provide the business activities described below? Yes No - Specify this firm's business activity? Second Paper Specify this firm's business activity? B ORGANIZATIONAL CHANGE A Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Personal Paper Specify this firm's business activity? 1 B. SURVEY COVERAGE		
Ves No - Specify this firm's business activity 7 Not Applicable. ORGANIZATIONAL CHANGE		
Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Company Acquisition Date of organizational change AND Enter detailed information below Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code		
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2 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes	140 Opechy this min s business delivity y	
2 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes	0002	
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes O16 No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change		
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Yes No - Go to	3 ORGANIZATIONAL CHANGE	
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Form **SA-52412A** Page 3

REP	ORT	TING PERIOD			
			r that i	ncludes	s at least six
Wha	t tir	me period is covered by the data provided in this report?		20	18
			E	Beginni	ng Date
		Calendar year	Month	Day	Year
0006		Fiscal or partial year - Report beginning and ending dates			
				Ending	g Date
			Month	Day	Year
	NOT mon Wha	NOTE: C months (months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year Fiscal or partial year - Report beginning and ending dates	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that is months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year Calendar year Fiscal or partial year - Report beginning and ending dates	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year Calendar year Fiscal or partial year - Report beginning and ending dates

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Amounts received for work subcontracted to others.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- Income from investments, sales of company-owned real estate (land and building) or other assets (except inventory held for resale), securities, gifts, loans, contributions, and grants.
- · Interest earned from financing leases. Interest earned from sales, rent or lease under capital, finance, or full payout. Also include interest, dividends, and royalties.
- Net realized gains (losses) within specified area(s) of activity.
- Rents from separately operated departments, concessions, etc., which are leased to others.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Net unrealized gains (losses).
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of separately operated departments, concessions, etc., which are leased to others.
- Revenue from customers for carrying or other credit charges.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Revenue from the sale of used equipment.

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
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medical)	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	•	•	٠	٠	٠	٠	2186

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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Direct losses incurred.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Exclude direct losses incurred.

		Mark "X"	2018							
		if None	\$ Bil.	Mil.	Thou.	Dol.				
	Personnel Costs				•					
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821									
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14	OPERATING EXPENSES - Continued								
		Mark "X							
		if None		Mil.	Thou.	Dol.			
١.	Other Operating Expenses								
	a. Depreciation and amortization charges - Include depreciation								
	charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm								
	within leaseholds, tangible assets obtained through capital lease								
	agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831		<u>'</u>	' '	' '			
	(o.g., patonto, copyrighto). Exolute impairment	1031							
	b. Operating interest expense	2110		1 1		1			
	c. All other operating expenses - All other operating expenses								
	not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery.								
	Exclude direct losses incurred, report these in 13. Exclude								
	purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating								
	expenses, specify the primary source of the expenses								
	below								
		1879							
	TOTAL OPERATING EXPENSES								
	Sum of lines 1a through 4c	1900							

	REMARKS - F	mated.		oxpidin diry	sigiiiioani you	-το-year cnang	ges, to clarify r	оороооо, с	Ji ilidicati	e wnere
®				s report (<i>Please</i>	print)	Title				
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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-52412E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

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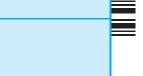
- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
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	No - Enter corrections in the mailing address above



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0 0=	TILE (DRAFT)					
B. SUR	EVEY COVERAGE					
Did	this firm provide	the business activities described below?				
	Yes					
0001						
	☐ No - Specify t	his firm's business activity 🍞				
	0002					
FEDER/	AL EMPLOYER ID	ENTIFICATION NUMBER (EIN)				
	his firm report pa					
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	No - Enter curren	t 9-digit EIN AND date payroll was first	EII	V (9 dig	ITS)	1 1 1
		this EIN	0015	-	1 1	1 1 1
				Мо	nth Day	Year
			0	088		
ORGAN	IIZATIONAL CHA	NGE				
A. Did	this firm experie	nce any acquisitions, sales, mergers, and/or divesti	tures in	2018?	•	
	Yes					
0016	Tes					
	□ No - <i>Go to</i> 4					
P Whi	oh of the followin	ng organizational changes occurred in 2018?				
		nore than one organizational change occurred during th	e renorti	ina neri	od explai	in in 🕡
51100	a a.a. appryr II 1			Moi		Year
	Acquisition			IVIO	IIII Day	i eai
	Cala	Date of organizational change	0	018		
0091	Sale	> AND				
	Merger	Enter detailed information below=				
	D:	Enter detailed information below				
	Divestiture					
0017	Name of company		0019	EIN (9	digits)	
	, , ,				3 -,	
Addı	ress (Number and str	eet, P.O. Box, etc.)				
City,	town, village, etc.	S	tate ZIP	Code		

Form SA-52412E (DRAFT) Page 3

4	REP	ORT	TING PERIOD			
			alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that ii	ncludes	s at least six
	Wha	t tir	me period is covered by the data provided in this report?		20	18
				E	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		Ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Amounts received for work subcontracted to others.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- Income from investments, sales of company-owned real estate (land and building) or other assets (except inventory held for resale), securities, gifts, loans, contributions, and grants.
- Interest earned from financing leases. Interest earned from sales, rent or lease under capital, finance, or full payout. Also include interest, dividends, and royalties.
- Net realized gains (losses) within specified area(s) of activity.
- Rents from separately operated departments, concessions, etc., which are leased to others.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Net unrealized gains (losses).
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of separately operated departments, concessions, etc., which are leased to others.
- Revenue from customers for carrying or other credit charges.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Revenue from the sale of used equipment.

	2018													
	\$ Bil.	Mil.	Thou.	Dol.										
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Not Applicable.

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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Direct losses incurred.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Exclude direct losses incurred.

		Mark "X"		2018				
		if None	\$ Bil.	Mil.	Thou.	Dol.		
. 1	Personnel Costs							
á	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821							
ı	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.							
(c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services							
((S	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include materials and supplies used in providing services to others; materials and parts used in repairs; office and anitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 and							
I	eased and rented equipment in line 4c							
(Expensed purchases of software - Purchases of prepackaged, custom coded, or vendor customized software. Include software							
ŗ	developed or customized by others, web-design services and ourchases, licensing agreements, upgrades of software, and maintenance fees related to software upgrades and alterations 1826							

CONTINUE WITH 10 ON PAGE 6

14 OPERATING EXPENSES - Continued

			Mark "X"			2018	
			if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Ot	her Operating Expenses					
	a.	Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease					
		agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831				
	b.	Operating interest expense	2110				
		All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude direct losses incurred, report these in . Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
			1879				
5.		TAL OPERATING EXPENSES m of lines 1a through 4c	1900				
B	and	1 16 Not Applicable.					

Form	SA-5241	2E	(DRAFT)
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CONTACT IN			his raport	(Please n	rint)	Title				
Name of person			his report	(Please p	erint)	Title				
Name of perso		regarding t	his report Number		Extension			Area code	Number	
	n to contact	regarding t		(Please p			- ax	Area code	Number	

17 REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-52413A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above?

No - Enter corrections in the mailing address above

0035

Form SA-52413A (DRAFT)

B. SURVEY COVERAGE Did this firm provide the business activities described below?	
Dia this firm provide the business activities described below:	
☐ Yes	
No - Specify this firm's business activity	
_ no open, me mine a anno a anno, p	
0002	
2 Not Applicable.	
3 ORGANIZATIONAL CHANGE	
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?	
0016 Yes	
□ No - Go to 4	
B. Which of the following organizational changes occurred in 2018?	
Check all that apply. If more than one organizational change occurred during the reporting period, explain in © Month Day Ye	ear
☐ Acquisition ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐	,ai
Date of organizational change	
Merger	
Enter detailed information below	
0017 Name of company 0019 EIN (9 digits)	
Address (Number and street, P.O. Box, etc.)	
Additional financial and output the Body story	
City, town, village, etc. State ZIP Code	

Form SA-52413A (DRAFT) Page 3

4	REP	ORT	TING PERIOD			
			alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that ii	ncludes	at least six
	Wha	t tii	me period is covered by the data provided in this report?		20	18
				E	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		Ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Amounts received for work subcontracted to others.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- Income from investments, sales of company-owned real estate (land and building) or other assets (except inventory held for resale), securities, gifts, loans, contributions, and grants.
- Interest earned from financing leases. Interest earned from sales, rent or lease under capital, finance, or full payout. Also include interest, dividends, and royalties.
- Net realized gains (losses) within specified area(s) of activity.
- Rents from separately operated departments, concessions, etc., which are leased to others.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Net unrealized gains (losses).
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of separately operated departments, concessions, etc., which are leased to others.
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- Revenue from the sale of used equipment.

	2018											
	\$ Bil.	Mil.	Thou.	Dol.								
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7 Not Applicable.

13	DIREC
	What

What were the direct losses incurred for this firm as defined in **0**B?

	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Direct losses incurred - Direct losses incurred for property and casualty, title, life, health, medical, and other insurance plans \dots 2187					

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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Direct losses incurred.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

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Exclude direct losses incurred.

	Mark "X"			2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
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CONTINUE WITH 14 ON PAGE 6

Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	orm	n SA-5	2413A (DRAFT)							Page
Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment 1831 b. Operating interest expense 2110 c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude direct losses incurred, report these in . Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below? TOTAL OPERATING EXPENSES Sum of lines 1a through 4c 1900	14	OPER	ATING EXPENSES - Continued							
Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					Marile IIV	2018				
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment							\$ Bil.		1	Dol.
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c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude direct losses incurred, report these in (3). Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 TOTAL OPERATING EXPENSES Sum of lines 1a through 4c	4.	a. De cha firr wit agr	preciation and amortization c rges taken against tangible asset i, tangible assets and improvement in leaseholds, tangible assets of eements, and amortization charg	ts owned and used by this ents owned by this firm otained through capital lea es against intangible asset	se s		1			
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Sum of lines 1a through 4c		c. All no ins Ex pu If t	other operating expenses - Al reported above, unless specifica ructions. Include office postage lude direct losses incurred, reports of merchandise for resale his item is greater than 20% of the primary so the search of the primary so	Il other operating expenses illy excluded in the general paid and package delivery ort these in 3. Exclude and non-operating expenses the total operating						
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and 16 Not Applicable.	•				1900			1 1		

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REMARKS - Please use this space to explain any significant year data were estimated.	r-to-year changes, to clarify responses, or indicate where
CONTACT INFORMATION	
Name of person to contact regarding this report (Please print)	Title
Telephone Area code Number Extension	Area code Number
E-mail address	Website address
THANK YOU for completing your 2018 A	

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-52413E (DRAFT)

Due	Date
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Need help or have questions?

Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit

https://www.census.gov/programssurveys/sas/information.html

YOUR RESPONSE IS REQUIRED

BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

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- Enter "0" where applicable.
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- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

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- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.



A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	

No - Enter corrections in the mailing address above



CLIBVEY CO	OVEDAGE					
B. SURVEY CO	OVERAGE					
Did this fire	rm provide t	he business activities described below?				
Yes	es					
0001 No.	n - Snecify th	is firm's business activity 🎖				
	o - Opechy in	is iiiii s business activity y				
0002	02					
		NTIFICATION NUMBER (EIN)				
Joes this firm	n report pay	roll under EIN				
Yes						
013	F	O divit FIN AND data record to the	EIN	(9 dig	jits)	
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DRGANIZATIO	ONAL CHAN			88		Yea
DRGANIZATIO	ONAL CHAN	IGE ce any acquisitions, sales, mergers, and/or divestitu		88		Yea
DRGANIZATIO	ONAL CHAN			88		Yea
DRGANIZATIO A. Did this firi	ONAL CHAN			88		Yea
DRGANIZATIO A. Did this firi	ONAL CHAN rm experiences o - Go to 4	ce any acquisitions, sales, mergers, and/or divestitu		88		Yea
DRGANIZATIO A. Did this firi Ves No B. Which of th	ONAL CHAN rm experiences o - Go to 4 he following	ce any acquisitions, sales, mergers, and/or divestitu g organizational changes occurred in 2018?	res in 2	2018?		
DRGANIZATIO A. Did this firi	ONAL CHAN rm experiences o - Go to 4 he following at apply. If m	ce any acquisitions, sales, mergers, and/or divestitu	res in 2	2 018?	iod, expla	ain in ① .
DRGANIZATIO A. Did this firi	ONAL CHAN rm experiences o - Go to 4 he following	ce any acquisitions, sales, mergers, and/or divestituge of the same res in 2	g peri		ain in ① .	
DRGANIZATIO A. Did this firm Yes On 16 No B. Which of the Check all that	ONAL CHAN rm experiences o - Go to 4 the following at apply. If meaning the companion of	ce any acquisitions, sales, mergers, and/or divestitu g organizational changes occurred in 2018?	res in 2	g peri	iod, expla	ain in ① .
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DRGANIZATIO A. Did this firm One One One One One One One One One On	ONAL CHAN rm experiences o - Go to 4 the following at apply. If meaning the companion of	ce any acquisitions, sales, mergers, and/or divestitured or common services of the services of	res in 2	g peri	iod, expla	ain in ① .
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DRGANIZATIO A. Did this firm One one of the check all that one of the one of	onal Changer experiences o - Go to 4 the following at apply. If make erger vestiture of company	g organizational changes occurred in 2018? Fore than one organizational change occurred during the interpretation of the properties of the	res in 2 eportin	g peri Moi 8	iod, expla	ain in 🕡.

Form SA-52413E (DRAFT) Page 3

4	REP	ORI	TING PERIOD			
	NOT mon	E: C	alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that i	ncludes	s at least six
	Wha	t tiı	me period is covered by the data provided in this report?		20	18
					Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Amounts received for work subcontracted to others.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- Income from investments, sales of company-owned real estate (land and building) or other assets (except inventory held for resale), securities, gifts, loans, contributions, and grants.
- Interest earned from financing leases. Interest earned from sales, rent or lease under capital, finance, or full payout. Also include interest, dividends, and royalties.
- Net realized gains (losses) within specified area(s) of activity.
- Rents from separately operated departments, concessions, etc., which are leased to others.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Net unrealized gains (losses).
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of separately operated departments, concessions, etc., which are leased to others.
- Revenue from customers for carrying or other credit charges.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Revenue from the sale of used equipment.

		2018				
	\$ Bil.	Mil.	Thou.	Dol.		
0	1	1 1	1 1	1 1		

1.	TO	TAL	OP	ERA	TING	3 REV	VENUE
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V.	"
- 8	

Not Applicable.

Wha

t were the direct losses incurred for this firm as defined in **OB**?

	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Direct losses incurred - Direct losses incurred for property and casualty, title, life, health, medical, and other insurance plans 2187					

1



What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Bad debt.
- Impairment.
- Income tax.
- Direct losses incurred.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Exclude direct losses incurred.

	Mark "X"		2018 Bil. Mil. Thou Dol.								
	if None	\$ Bil.	Mil.	Thou.	Dol.						
Personnel Costs											
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821											
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.											
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services											
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c											
Expensed purchases of software - 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											

CONTINUE WITH 14 ON PAGE 6

14 OPERATING EXPENSES - Continued

a. Depreciation and amortization charges - Include depreciation

Other Operating Expenses

Dol.

2018

Thou.

Mil.

Mark "X" sil.

	charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					_
	(e.g., patents, copyrights). Exclude impairment	1831	-		-	+
b	Operating interest expense	2110				
C	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude direct losses incurred, report these in ②. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?					
		1879				
	OTAL OPERATING EXPENSES um of lines 1a through 4c	1900				

Fo	rm	SA	-524	13E	(DRAFT	')
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D	REMARKS - Please use this space to explain any significant year-data were estimated.	to-year changes, to clarify responses, or indicate where
	CONTACT INFORMATION	
18		Title
	Area code Number Extension	Area code Number
	Telephone	Fax
	E-mail address	Website address



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-53000A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This https://portal.census.gov	s survey should be completed online at: To view Survey Results:
Authentication Code:	https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
, ,	n this firm's operations should be noted in 🕡.
this firm.	or acquired in 2018, report data only for the period the establishments were operated by
•Enter "0" where applicab	
	two or more detailed lines. al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	ed to the nearest dollar
_	156 it should be reported as ———————————————————————————————————
Include:	
 Data for all Services esta 	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
· ·	as defined by the survey coverage in 1 B.
Data for auxiliary facilitie garages, central adminis	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	I mailing address the same as shown in the mailing address above?
O035 No - Enter co	rrections in the mailing address above

Form SA-53000A (DRAFT) Page 2

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		Did	this	firm	provid	de 1	the	busi	ines	SS &	act	tivi	ities	s de	scri	ibed	belo	w?												
				Yes																										
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	A.	Did	this	firm	experi	ien	ıce	any a	acq	quis	sitio	ions	s, s	sales	s, m	erge	ers, a	nd/d	or di	ives	titure	s in	20	18?						
				Yes																										
		0016		No -	Go to	4																								
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Form SA-53000A	(DRAFT)	Page 3
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Form	SA-53000A (DRAFT)				Page
4	REPORTING PERIOD NOTE: Calendar year data are preferred. If they are unavailable, please report for the fis months of data for the 2018 calendar year.	scal ye	ar that ir	ncludes	at least six
	What time period is covered by the data provided in this report?			201	
				eginnin	g Date
	Calendar year		Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates	0007		'	
				Ending	Date
			Month	Day	Year
				'	
		0008			
5	Not Applicable.				
6	SALES, RECEIPTS, OR REVENUE				
	What were the revenues for this firm in 2018?				
	Include:				
	 Report gross billings, except where noted elsewhere on the form. 				
	Dues and assessments from members and affiliates.				
	Amounts received for work subcontracted to others.				
	 For locations that were sold or acquired during a year, only report for the periods that locations. 	t this f	irm oper	ated the	,
	 Revenue from services performed by domestic locations of foreign parent firms, subsi Revenues from electronic sources. 	sidiarie	s, branch	ies, etc.	
	Exclude:				
	Transfers made within the company.				
	• Taxes collected directly from customers or clients and paid directly to a local, state, or	r feder	al tax ag	ency.	
	• Rents from and revenue of separately operated departments, concessions, etc., which	n are le	ased to o	others.	
	Commissions from vending machine operators.				
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 sta Commonwealth Territories, or U.S. possessions). 	ates, D	istrict of	Columb	ia, U.S.
			2	018	
	\$	Bil.	Mil.	Thou.	Dol.

	\$ Bil.	Mil.	Thou.	Dol.
. TOTAL OPERATING REVENUE				



Form SA-53000A (DRAFT) Page 4

8	RE	VEN	UES	FROM ELECTRONIC SOURCES							
	A.	Did mob	this	firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	the firm	's website	s or	
		0040		Yes							
				No							
	В.			firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	n third-pai	rty websit	es or	
		0041		Yes							
				No							
	C.	Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	tering 2018?	orders v	ia any otl	her electr	onic syste	ms	
		0042		Yes							
				No							
	D.			otal 2018 revenues reported in G ,		:	2018			2018	
		that	wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	
		A-C exac	abo et fi	ve? Please provide an estimate if gures are not available	<u>'</u>	' '		' '	OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



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OPERATING EXPENSES - Continued								
		Mark "X"			20	18		
		if None	\$ Bil.	Mil.		Thou.		Dol.
 Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 	1821							
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822							
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823							
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	1860							
Expensed purchases of software - 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	1826							
Other Operating Expenses								
b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general	1831							l I
instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below								
	1879							1 1
TOTAL OPERATING EXPENSES							+	
Sum of lines 1a through 4b	1900							
and 16 Not Applicable.								
	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages. b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. c. 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Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment b. All other	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, Jine 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, Jine 5(c). Include the spread on stock options that are taxable to employees as wages . 1821 b. Employer's cost for fringe benefits - Employer's cost for legally required programs and programs not required by law. 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Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b. 1860 Expensed purchases of software - 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 1826 Other Operating Expenses a. Dep	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821 b. 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Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm, tangible assets and improvements owned by this firm, tangible assets and improvements owned by this firm, tangib	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821 b. Employer's cost for fringe benefits - Employer's cost for legally required programs and programs not required by law. 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Expensed purchases of software - 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 . 1826 Other Operating Expenses a. Depreciation and amortization charges against intangible assets detained, and maintenance fees related to software upgrades of software, and maintenance fees related to software upgrades of software, and maintenance fees related to software page and and package delivery. Exclude purch	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages 1821 b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. Insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Exclude employee contributions. Insurance, unemployer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include materials and supplies used in providing services to others; materials and parts used in repairs; office and jaintorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 and leased and rented equipment in line 4b. Expensed purchases of software - 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 lease and morporating expenses and Depreciation and amortization charges against intangible assets eggenements, and a	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821 b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services or compensation insurance benefits, materials, and services or software and supplies used in providing services to others; materials and parts used in repairs; office and janitorial supplies; small tools; containers and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, paterials; and motor fuels. Report peakaged of software and particular and motor fuels. Report peakaged of software and particular and motor fuels. Report peakaged of 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. 1828 Other Operating Expenses a. Depreciation and amortization charges sagainst intangible assets (e.g., patents, copyrights). Exclude impairment . 1831 b. All other operating expenses - All other operating expenses of merchandise for resale and non-operating expenses of merchandise for resale and non-operating expe	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 4(c), Include the spread on stock options that are taxable to employees as wages . 1821 b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions	wages for all employees as reported on this firm's IRS Form 941. Employer's Quarterly Federal Tax Return, line 4(c), Include the spread on stock options that are taxable to employees as wages 1821 Bemployer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. 1822 C. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include materials and supplies used in providing services to others; materials and parts used in repairs; office and jaintorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 and leased and rented equipment in line 4b. Expensed purchases of software - Purchases of prepackaged, custom coded, or vendor customized software. Include software and maintenance fees related to software unded software and maintenance fees related to software unded software and maintenance fees related to software unded software and maintenance fees related to software unded software and maintenance fees related to software unded software and maintenance fees felated to software unded software and maintenance fees f

REMARKS - F	Please use this spa	ce to explain any sigr	nificant vear-to-vear c	hanges, to clarify resp	onses, or indicate who
data were esti	mated.	, , , , , ,	, , , , , , , , , , , , , , , , , , , ,	311, 111 , 11	

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We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-53000E

2018 ANNUAL SERVICES REPORT

(DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

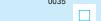
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- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING A	DDRESS
		Is this firm's	name an

nd mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



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1	B.	SURVE	Y COVERAG	GE																																						
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Form SA-53000E	(DRAFT)	Page 3	}
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4	REP	ORT	TING PERIOD			
			alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that i	ncludes	at least six
	Wha	at tii	me period is covered by the data provided in this report?		20	18
				E	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		Ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year
			8000			

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
800				

4	TOTAL	ODEDATIN	NG REVENUE	
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TOTAL OPERATING REVENUE					÷			÷													. 18
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7	
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Not Applicable.

Form SA-53000E (DRAFT) Page 4

8	REVEN	UES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers en applications in 2018?	tering orders	directly or	the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers en applications in 2018?	tering orders	directly or	n third-pai	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	itering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	he t	otal 2018 revenues reported in ① ,		2018			2018	
			as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	
	A-C	abo	ove? Please provide an estimate if gures are not available				OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



REMARKS - Plea	se use this space to explain any s	ignificant year-to-year cha	anges, to clarify response	s, or indicate whe
data were estimat	.ea.			
CONTACT INFO				

Area code

Telephone

E-mail address

Number

Extension

Area code

Fax

Website address

Number

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-53110A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** Any significant change in this firm's operations should be noted in ①. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A. MA	ILIN	G ADDRESS
	ls th	is fii	rm's name and mailing address the same as shown in the mailing address above?
	0035		Yes
	0000		No - Enter corrections in the mailing address above

Form SA-53110A (DRAFT)

UII	II JA	-93110A (DRAFI)					raye
0	В.	SURVEY COVERAGE					
	I	Did this firm provide the business activities described below?					
		Yes					
	(001					
		□ No - Specify this firm's business activity 7					
		0002					
2	Not	Applicable.					
3		GANIZATIONAL CHANGE					
O		Did this firm experience any acquisitions, sales, mergers, and/or dives	titure	s in 20	18?		
		Yes					
	(016					
		No - Go to 4					
		Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during	the rep	orting	period	explai	n in ① .
					Month	Day	Year
		Acquisition Date of organizational change		. 0018			
	(Sale AND					
		☐ Merger Enter detailed information below 7					
		Divestiture					
	ı						
		0017 Name of company		0019 E	IN (9 dig	its)	
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		Address (Number and street, P.O. Box, etc.)					
		00.	0	710.0			
		City, town, village, etc.	State	ZIP Co	de		

	months of data for the 2018 calendar year. What time period is covered by the data provided in this report?				201	18	
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	Calendar year			Month	Day	Year	
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	Fiscal or partial year - Report beginning and ending dates		00	07	Ending	Data	
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)	Not Applicable.						
)	SALES, RECEIPTS, OR REVENUE						
ĺ	What were the revenues for this firm in 2018?						
	Include:						
	• Report gross billings, except where noted elsewhere on the form.						
	• Dues and assessments from members and affiliates.						
	Amounts received for work subcontracted to others.						
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	 Revenue from services performed by domestic locations of foreign parent Revenues from electronic sources. 	t iii iiis, su	เทอเดเสน	es, branci	ies, etc.	•	
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	Transfers made within the company.						
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	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a lo Rents from and revenue of separately operated departments, concessions, Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). Home, apartment, rooming house, and other residential space rental and leasing	Mark "X" if None	states,	leased to	others. Columl		
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Form SA-53110A (DRAFT) Page 4

8 REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018?	
☐ Yes	
□ No	
B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018?	
☐ Yes	
□ No	
C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018?	
O042 Yes	
□ No	
D. Of the total 2018 revenues reported in 6, 2018 201	8
what was the dollar amount (or percentage) that was from the revenues identified in \$Bil. Mil. Thou. Dol.	ent
A-C above? Please provide an estimate if exact figures are not available	%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued						
		Mark if N		Φ.D.1	D 4:1	2018	D .
1.	Personnel Costs	II IN	one	\$ Bil.	Mil.	Thou.	Dol.
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the	1821					1 1
	• •	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	_					1 1
3.	Expensed purchases of software - 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	1826	 [1 1		1 1
4.	Other Operating Expenses						
	 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general 	1831			1 1	1 1	1 1
	instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below						
		1879		'	1 1		1 1
5.	TOTAL OPERATING EXPENSES	10/9					
	Sum of lines 1a through 4b	1900					
15	and 16 Not Applicable.						

6	18	

40	CONITACT	INICODRAATION
118	CONTACT	INFURIVIATION
		INFORMATION

Name of persor	n to contact	regarding	this report (Please p	orint)	Title		
	Area code		Number	Extension		Area code	Number
Telephone					Fax		
·			-				-
E-mail address					Website address		

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-53110E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

		Yes	
0035			
	П	No - Enter corrections in the	

Enter corrections in the mailing address above



B. SURVEY COVERAGE Did this firm provide the business activities described below? Yes	OA GOTTOL (DR				۱ ۵
Ves	B. SURVEY COVE	AGE			
No - Specify this firm's business activity	Did this firm pr	ovide the business activities described below?			
No - Specify this firm's business activity					
No - Specify this firm's business activity					
No - Specify this firm's business activity					
No - Specify this firm's business activity Property No - Specify this firm's business activity Property No - Specify this firm's business activity Property No - Specify this firm report payroll under EIN					
No - Specify this firm's business activity					
No - Specify this firm's business activity					
No - Specify this firm's business activity					
No - Specify this firm's business activity Percentage					
No - Specify this firm's business activity Percentage					
No - Specify this firm's business activity					
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN					
No - Specify this firm's business activity 7 0002 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes	Yes				
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN					
Does this firm report payroll under EIN Yes	□ No - Sp	ecity this firm's business activity			
Does this firm report payroll under EIN Yes					
Oces this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	0002				
Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN Online Month Day Year Month Day Year Month Day Year Online Yes Online	EDERAL EMPLOY	ER IDENTIFICATION NUMBER (EIN)			
No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	Does this firm rep	ort payroll under EIN			
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in ① Acquisition Date of organizational change AND Enter detailed information below 7 Divestiture Date of company Date of organizational change AND Enter detailed information below 7 City, town, village, etc. State ZIP Code	□ V				
No - Enter current 9-digit EIN AND date payroll was first reported for this EIN Month Day Year			EINI /	O diaital	
Proported for this EIN		current 9-digit FIN AND date payroll was first	EIIV (9 digits)	1 1 1
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes			15	-	1 1 1
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes				Month Day	Voar
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes ONO - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale ONO - Go to NO - Go to ONO -				World Day	TCai
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes			0088		1 1
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes		CHANGE			
Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Acquisition Sale O091 Merger Divestiture Date of organizational change				0403	
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale AND Inter detailed information below Divestiture Divestiture Divestiture Output City, town, village, etc. State ZIP Code	A. Did this firm ex	perience any acquisitions, sales, mergers, and/or divestitui	es in 20	Ulor	
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale AND Inter detailed information below Divestiture Out Name of company Out Name of company Out State ZIP Code					
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change		to 🐧			
Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change	INO - GC	10 😈			
Acquisition Sale	3. Which of the fo	llowing organizational changes occurred in 2018?			
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Divestiture Out Name of company Out Name of company Out Plin (9 digits) Address (Number and street, P.O. Box, etc.) City, town, village, etc.	Merger	Enter detailed information helow 7			
O017 Name of company O019 EIN (9 digits) Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code	Divoctit	· · · · · · · · · · · · · · · · · · ·			
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	City, town, village,		'		
	City, town, village,			_	
	City, town, village,			_	
	City, town, village,			_	

	months of data for the 2018 calendar year. What time period is covered by the data provided in this report?		20°	18
		Е	Beginnir	ng Date
	Calendar year	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			
	riscal of partial year - neport beginning and ending dates		Ending	. Data
		Month	Day	Year
	0008			
)	Not Applicable.			
)	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	Dues and assessments from members and affiliates.			
	Amounts received for work subcontracted to others.			
	 For locations that were sold or acquired during a year, only report for the periods that this f locations. 	ırm oper	ated th	ie
	• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries	s, branch	nes, etc	
	- Day and the Control of the Control			
	Revenues from electronic sources.			
	• Revenues from electronic sources. Exclude:			
	Exclude: • Transfers made within the company.			
	Exclude: • Transfers made within the company. • Taxes collected directly from customers or clients and paid directly to a local, state, or feder	-		
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	Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or feder Rents from and revenue of separately operated departments, concessions, etc., which are leecommissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, D. Commonwealth Territories, or U.S. possessions). Mark "X" if None	ased to istrict of	others. Colum	. Dol.
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	Exclude: • Transfers made within the company. • Taxes collected directly from customers or clients and paid directly to a local, state, or feder • Rents from and revenue of separately operated departments, concessions, etc., which are le • Commissions from vending machine operators. • Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, D Commonwealth Territories, or U.S. possessions). **Mark "X" if None \$ Bil. Home, apartment, rooming house, and other residential space rental and leasing	ased to istrict of	others. Colum	. Dol.
	Exclude: • Transfers made within the company. • Taxes collected directly from customers or clients and paid directly to a local, state, or feder • Rents from and revenue of separately operated departments, concessions, etc., which are le • Commissions from vending machine operators. • Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, D Commonwealth Territories, or U.S. possessions). **Mark "X" if None** * Bil.** * Bil.** * Rental and leasing of land for nonresidential use	ased to istrict of	others. Colum	. Dol.
	Exclude: • Transfers made within the company. • Taxes collected directly from customers or clients and paid directly to a local, state, or feder • Rents from and revenue of separately operated departments, concessions, etc., which are le • Commissions from vending machine operators. • Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, D Commonwealth Territories, or U.S. possessions). **Mark "X" if None \$ Bil. Home, apartment, rooming house, and other residential space rental and leasing	ased to istrict of	others. Colum	. Dol.
	Exclude: • Transfers made within the company. • Taxes collected directly from customers or clients and paid directly to a local, state, or feder • Rents from and revenue of separately operated departments, concessions, etc., which are le • Commissions from vending machine operators. • Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, D Commonwealth Territories, or U.S. possessions). **Mark "X" if None \$ Bil. Home, apartment, rooming house, and other residential space rental and leasing	ased to istrict of	others. Colum	. Dol.
	Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or feder Rents from and revenue of separately operated departments, concessions, etc., which are le Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, D Commonwealth Territories, or U.S. possessions). Mark "X" if None Home, apartment, rooming house, and other residential space rental and leasing	ased to istrict of	others. Colum	. Dol.
	Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or feder Rents from and revenue of separately operated departments, concessions, etc., which are leecommissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, D Commonwealth Territories, or U.S. possessions). **Mark "X" if None** **Bil.** Home, apartment, rooming house, and other residential space rental and leasing of land for nonresidential use 2171 Rental and leasing of office and professional space 2172 Rental and leasing of commercial space 2173 Rental and leasing of industrial and manufacturing space 2174 Rental of mini-warehouses and self-storage units space 2175 All other operating revenue - Revenue not reported in lines 1 through 6. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7	ased to istrict of	others. Colum	. Dol.

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								_
REVE	NUES	FROM ELECTRONIC SOURCES						
			ntering orders	directly or	the firm	s website	s or	
0040		Yes						
		No						
B. Die	d this	firm have any revenues from customers er applications in 2018?	ntering orders	directly or	n third-pai	ty website	es or	
0041		Yes						
		No						
C. Die	d this	firm have any revenues from customers er private networks, dedicated lines, etc.) in	ntering orders v 2018?	via any otl	her electr	onic syste	ms	
0042	2	Yes						
		No						
D. Of	the t	otal 2018 revenues reported in 6 ,		2018			2018	
wł tha	nat w at wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	
						OR ₂₅₀₁		%
	A. Did 0040 B. Did 0044 C. Did (st. 0042	A. Did this mobile of the second of the seco	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers er mobile applications in 2018? Yes No C. Did this firm have any revenues from customers er (such as private networks, dedicated lines, etc.) in	A. Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering orders (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	A. Did this firm have any revenues from customers entering orders directly or mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders directly or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering orders via any otl (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	A. Did this firm have any revenues from customers entering orders directly on the firm mobile applications in 2018? Yes	A. Did this firm have any revenues from customers entering orders directly on the firm's website mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders directly on third-party website mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering orders via any other electronic syste (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes

a '	_12	Not Applicable.
.	- W	Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
1.	Personnel Costs	if None	\$ Bil.	Mil.	Thou.	Dol.
1.	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 18	21		1 1		
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	22		1 1		
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	23		1 1		1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	60		1 1		1 1
3.	Expensed purchases of software - 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 18	26		1 1		
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	31		1 1		
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
5.	TOTAL OPERATING EXPENSES	79				
5.	Sum of lines 1a through 4b	00		1 1		
15	and 16 Not Applicable.					

)	EMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate wata were estimated.	vhei
(ata were estimated.	

Area code

Telephone

E-mail address

Number

Extension

Area code

Fax

Website address

Number

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-53120A

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? 0035 No - Enter corrections in the mailing address above

FUIII	1 3/	A-53	3120	JA (DE	RAFT)																				Г	age 2
1	В.	SUF	RVE	Y COVE	RAGE	E																				
		Did	this	firm p	rovide	e the b	busin	ness	act	iviti	ies d	desc	ribe	d b	elow	<i>ı</i> ?										
				V																						
		0001	Ш	Yes																						
				No - S	pecify t	this fir	rm's l	busii	iness	acti	ivity	7														
				0002																						
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3				TIONA							_										_					
	A.	Did	this	firm e	xperier	ence a	any a	cqui	isiti	ons,	, sale	les, i	mer	gers	s, an	d/or	dive	stiture	s in 2	018	?					
		0016		Yes																						
				No - <i>G</i>	o to 4)																				
	В.	Whi	ich o	of the f	ollowin	ina or	aaniz	zatio	onal	l cha	ange	es o	ccur	rred	in 2	018	?									
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		City	, tow	n, village	e, etc.													State	ZIP C	ode					T	
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REPORTING PERIOD				مماييطمم	-4 4 -
NOTE: Calendar year data are preferred. If they are unavailable, please re	nort for the	fiscal ve	ar that ir		
months of data for the 2018 calendar year.	port for the	i iiscai ye	sai tiiat ii	liciuues	at icast s
What time period is covered by the data provided in this report?				201	8
			В	Beginnin	g Date
Calendar year			Month	Day	Year
0006				'	1 1
Fiscal or partial year - Report beginning and ending dates		000	7		
			N/1 4 l-	Ending	
			Month	Day	Year
		000	8		
·					
Not Applicable.					
SALES, RECEIPTS, OR REVENUE					
What were the revenues for this firm in 2018?					
Include:					
 Report gross billings, except where noted elsewhere on the form. 					
 Dues and assessments from members and affiliates. 					
Amounts received for work subcontracted to others.			c.		
 For locations that were sold or acquired during a year, only report for the locations. 	ne periods i	that this	firm oper	rated the	9
 Revenue from services performed by domestic locations of foreign pare 	nt firms, su	ıbsidiarie	es, branch	nes, etc.	
Revenues from electronic sources.	,		,	,	
Exclude:					
Transfers made within the company.					
 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a 	local, state	, or fede	ral tax ag	gency.	
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 Taxes collected directly from customers or clients and paid directly to a Rents from and revenue of separately operated departments, concessio Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., out Commonwealth Territories, or U.S. possessions). Agent and brokerage services for the sale and rental of residential real estate - Include real estate auction and relocation services Agent and brokerage services for the sale and rental of nonresidential real estate - Include real estate auction services 216 Residential building property management 216 Real estate appraisal services 216 Real estate consulting services 216 All other operating revenue - Revenue not reported in lines 1 through 6. If this item is greater than 20% of the total 	Mark "X" if None 1 3 4	states, D	eased to o	others. Columb	
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• Taxes collected directly from customers or clients and paid directly to a • Rents from and revenue of separately operated departments, concessio • Commissions from vending machine operators. • Revenue of foreign subsidiaries (those located outside the U.S., i.e., out Commonwealth Territories, or U.S. possessions). Agent and brokerage services for the sale and rental of residential real estate - Include real estate auction and relocation services	Mark "X" if None 1 3 4 5	states, D	eased to o	others. Columb	
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8 REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018?	
☐ Yes	
□ No	
B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018?	
☐ Yes	
□ No	
C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018?	
O042 Yes	
□ No	
D. Of the total 2018 revenues reported in 6, 2018 201	8
what was the dollar amount (or percentage) that was from the revenues identified in \$Bil. Mil. Thou. Dol.	ent
A-C above? Please provide an estimate if exact figures are not available	%

9	-13	Not Applicable.
\mathbf{G}		11017 Applicable

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

OPERATING EXPENSES - Continued						
					2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the	1821			1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822			1 1		
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.						
Expensed purchases of software - 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						
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets				1 1		
b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below						
TOTAL OPERATING EXPENSES	1879					
	1900					
	A. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages. b. Employer's cost for fringe benefits - Employer's cost for legally required programs and programs not required by law. 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Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b. Expensed purchases of software - 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. Other Operating Expenses a. Depreciation and amortization charg	Resonnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). 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18												
	Name of persor	to contact	regarding this report (Please p	rint)	Title							
		Area code	Number	Extension		Area code		Number				
	Telephone		-		Fax			-				
	E-mail address				Website address							

THE WOOD IN THE WO

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-53120E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ I	Bil.	. Mil.			T	hοι	ı.	Dol.			
→		1	0	3	0	2	8	0	4	5	6	

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING ADDRES
		Is this firm's name a

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



071 00	LOL (DRAFI)		
B. SUR	EY COVERAGE		
Did t	nis firm provide the business activities described below?		
	Yes		
0001	163		
	No - Specify this firm's business activity		
	0002		
EDER/	L EMPLOYER IDENTIFICATION NUMBER (EIN)		
	s firm report payroll under EIN		
0013	Yes		- 4. 4.)
0013	No - Enter current 9-digit EIN AND date payroll was first	EIN (S	9 digits)
	reported for this EIN	15	-
			Month Day Year
			World Day Tour
		0088	
ORGAN	ZATIONAL CHANGE		
	nis firm experience any acquisitions, sales, mergers, and/or divestitu	res in 20	1187
0016	Yes		
	No - Go to 4		
D 14// :			
	n of the following organizational changes occurred in 2018? all that apply. If more than one organizational change occurred during the I	oportina	nariad avalain in 🗗
Criec	an that apply. If more than one organizational change occurred during the r	eporting	
	Acquisition		Month Day Year
	Date of organizational change	0018	
0091	Sale > AND		
	Merger		
	Enter detailed information below?		
	Divestiture		
0017	ame of company	0019 F	IN (9 digits)
0017	and of company	0019 L	iiv (5 digits)
			-
Addr	ss (Number and street, P.O. Box, etc.)		
City	own, village, etc.	e ZIP Co	nde
Oity,	July 1 mago, July 1	211 00	
			-

	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	ar that ir	ncludes a	t least s
	What time period is covered by the data provided in this report?		2018	
	The same person is contained and provided in the same sapers.	В	eginning	
	☐ Calendar year	Month	Day	Year
	0006			
	Fiscal or partial year - Report beginning and ending dates			1 1 1
			Ending D	ate
		Month	Day	Year
	0008			
)	Not Applicable.			
	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	 Report gross billings, except where noted elsewhere on the form. 			
	• Dues and assessments from members and affiliates.			
	Amounts received for work subcontracted to others.			
	 For locations that were sold or acquired during a year, only report for the periods that this file 	irm oner	atad tha	
	locations.	пп орсі	atea the	
	• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries	s, branch	nes, etc.	
	• Revenues from electronic sources.			
	Exclude:			
	Transfers made within the company.			
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal 	al tax ag	jency.	
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal Rents from and revenue of separately operated departments, concessions, etc., which are lead 	_	•	
	• Taxes collected directly from customers or clients and paid directly to a local, state, or federal	_	•	
	 Taxes collected directly from customers or clients and paid directly to a local, state, or federal Rents from and revenue of separately operated departments, concessions, etc., which are least Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Displayers) 	ased to	others.	a, U.S.
	 Taxes collected directly from customers or clients and paid directly to a local, state, or federal Rents from and revenue of separately operated departments, concessions, etc., which are lead Commissions from vending machine operators. 	ased to	others.	a, U.S.
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7.	All other operating revenue - Revenue not reported in lines 1 through 6. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7				
		1799			
8.	TOTAL OPERATING REVENUE	J			
٥.					
	Sum of lines 1 through 7	. 1800			

7 Not Applicable.

Form SA-53120E (DRAFT) Page 4

8	REVEN	UES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n third-pai	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	itering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	he t	otal 2018 revenues reported in ① ,		2018			2018	
			as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	
	A-C	abo	ove? Please provide an estimate if gures are not available.				OR ₂₅₀₁		%
									_

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
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Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

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14	OPERATING EXPENSES - Continued						
		/	Mark "X"			2018	
	December 1 Control		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	 Rersonnel Costs Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 	1821			1 1	1 1	1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	1860					
3.	Expensed purchases of software - 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	1826			1 1		1 1
4.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7						
		1879					
5.	TOTAL OPERATING EXPENSES	.0.0					
	Sum of lines 1a through 4b	1900					
15	and 16 Not Applicable.						

da	ta were esti	Please use this mated.				

Name of persor	n to contact	regarding	this r	report	(Please _l		Title							
	Area code		Nun	nber		Ext	ension		Area code		Nur	nber		
Telephone			-					Fax			_			
E-mail address								Website address						



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-54000A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your response. The U.S. Census Bureau	
is required by Section 9 of the same law to keep your information	
CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your	
business, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data are protected from cybersecurity	
risks through screening of the systems that transmit your data.	
This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and	
appears at the upper right of this page. Without this approval, we could not conduct this survey.	
https://portal.census.gov Authentication Code:	s survey should be completed online at: To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
	n this firm's operations should be noted in ① .
this firm.	or acquired in 2018, report data only for the period the establishments were operated by
Estimates are acceptable Enter "0" where applicate	e if book figures are not available.
	r two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	dod to the pearest dollar
• If a figure is \$1,030,280,	456 it should be reported as \longrightarrow 1030280456
Include:	
Data for all Services esta Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ① B.
	es primarily engaged in supporting services to those establishment(s) such as warehouses,
garages, central adminis	strative offices, and repair services.
A. MAILING ADDRESS	
	d mailing address the same as shown in the mailing address above?
	g and the state of
Ves 0035	
	orrections in the mailing address above

Form SA-54000A (DRAFT) Page 2

7111	. 0,	~ -J-	+000)	DKAFI)															1.0	aye 2
1	В.	SUI	RVEY	y cov	ERAGE	:															
		Did	this	firm	provide	e the b	usines	ss act	tiviti	ies de	escrib	bed b	elow?								
				Yes																	
		0001																			
			Ш	No - S	Specify to	this firn	m's bu	siness	s acti	ivity 7	7										
				0002																	
2	No	ot Ap	plical	ble.																	
3					AL CHA																
	A.	Did	this	firm (experier	ence an	ny acq	_l uisiti	ions,	, sale	es, me	ergers	s, and/	or dive	stiture	s in 20	18?				
				Yes																	
		0016																			
			Ш	No - (Go to 4)															
	В.	Whi	ich o	of the	followin	ing org	aniza	tiona	al cha	anges	s occ	urred	in 20	18?							
					pply. If i										the rep	orting	period	, expl	ain i	n ① .	
)											Month	Day		Year	
				Acqui	sition																
				Sale		Dat	te of o	organi	izatio	nal ch	hange					. 0018					
		0091		Outo		> AN	ID														
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		Add	dress	(Numbe	er and stre	reet, P.O). Box, (etc.)													
		City	, towi	n, villag	ie. etc.										State	ZIP Co	de				
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orm SA-54000A	(DRAFT)	Page 3
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Forn	SA-54000A (DRAFT)			Page 3
4	REPORTING PERIOD NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year	ır that ir	ncludes	s at least six
	months of data for the 2018 calendar year.			
	What time period is covered by the data provided in this report?	_		18
	Colondon			ng Date
	Calendar year	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			
				g Date
		Month	Day	Year
		'	1	
	0008			
5	Not Applicable.			
6	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	• Dues and assessments from members and affiliates.			
	Amounts received for work subcontracted to others.			
	• For locations that were sold or acquired during a year, only report for the periods that this fill locations.	rm oper	ated th	ne
	• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries	, branch	nes, etc).
	Revenues from electronic sources.			
	Exclude:			
	• Transfers made within the company.			
	• Taxes collected directly from customers or clients and paid directly to a local, state, or federal	ıl tax ag	jency.	
	• Rents from and revenue of separately operated departments, concessions, etc., which are lea	sed to	others.	
	Commissions from vending machine operators.			
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Discommonwealth Territories, or U.S. possessions). 	strict of	Colum	ıbia, U.S.
		2	018	

	\$ Bil.	Mil.	Thou.	Dol.
TOTAL OPERATING REVENUE				1 1



Not Applicable.



Form SA-54000A (DRAFT) Page 4

							U
8	RE	VEN	UES	FROM ELECTRONIC SOURCES			
	A.			firm have any revenues from customers entering orders directly applications in 2018?	on the firm	's website	s or
				Yes			
		0040		No			
	В.			firm have any revenues from customers entering orders directly applications in 2018?	on third-pa	rty websit	es or
				Yes			
		0041		No			
	C.			firm have any revenues from customers entering orders via any of private networks, dedicated lines, etc.) in 2018?	other electr	onic syste	ms
		(Suc	ii as	private networks, dedicated inles, etc., in 2010:			
		0042		Yes			
				No			
	D.	Of t	he t	otal 2018 revenues reported in 6 , 2018]	2018
				as the dollar amount (or percentage) s from the revenues identified in \$Bil. Mil. Thou.	Dol.		Percent
		A-C	abo	ve? Please provide an estimate if gures are not available.		OR ₂₅₀₁	%
9	12	No	t Ap	plicable.		•	
13	EX	POR	RT R	EVENUE			
	esi	tablis	shme	d service is a service performed for a customer or client (individual, gove ent, etc.) located outside the United States (i.e., outside the 50 States, Dis ealth Territories, or U.S. possessions).	rnment, bus trict of Colui	iness nbia, U.S.	
		clude		ann Territories, or 0.5. possessions.			
	• S	Servic	es p	erformed for unaffiliated and affiliated foreign firms (i.e., foreign parent t	irms, subsid	iaries, bran	ches, etc.).
		clud Servic		rovided to domestic subsidiaries of foreign firms.			
	A.	Did	the	revenue reported in 6 include any revenue from exports?			
				Yes			
		0009		No - Go to 🕜			
						2018	
					\$ Bil. M	il. Thou	ı. Dol.
	В.	Wha	at w	as this firm's revenue from exports in 2018?			
				,			

54001045

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported eisewhere.					
	Mark "X"		2018		
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b			1 1		
Expensed purchases of software - 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 1826			1 1		1 1
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

Form SA-54000A (DRAFT) Page 6

	, ,					
14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
		1879				
5.	TOTAL OPERATING EXPENSES					
5.						
	Sum of lines 1a through 4b	1900		1 1	1 1	1 1
1 5	and 16 Not Applicable.					

) F	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate w data were estimated.	he

Extension

Title

Area code

Fax

Website address

Number

Name of person to contact regarding this report (Please print)

Area code

Telephone

E-mail address

Number

SI U. Ec U. FO

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-54000E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date
Need help or have questions?
Call 1-877-787-9860, option "1"
(8:00 a.m 5:00 p.m. ET, M-F)
or Visit
https://www.census.gov/programs-
surveys/sas/information.html
VOLID DECORATION TO DECUIDED
YOUR RESPONSE IS REQUIRED
BY LAW. Title 13 United States
Code (U.S.C.), Sections 131 and 182 authorizes this collection.
Sections 224 and 225 require your
response. The U.S. Census Bureau
is required by Section 9 of the
same law to keep your information
CONFIDENTIAL and can use your
responses only to produce statistics.
The Census Bureau is not permitted
to publicly release your responses
in a way that could identify your
business, organization, or institution.
Per the Federal Cybersecurity
Enhancement Act of 2015, your data
are protected from cybersecurity
risks through screening of the
systems that transmit your data.
This collection has been approved
by the Office of Management and
Budget (OMB). The eight-digit OMB
approval number is 0607-0422 and
appears at the upper right of this page. Without this approval, we
could not conduct this survey.
could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ Bil.			Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	M
---	----	---

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



orm SA-54000E	(DRAFT)	Page 3
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4 F	REP	OR1	TING PERIOD			
			alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that	include	s at least six
١	Wha	t tii	me period is covered by the data provided in this report?		20	018
					Beginn	ing Date
			Calendar year	Montl	n Day	Year
0	0006					
		Ш	Fiscal or partial year - Report beginning and ending dates			
				g Date		
				Montl	Day	Year
			0008			

5 Not Applicable.

6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2018											
	\$ Bil.	Mil.	Thou.	Dol.									
1800													

1	К	u	IAL	OF	'EK	ΑH	NG	KEV	ENU	JE

G	REVENUE														1000
G.	DEVENUE	 													1800

7

Not Applicable.

Form SA-54000E (DRAFT) Page 4

							U
8	RE\	/EN	UES	FROM ELECTRONIC SOURCES			
				firm have any revenues from customers entering orders directly applications in 2018?	on the firm	's website	s or
	(0040		Yes			
				No			
				firm have any revenues from customers entering orders directly applications in 2018?	on third-pa	rty websit	es or
	(0041		Yes			
				No			
				firm have any revenues from customers entering orders via any oprivate networks, dedicated lines, etc.) in 2018?	ther electr	onic syste	ms
	,	0042		Yes			
		0042		No			
				otal 2018 revenues reported in 6, 2018]	2018
	1	that A-C	wa: abo	s the dollar amount (or percentage) s from the revenues identified in ve? Please provide an estimate if gures are not available	Dol.	OR ₂₅₀₁	Percent %
9-	P	No	t Ap	plicable.			
13	EXI	POR	T RI	EVENUE			
	esta	ablis	hme	I service is a service performed for a customer or client (individual, gove nt, etc.) located outside the United States (i.e., outside the 50 States, Dis alth Territories, or U.S. possessions).	rnment, bus trict of Colui	iness nbia, U.S.	
	Incl	lude	:				
		ervic e lud e		erformed for unaffiliated and affiliated foreign firms (i.e., foreign parent f	irms, subsid	iaries, bran	ches, etc.).
	• Se	ervic	es p	rovided to domestic subsidiaries of foreign firms.			
	A . I	Did	the	revenue reported in 6 include any revenue from exports?			
	,	0000		Yes			
	,	0009		No - <i>Go to</i> 14			
						2018	
					\$ Bil. M	il. Thou	ı. Dol.
	B. 1	Wha	t wa	as this firm's revenue from exports in 2018?			

54000047

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewhere.					
	Mark "X"		:	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
Expensed purchases of software - 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 1826					1 1
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights) Fxclude impairment					

CONTINUE WITH 14 ON PAGE 6

Form SA-54000E (DRAFT) Page 6

	(,					
14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
		1879				
5.	TOTAL OPERATING EXPENSES					
J.	Sum of lines 1a through 4b	1900		l l	1 1	1 1
1	and 16 Not Applicable.					

7 F	REMARKS - Please use this space to explain any significant year- data were estimated.	to-year changes, to clarify responses, or indicate whe
(data were estimated.	, , , , , , ,
	CONTACT INFORMATION	

Name of persor	to contact	regarding this report (Please p	orint)	Title					
	Area code	Number	Extension		Area code	Ν	lumber		
Telephone				Fax					
							-		
E-mail address				Website address					

2018 ANNUAL SERVICES REPORT

NENT OF COMMENT	U.S. DEPARTMENT OF CO Economics and Statistics Adm U.S. CENSUS BUREAU	OMMERCE
	FORM	
OF THE CO	SA-54002A	(DRAFT)

Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	
https://portal.census.gov Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
	GENERAL INSTRUCTIONS
	or acquired in 2018, report data only for the period the establishments were operated by
•Estimates are acceptable	e if book figures are not available.
• Enter "0" where applicat	
	r two or more detailed lines. al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	ded to the nearest dollar.
<u> </u>	456 it should be reported as TOSOZZBOTS
Include: • Data for all Services estate Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ① B.
 Data for auxiliary faciliting garages, central administration 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	d mailing address the same as shown in the mailing address above?
Yes	
0035	
No - Enter co	prections in the mailing address above
☐ No - Enter co	prrections in the mailing address above
□ No - Enter co	orrections in the mailing address above

UIII	1 3	4-5400	ZA (DRAFT)												Page 2
1	В.	SURVE	Y COVERAGE												
		Did th	s firm provide t	he busine	ss activi	ities des	cribed	below?							
			V												
		0001	Yes												
			No - Specify thi	is firm's bu	usiness ad	ctivity 7									
			0002												
2	No	t Applic	ıble.												
3	OR	GANIZ	ATIONAL CHAN	IGE											
	A.	Did th	s firm experienc	ce any ac	quisition	s, sales,	merge	rs, and/o	r divestit	ures	in 20	18?			
			Yes												
		0016	No - Go to 4												
	_														
	В.		of the following Il that apply. If m							e rep	ortina	period	. expla	in in 🕡.	
)	.0.0	ne ergan		onange		a a 1 1 1 1 2		og	Month		Yea	
		L	Acquisition	Data		• • • • • • • • •								1 1	1
			Sale		organizati	ionai cnai	nge			• •	. 0018				
		0091	Merger	- AND											
				Enter de	tailed info	ormation	below -	?							
		L	Divestiture												
		0017 Na	me of company								0019 EI	N (9 di	gits)		
												_	1 1	1 1 1	'
		Address	(Number and stree	et, P.O. Box,	etc.)										
		City, to	ın, village, etc.						Sta	ate	ZIP Co	de			
											ı		_		ı

Form SA-54002A	(DRAFT)	Page 3
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4	REP	ORT	TING PERIOD				
	NOT mor	E: C	ar tha	t in	cludes	at least six	
	Wha	at tiı	me period is covered by the data provided in this report?			20	18
					В	eginni	ng Date
			Calendar year	Mon	th	Day	Year
	0006						
		ш	Fiscal or partial year - Report beginning and ending dates				
						Ending	Date
				Mon	th	Day	Year
			0008				
A							

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2018 Bil. Mil. Thou. Dol.										
	\$ Bil.	Mil.	Thou.	Dol.								
. 1800												

			1 1	1 1		
1.	TOTAL OPERATING REVENUE		1 1	1 1		

I 7 I	
•	

Not Applicable.

Form SA-54002A (DRAFT) Page 4

8	REVEN	UES	FROM ELECTRONIC SOURCES						
	A. Did mol	this	firm have any revenues from customers er applications in 2018?	ntering orders	directly o	n the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers er applications in 2018?	ntering orders	directly o	n third-pa	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this th as	firm have any revenues from customers er private networks, dedicated lines, etc.) in	ntering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	the t	otal 2018 revenues reported in 6 ,		2018		l	2018	
			as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percen	t
	A-C	abo	ve? Please provide an estimate if gures are not available.				OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14 OPERATING EXPENSES - Continued

			Mark "X"		:	2018	
			if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs						
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	. 1821					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	. 1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	. 1823			1 1		
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b						
3.	Expensed purchases of software - 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	. 1826					
4.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment				1 1	1 1	
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7						
		1879					
5.	TOTAL OPERATING EXPENSES	1879					
J .		. 1900					
A	and 16 Not Applicable.						
	το Νοι Αργιισασίε.						

	SA-54002A (DRAFT) Pag
(REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate whe data were estimated.

18 CONTACT INFORMATION

Name of person	to contact	regarding ⁻	this report	(Please p	orint)	Title								
	Area code Number Extension						Area code	Nu	mber					
Telephone			-	1 1	1 1 1	Fax		-						
E-mail address						Website address								
										1				

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

EOD M

SA-54002E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	Bil. Mil.			1	hοι	ı.	Dol.						
→		1	0	3	0	2	8	0	4	5	6			

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

_	

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes		
0035			
	NIa	Entor	

☐ No - Enter corrections in the mailing address above



B. SURVEY COVERAGE

Yes

0002

Yes

0013

Did this firm provide the business activities described below?

No - Specify this firm's business activity

No - Enter current 9-digit EIN **AND** date payroll was first

FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)

Does this firm report payroll under EIN

В.	Yes No - Go to 4 Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting	na period.	explai	n in D .
	Acquisition Date of organizational change	Month 18	Day	Year
	Divestiture 0017 Name of company 0019 Address (Number and street, P.O. Box, etc.)	EIN (9 dig	its)	
		Code	-	1 1 1

EIN (9 digits)

0088

Month Day

Year

orm SA-54002E	(DRAFT)	Page 3	3
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4	NOT	E: C	FING PERIOD alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that	include	s at least six
			me period is covered by the data provided in this report?		20	18
					Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		Ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year
			0008			

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2018											
	\$ Bil.	Mil.	Thou.	Dol.									
1800													

1.	TOTAL	OPERATING	REVENIIE
1.	IUIAL	UPERATING	REVENUE

	TOTAL	OPERATING REVENUE																			18
--	-------	-------------------	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	----

7	7	
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Not Applicable.

Form SA-54002E (DRAFT) Page 4

8	REVEN	UES	FROM ELECTRONIC SOURCES						
	A. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n third-pai	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	ntering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	he t	otal 2018 revenues reported in © ,		2018			2018	
	tha	t wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	t
	A-C exa	abo ct fi	ve? Please provide an estimate if gures are not available				OR ₂₅₀₁	' '	%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued						
		٨	∕lark "X"			2018	
	December 1 Control	1	if None	\$ Bil.	Mil.	Thou.	Dol.
1.	 Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 	1821					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	1860			1 1		1 1
3.	Expensed purchases of software - 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	1826			1 1		
4.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7						
		1879		'			' '
5.	TOTAL OPERATING EXPENSES	10/0					
	Sum of lines 1a through 4b	1900					
I	and 16 Not Applicable.						

)	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify response data were estimated.	s, or indicate whe
(data were estimated.	

Area code

Telephone

E-mail address

Number

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.
• • • •
We suggest you keep a copy for your records.

Extension

Area code

Fax

Website address

Number

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-54011AT	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	s survey should be completed online at:
	To view Survey Results:
Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	•
Authentication Code:	https://www.census.gov/programs-surveys/sas.html
• Any significant change i • For establishments sold this firm.	https://www.census.gov/programs-surveys/sas.html GENERAL INSTRUCTIONS n this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by
• Any significant change i • For establishments sold this firm. • Estimates are acceptable	https://www.census.gov/programs-surveys/sas.html GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available.
Any significant change i For establishments sold this firm. Estimates are acceptable Enter "0" where applical	https://www.census.gov/programs-surveys/sas.html GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available. ole.
Any significant change i For establishments sold this firm. Estimates are acceptable Enter "0" where applical Do not combine data for	https://www.census.gov/programs-surveys/sas.html GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available.
Any significant change in For establishments sold this firm. Estimates are acceptable. Enter "0" where applicate. Do not combine data for Report data on an accrue. Figures should be round.	https://www.census.gov/programs-surveys/sas.html GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by the eif book figures are not available. ole. In two or more detailed lines. all basis, except for payroll. Seed to the nearest dollar.
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 Any significant change in a For establishments sold this firm. Estimates are acceptable. Enter "0" where applicate. Do not combine data for a Report data on an accrue. Figures should be round. If a figure is \$1,030,280,000. Include: 	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by a if book figures are not available. ole. In two or more detailed lines. It was all basis, except for payroll. ded to the nearest dollar. 1030280456
• Any significant change i • For establishments sold this firm. • Estimates are acceptable • Enter "0" where applical • Do not combine data fo • Report data on an accru • Figures should be round • If a figure is \$1,030,280,4 Include: • Data for all Services estable	https://www.census.gov/programs-surveys/sas.html GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by the eif book figures are not available. ole. In two or more detailed lines. all basis, except for payroll. Seed to the nearest dollar.
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Authentication Code: Any significant change if For establishments sold this firm. Estimates are acceptable Enter "0" where applicated Do not combine data for Report data on an accrue Figures should be round of a figure is \$1,030,280, Include: Data for all Services est Construction operations Data for auxiliary facilities	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. Or acquired in 2018, report data only for the period the establishments were operated by a if book figures are not available. Dele. In two or more detailed lines. All basis, except for payroll. Bed to the nearest dollar. Also it should be reported as t is not a survey coverage in ②B. Best primarily engaged in supporting services to those establishment(s) such as warehouses,
Any significant change in For establishments sold this firm. Estimates are acceptable Enter "0" where applicated Do not combine data for Report data on an accrue Figures should be round lift a figure is \$1,030,280, Include: Data for all Services estable Construction operations Data for auxiliary facilitic garages, central administration.	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. Or acquired in 2018, report data only for the period the establishments were operated by a if book figures are not available. Dele. In two or more detailed lines. All basis, except for payroll. Bed to the nearest dollar. Also it should be reported as I O 3 O 2 8 O 4 5 6 Abblishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and as defined by the survey coverage in ①B. Bes primarily engaged in supporting services to those establishment(s) such as warehouses,
Any significant change in For establishments sold this firm. Estimates are acceptable Enter "0" where applicated Do not combine data for Report data on an accrue Figures should be round lift a figure is \$1,030,280, Include: Data for all Services estable Construction operations Data for auxiliary facilitic garages, central administration.	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. Or acquired in 2018, report data only for the period the establishments were operated by a if book figures are not available. Onle. In two or more detailed lines. I basis, except for payroll. I bed to the nearest dollar. I D 3 D 2 8 D 4 5 6 Abolishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and a selfined by the survey coverage in ②B. Best primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.

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Pa SA-54011AT (DRAFT)	go z
1 B. SURVEY COVERAGE	
Did this firm provide the business activities described below?	
Did this firm provide the business activities described below?	
Yes	
0001	
No - Specify this firm's business activity	
0002	
2 Not Applicable.	
3 ORGANIZATIONAL CHANGE	
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?	
\square \vee .	
Ves	
No - Go to 4	
B. Which of the following organizational changes occurred in 2018?	
Check all that apply. If more than one organizational change occurred during the reporting period, explain in 🕡.	
Month Day Year	
☐ Acquisition ☐	
Date of organizational change	
O091 AND	
☐ Merger Enter detailed information below 7	
Divestiture	
Divestiture	
0017 Name of company 0019 EIN (9 digits)	
ten internet company	
Address (Number and street, P.O. Box, etc.)	
City, town, village, etc. State ZIP Code	
City, town, village, etc.	
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5401

REPORTING PERIOD					
NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal months of data for the 2018 calendar year.	year	that i	ncludes	at least	six
What time period is covered by the data provided in this report?	ſ		20	18	
The same same position is seen as, and same prostation in an expert.		ı		ng Date	
Calendar year		Month	Day	Year	
Fiscal or partial year - Report beginning and ending dates	0007				
Piscal of partial year - neport beginning and ending dates	0007		Ending	Date	
		Month		Year	
	Ī				
	8000				_
TAX STATUS					
A. Is this firm or organization operated on a not-for-profit basis?					
Yes					
0031 Tes					
□ No - Go to 6					
B. Was all or part of the income of this firm or organization exempt from Federal	inco	me ta	axes ur	der	
section 501 of the Internal Revenue Code?					
Yes					
0030					
□ No					
SALES, RECEIPTS, OR REVENUE					
What were the revenues for this firm in 2018?					
Include:					
Report gross billings, except where noted elsewhere on the form.					
Dues and assessments from members and affiliates.					
Revenues from electronic sources.					
Exclude:					
Transfers made within the company.					
• Taxes collected directly from customers or clients and paid directly to a local, state, or fe			,		
 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states Commonwealth Territories, or U.S. possessions). 	s, Dis	trict of	Colum	bia, U.S.	
INSTRUCTIONS FOR TAXABLE FIRMS					
INSTRUCTIONS FOR TAXABLE FIRMS					
Include					
Include: • Amounts received for work subcontracted to others.					
 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that the 	is firı	n ope	rated th	е	
 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that the locations. 		·			
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 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiate concessions and revenue of separately operated departments, concessions, etc., which are commissions from vending machine operators. 	aries, e leas	branc sed to	hes, etc others. 2018		ol.
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 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiate Exclude: Rents from and revenue of separately operated departments, concessions, etc., which are Commissions from vending machine operators. Mark "X" if None \$\frac{1}{2}\$ Bil. Operating Revenue Legal services, civil law - Providing legal advice, representation, and drafting of documents and related services concerning civil law. Civil law may include all legal services related to civil matters, including real estate law; wills, estates and trusts; family law; business and commercial law; civil negligence law; labor and 	aries, e leas	branc sed to	hes, etc others. 2018		ol.
 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiate Exclude: Rents from and revenue of separately operated departments, concessions, etc., which are Commissions from vending machine operators. Mark "X" if None \$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\	aries, e leas	branc sed to	hes, etc others. 2018		ol.
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orm	S	A-5401 1	IAT (DRAFT)							Page 4
6	SA	ALES, RE	CEIPTS, OR REVENUE - Continued							
						Mark "X"			2018	
						if None	\$ Bil.	Mil.	Thou	. Dol.
1.			Revenue - Continued							
	C.	filing and	search and document services - Providing do d search services, including title, abstract and se	ttlemen	ıt					
		services;	process server services; and notarization and co		on 3052		'		'	
	d.	All othe	er operating revenue - Revenue not reported in 1c. If this item is greater than 20% of the total specify the primary source of the revenue here	n lines 1 operatii	la					
					1799					
2.	TC	TAL OP	ERATING REVENUE		1799					
			s 1a through 1d		1800			1 1		
7	No	t Applica	ble.							
8	RE	VENUES	FROM ELECTRONIC SOURCES							
	В.	Did this mobile	refirm have any revenues from customers erapplications in 2018? Yes No refirm have any revenues from customers erapplications in 2018? Yes No refirm have any revenues from customers erapplications in 2018? Yes No refirm have any revenues from customers erapprivate networks, dedicated lines, etc.) in Yes No	ntering	orders	directly (on thir	d-party	y website	es or
	D.	what w	otal 2018 revenues reported in ③ , as the dollar amount (or percentage)	φ.Β.:	D 4:1	2018				2018
		that wa	s from the revenues identified in over Please provide an estimate if	\$ Bil.	Mil.	Thou.	D	ol.		Percent
		exact fi	gures are not available						OR ₂₅₀₁	%
9	Œ	Not Ap	plicable.							

2018

Thou.

Dol.

Mil.

13	EXPORT	REVE	NUE

An exported service is a service 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:

• Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 12

	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

a.	Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages .	1821					<u> </u>	
b.	Employer's cost for fringe benefits - 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							

CONTINUE WITH 14 ON PAGE 6

insurance programs, life insurance benefits, Medicare). Exclude

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	OPERATING EXPENSES - Continued						
	OPERATING EXPENSES - Continued					2040	
		Mark "X if None		I. N	1il.	2018 Thou.	Dol.
1.	Personnel Costs - Continued						
••	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	0					
3.	Expensed purchases of software - 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 182	6					
4.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1 🔲					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below \(\textstyle{\						
		. 🗆					
5.	TOTAL OPERATING EXPENSES	9	\vdash				
5.	Sum of lines 1a through 4b	0					

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7	REMARKS - P data were estim	lease use th mated.	nis space	to expla	ain any s	significant y	ear-to-year ch	nanges, t	o clarify r	esponses,	or indica	te wher
3	CONTACT IN	FORMATIO	N									
	Name of persor	to contact re	egarding	this repor	t (Please	print)	Title					
		Area code		Number		Extension		_	Area code		Number	
	Telephone			-				Fax			-	
	E-mail address						Website ad	dress				



2018 ANNUAL SERVICES REPORT

Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and	
appears at the upper right of this page. Without this approval, we could not conduct this survey.	
https://portal.census.gov Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
• Any significant change i	n this firm's operations should be noted in ① .
, ,	or acquired in 2018, report data only for the period the establishments were operated by
· ·	e if book figures are not available.
•Enter "0" where applicab	ple.
Enter "0" where applicateDo not combine data for	ole. r two or more detailed lines.
 Enter "0" where applicate Do not combine data for Report data on an accrus 	ole. r two or more detailed lines. al basis, except for payroll. sed to the persect dollar.
 Enter "0" where applicable Do not combine data for Report data on an accrusion Figures should be round 	ole. r two or more detailed lines. al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
 Enter "0" where applicate Do not combine data for Report data on an accrust Figures should be round 	ole. r two or more detailed lines. al basis, except for payroll. \$ Bil. Mil. Thou. Dol. ded to the nearest dollar.
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Enter "0" where applicate Do not combine data for Report data on an accrustate in Figures should be round If a figure is \$1,030,280,4 Include: Data for all Services estate Construction operations Data for auxiliary facilities garages, central adminis A. MAILING ADDRESS Is this firm's name and Yes	ole. r two or more detailed lines. al basis, except for payroll. ded to the nearest dollar. 456 it should be reported as ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and as defined by the survey coverage in B. es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
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m SA-54011ATE(draft)
B. SURVEY COVERAGE
Did this firm provide the business activities described below?
Ves Ves
No - Specify this firm's business activity
0002
Not Applicable.
ORGANIZATIONAL CHANGE
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?
□ Yes
0016 No - <i>Go to</i> 4
NO - GO 10 C
B. Which of the following organizational changes occurred in 2018?
Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①.
Acquisition Month Day Year
Date of organizational change
Sale AND
☐ Merger Enter detailed information below 7
Divestiture
Divestiture
0017 Name of company 0019 EIN (9 digits)
Address (Number and street, P.O. Box, etc.)
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City, town, village, etc.

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4)	ILLI OIL	NG PERIOD						
	NOTE: 0	lendar year data are preferred. If they are un	available, please repo	ort for the f	iscal yea	ar that in	ncludes	at least
	months	f data for the 2018 calendar year.			,			
	What ti	ne period is covered by the data provided	d in this report?				201	
		Colondon voor					Beginnir	
	0006	Calendar year				Month	Day	Year
		Fiscal or partial year - Report beginning and	ending dates		0007			
		, , , , ,	Ü				Ending	Date
						Month	Day	Year
								1 1
					8000			
5	TAX S	ATUS						
	A. Is th	s firm or organization operated on a not-	for-profit basis?					
		Vac						
	0031	Yes						
		No - <i>Go to</i> 6						
	P Was	II or part of the income of this firm or o	raanization avamnt	from Ead	oral ina	omo to	voc IIn	dor
	sect	on 501 of the Internal Revenue Code?	rgamzation exempt	, iroiii reu	erai iiic	onie ta	ixes uii	uer
		Yes						
	0030	Tes						
		No						
6		RECEIPTS, OR REVENUE						
	• Dues a • Reven							
	 Report Dues a Reven Exclude Transf Taxes Reven Comm INSTRU Include Prograapplic Gross Incomoperat Gross 	d assessments from members and affiliates. es from electronic sources. Its made within the company. Collected directly from customers or clients and end of foreign subsidiaries (those located outsidents). CTIONS FOR TAX-EXEMPT FIRMS In service revenue for services provided in the colleperiod. Calles of merchandise minus returns and allow from interest, dividends, gross rents (including the companies), royalties, and other incontributions, gifts, and grants (whether or no	nd paid directly to a lode the U.S., i.e., outside the U.S., i.e., outside applicable period, was ances. In display space rentances and display space rentances are restricted for use in	de the 50 s whether or ralls and sha	not paymare of rec	strict of	Columl s receiv	ed in the
	Report Dues a Reven Exclude Transf Taxes Reven Comm INSTRU Include Progra applic Gross Incom operat Gross Comm operat	d assessments from members and affiliates. es from electronic sources. Its made within the company. Collected directly from customers or clients and end of foreign subsidiaries (those located outsid newealth Territories, or U.S. possessions). CTIONS FOR TAX-EXEMPT FIRMS In service revenue for services provided in the pole period. Calles of merchandise minus returns and allow from interest, dividends, gross rents (including the pole period). In the period of the period	nd paid directly to a lode the U.S., i.e., outside the U.S., i.e., outside applicable period, was ances. In display space rentances and display space rentances are restricted for use in	de the 50 s whether or ralls and sha	not paymare of rec	strict of	Columl s receiv	ed in the
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6 SALES, RECEIPTS, OR REVENUE - Continued

			Mark "X"		2018	
			if None	\$ Bil.	Mil. Th	ou. Dol.
1.	No	on-Operating Revenue - Continued				
••		Program service - Include revenue from classes and				
		instructional services; registration fees received in connection with a meeting or convention; government contracts; and other fees				
		received for providing a service	743			
	d.	All other non-operating revenue - Revenue not reported in		,		
		lines 1a through 1c. Include capital gains and losses. If this item is greater than 20% of the total revenue, specify the primary source of revenue below 7				
		,				
			200			' ' '
2.	TO	TAL REVENUE	809			
2.		or of lines 1a through 1d	800			
7		t Applicable.				
8		EVENUES FROM ELECTRONIC SOURCES	d online	0)/0=	om Elect	io Course
		OTE: For tax-exempt firms, please include monetary donations receive				
	A.	Did this firm have any revenues from customers entering order mobile applications in 2018?	ers directly (on the fir	m's websit	es or
		Yes				
		0040 No				
	В.	Did this firm have any revenues from customers entering order mobile applications in 2018?	ers directly (on third-p	arty webs	ites or
		U Yes 0041				
		□ No				
	C.	Did this firm have any revenues from customers entering order (such as private networks, dedicated lines, etc.) in 2018?	ers via any o	ther elec	tronic syst	ems
		Yes				
		Ves Yes				
		□ No				
	D.	Of the total 2018 revenues reported in 6,	2040			2040
		what was the dollar amount (or percentage)	2018 il. Thou.	Dol.		2018 Percent
		that was from the revenues identified in A-C above? Please provide an estimate if	ii. IIIOU.	DOI.		
		exact figures are not available			OR ₂₅₀	%
9	æ	Not Applicable.				
9	V	Not Applicable.				

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2018

2018

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		UNI	UE A		UE

An exported service is a service 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).

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 14

	\$ Bil.		Thou.	
				Г
3. What was this firm's revenue from exports in 2018?		1 1	100	

OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Pe	ersonnel Costs							
a.	Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 183	321				1	<u> </u>	
b.	Employer's cost for fringe benefits - Employer's cost for legally required programs and programs not required by law.							

J.	Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude
	employee contributions

ent tax, state disability nefits, Medicare). Exclude		1			
CONTINUE WITH 🖸 ON PAGE 6					

Mark "X" if None

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Form S	SA-5	4011	IA'	TE(DRAFT)
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14 OPERATING EXPENSES - Continued

Personnel Costs - Continued

c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. **Include** all charges for payroll, benefits,

Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and

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Mark "X" if None

\$ Bil.

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	REMARKS - F data were esti	'lease use t mated.	this space	to explain a	ny sigr	nificant yea	r-to-year changes,	to clarify response	es, or indicate whe
3	CONTACT IN	FORMATI	ON						
	Name of person			his report (Ple	ase prir	nt)	Title		
		Area code		Number		Extension		Area code	Number
							_		
	Telephone			-			Fax		_
	Telephone E-mail address			-			Website address		



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-54011ET (DRAFT) **Due Date**

Need help or have questions?

Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit

https://www.census.gov/programssurveys/sas/information.html

YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ I	Bil.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A. MA	ILIN	G ADDRESS
ls th	nis fi	rm's name and mailing address the same as shown in the mailing address above?
0035		Yes
0000	П	No - Enter corrections in the mailing address above

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Did this firm provide the business activities described below? Yes No - Specify this firm's business activity? No - Specify this firm's business activity? PEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	Did this firm provide the business activities described below? Yes No - Specify this firm's business activity 7 No - Spec						
Yes No - Specify this firm's business activity 7	Yes No - Specify this firm's business activity 7	B. SURVEY COVERAGE					
No - Specify this firm's business activity	No - Specify this firm's business activity	Did this firm provide the business activities described below?					
No - Specify this firm's business activity	No - Specify this firm's business activity 7						
No - Specify this firm's business activity	No - Specify this firm's business activity 7						
No - Specify this firm's business activity	No - Specify this firm's business activity						
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NOTE: Calcandar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year	THI OA GTOTTET (DRAFT)	. 490
What time period is covered by the data provided in this report? Calendar year	4 REPORTING PERIOD	
What time period is covered by the data provided in this report? Calendar year	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal	year that includes at least six
Calendar year Fiscal or partial year - Report beginning and ending dates	•	2018
Fiscal or partial year - Report beginning and ending dates		
Fiscal or partial year - Report beginning and ending dates TAX STATUS		Month Day Year
TAX STATUS A. Is this firm or organization operated on a not-for-profit basis? Ves		
TAX STATUS A. Is this firm or organization operated on a not-for-profit basis? Ves	Fiscal of partial year - neport beginning and ending dates	
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A. Is this firm or organization operated on a not-for-profit basis? Yes	0	008
A. Is this firm or organization operated on a not-for-profit basis? Yes	TAX STATUS	
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B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code? Yes		
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	Criminal Charges	
CONTINUE WITH 6 ON PAGE 4		

orn	SA-54011ET (DRAFT)						Page 4
6	SALES, RECEIPTS, OR REVENUE - Continued						
			ark "X"		2	018	
		if	None	\$ Bil.	Mil.	Thou.	Dol.
1.	Operating Revenue - Continued						
	c. Legal research and document services - Providing document filing and search services, including title, abstract and settlement						
	services; process server services; and notarization and certification						
	d. All other operating revenue - Revenue not reported in lines 1a	3052					
	through 1c. If this item is greater than 20% of the total operating						
	revenue, specify the primary source of the revenue here						
2	TOTAL OPERATING REVENUE	1799					
2.		1800					
7	Not Applicable.						
8	REVENUES FROM ELECTRONIC SOURCES						
0		dawa diw	41	4b £	:la	shaitaa .	
	A. Did this firm have any revenues from customers entering ord mobile applications in 2018?	aers air	ectiy	on the t	irm's w	ebsites (or
	□ Vee						
	U Yes 0040						
	□ No						
	B. Did this firm have any revenues from customers entering ord	doro dir	oothy d	on third	norty is	roboitos	0.11
	mobile applications in 2018?	uers uir	ectly (on tilira	-party w	vensites	or
	Yes						
	0041 Tes						
	□ No						
	C. Did this firm have any revenues from customers entering ord	ders via	any o	ther ele	ectronic	evetem	e
	(such as private networks, dedicated lines, etc.) in 2018?	4010 VIG	uny c	tiloi oic		oyotom.	•
	Yes						
	0042						
	□ No						
	D. Of the total 2018 revenues reported in (3) , what was the dollar amount (or percentage)	20	18				2018
	that was from the revenues identified in	Mil.	Thou.	Dol			Percent
	A-C above? Please provide an estimate if exact figures are not available		1 1		OR	2501	%
9	•12 Not Applicable.						
9	Not Applicable.						

2018

Thou.

Dol.

Mil.

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	EAPURI	DEVE	NUE
ш	EXPORT	ILLAL	IAOF

An exported service is a service 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

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

		Yes
0009		
	Ш	No - Go to 14

	\$ Bil.	Mil.	Thou.	Dol.
3. What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 18	821				
Employer's cost for fringe benefits - 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					

CONTINUE WITH 14 ON PAGE 6

insurance programs, life insurance benefits, Medicare). **Exclude**

14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs - Continued c. Temporary staff and leased employee expense - Total costs					
	paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
3.	Expensed purchases of software - 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 1826					
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
	1879					
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b					
	and 16 Not Applicable.					

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D	REMARKS - Please use this space to explain any significant year data were estimated.	r-to-year changes, to clarify responses, or indicate where
8	CONTACT INFORMATION	
	Name of person to contact regarding this report (Please print)	Title
		Area code Number
	Area code Number Extension Telephone	Fax
	Telephone -	Fax -
		Fax



Need he

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration

2018 ANNUAL SERVICES REPORT

SA-54011ETE (DRAFT)

p or have questions?

or Visit https://www.census.gov/programssurveys/sas/information.html

Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F)

Due Date

YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ I	Bil.	Mil.			Thou.			Dol.		
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A. I	VIAII	LIN	G ADDRESS
I	s thi	s fir	m's name and mailing address the same as shown in the mailing address above?
0	0035		Yes
			No - Enter corrections in the mailing address above

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Did this firm provide the business activities described below? Yes
Yes No - Specify this firm's business activity 7 Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
No - Specify this firm's business activity No - Specify this firm's business activity
No - Specify this firm's business activity No - Specify this firm's business activity
No - Specify this firm's business activity No - Specify this firm's business activity
No - Specify this firm's business activity No - Specify this firm's business activity
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No - Specify this firm's business activity No - Specify this firm's business activity
No - Specify this firm's business activity No - Specify this firm's business activity No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
reported for this EIN
Month Day Ye 0088 ORGANIZATIONAL CHANGE
ORGANIZATIONAL CHANGE
ORGANIZATIONAL CHANGE
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?
O016 Yes
□ No - Go to 4
B. Which of the following organizational changes occurred in 2018?
Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①
Acquisition Month Day Yea
Date of organizational change
Sale AND
☐ Merger ☐ ☐
Enter detailed information below?
☐ Merger ☐ Divestiture ☐ Divestiture ☐ Divestiture ☐ Divestiture Enter detailed information below 7
Divestiture
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4)	REPORTING PERIOD										
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least										
	months of data for the 2018 calendar year. What time period is covered by the data provided in this report? 2018										
	Beginning Date										
	Calendar year Month Day Year										
	Fiscal or partial year - Report beginning and ending dates										
	Ending Date										
	Month Day Year										
	0008										
5											
	A. Is this firm or organization operated on a not-for-profit basis?										
	☐ Yes										
	0031										
	□ No - Go to 6										
	B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code?										
	Ves										
	□ No										
6	SALES, RECEIPTS, OR REVENUE										
	 Dues and assessments from members and affiliates. Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. 										
Commonwealth Territories, or U.S. possessions). INSTRUCTIONS FOR TAX-EXEMPT FIRMS Include:											
											 Program service revenue for services provided in the applicable period, whether or not payment was received in the
	applicable period.										
	 Gross sales of merchandise minus returns and allowances. Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments 										
	operated by other companies), royalties, and other investments.										
	 Gross contributions, gifts, and grants (whether or not restricted for use in operations). 										
	 Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators). 										
	operators). • Gross receipts from fundraising activities.										
	operators). • Gross receipts from fundraising activities. Exclude:										
	operators). • Gross receipts from fundraising activities. Exclude: • Gross receipts of departments or concessions operated by other companies.										
	operators). • Gross receipts from fundraising activities. Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds.										
	operators). • Gross receipts from fundraising activities. Exclude: • Gross receipts of departments or concessions operated by other companies.										
1.	operators). • Gross receipts from fundraising activities. Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. Mark "X" 2018										
1.	operators). • Gross receipts from fundraising activities. Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. **Mark "X"										
1.	operators). • Gross receipts from fundraising activities. Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. Mark "X" 2018 \$ Bil. Mil. Thou. Do not be a contribution, gifts, and grants received 1741										
1.	operators). • Gross receipts from fundraising activities. Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. Mark "X" if None \$ Bil. Mil. Thou. D. Non-Operating Revenue										

Form	SA	A-54011ETE (draft)					Page 4
6	SA	LES, RECEIPTS, OR REVENUE - Continued					
				Mark "X"		2018	
				if None	\$ Bil. M	lil. Tho	u. Dol.
1.	C.	Program service - Include revenue from classes and instructional services; registration fees received in conne a meeting or convention; government contracts; and oth received for providing a service	er fees				1 1 1
	d.	All other non-operating revenue - Revenue not report lines 1a through 1c. Include capital gains and losses. I item is greater than 20% of the total revenue, spec primary source of revenue below	ed in f this				
			1809				
2.		TAL REVENUE					
		m of lines 1a through 1d	1800				
7	No	t Applicable.					
8	RE	VENUES FROM ELECTRONIC SOURCES					
	NO	TE: For tax-exempt firms, please include monetary donat	ions received o	online as F	Revenue fror	m Electronic	Sources.
	A.	Did this firm have any revenues from customers en mobile applications in 2018?	tering orders	directly	on the firm	ı's website	s or
		0040 Yes					
	_	□ No					
	В.	Did this firm have any revenues from customers en mobile applications in 2018?	tering orders	airectiy	on tnira-pa	irty websit	es or
		☐ Yes					
		☐ No					
	C.	Did this firm have any revenues from customers en (such as private networks, dedicated lines, etc.) in	tering orders 2018?	via any o	other electi	ronic syste	ems
		O042 Yes					
		No					
		Of the total 2018 revenues reported in 6 , what was the dollar amount (or percentage)		2018			2018
		that was from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent
		A-C above? Please provide an estimate if exact figures are not available				OR ₂₅₀₁	%
9-	12	Not Applicable.					
		,					

12	EVDO	DT D	DE\/E	
ЦЭ	EXPO	ו וחי	NEVI	

An exported service is a service 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).

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 14

2 What was this firm's revenue from experts in 20102	0400

2018							
\$ Bil.	\$ Bil. Mil. Thou.						
	1 1	1 1	1 1				

OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X"		_	2018	
if None	\$ Bil.	Mil.	Thou.	Dol.

Personnel Costs

- a. Gross annual payroll Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). **Include** the spread on stock options that are taxable to employees as wages . 1821
- b. Employer's cost for fringe benefits 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); de defined contribution plans (e.g., prof plans); and other fringe benefits (e.g compensation insurance, unemployr insurance programs, life insurance b employee contributions.

ined benefit pension plans; it sharing, 401K, stock option ., Social Security, workers' nent tax, state disability						
penefits, Medicare). Exclude						
CONTINUE WITH (L) ON PAGE 6						

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14	OPERATING EXPENSES - Continued					
		Mark "X"	,		2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs - Continued					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
3.	Expensed purchases of software - 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 1826			1 1		
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?					
	1879					
5.	TOTAL OPERATING EXPENSES		'	1 1		1 1
	Sum of lines 1a through 4b					

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	FORMATION						
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SERVICE ANNUAL SURVEY FORM

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-54131A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
(8.00 a.m 5.00 μ.m. Ε1, IVI-F) or Visit	
https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the	
same law to keep your information	
CONFIDENTIAL and can use your responses only to produce statistics.	
The Census Bureau is not permitted to publicly release your responses	
in a way that could identify your	
business, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data.	
This collection has been approved by the Office of Management and	
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and	
appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
https://portal.census.gov Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
 Any significant change in 	n this firm's operations should be noted in 🕡.
this firm.	or acquired in 2018, report data only for the period the establishments were operated by
	if book figures are not available.
 Enter "0" where applicable Do not combine data for 	two or more detailed lines.
• Figures should be round	ed to the pearest dellar
_	1 0 3 0 2 8 0 4 5 6
Include:	
 Data for all Services esta 	ıblishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
Construction operations)	as defined by the survey coverage in 1 B.
Data for auxiliary facilities	es primarily engaged in supporting services to those establishment(s) such as warehouses,
garages, central adminis	trative offices, and repair services.
1 A. MAILING ADDRESS	i de la companya de la companya de la companya de la companya de la companya de la companya de la companya de
Is this firm's name and	mailing address the same as shown in the mailing address above?
Ves	
	rrections in the mailing address above
- NO - LINE CO	Toddon's III and maining address above

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Forn	SA-54131A (DRAFT)					Page 3		
4	REPORTING PERIOD							
	NOTE: Calendar year data are preferred. If they are unavailable, please rep	ort for the	fiscal yea	r that ir	ncludes a	at least six		
	months of data for the 2018 calendar year. What time period is covered by the data provided in this report?				2018	3		
			В	Beginning Date				
	Calendar year			Month	Day	Year		
	Fiscal or partial year - Report beginning and ending dates		0007					
	- Toods of partial year mopert beginning and chang dates in the				Ending I	Date		
				Month	Day	Year		
			0008			1 1 1		
			0008					
5	Not Applicable.							
6	SALES, RECEIPTS, OR REVENUE							
	What were the revenues for this firm in 2018?							
	Include:							
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 							
	Amounts received for work subcontracted to others.							
	 For locations that were sold or acquired during a year, only report for the locations. 	periods t	that this fi	rm oper	ated the			
	 Revenue from services performed by domestic locations of foreign paren 	t firms, su	ıbsidiaries	, branch	ies, etc.			
	Revenues from electronic sources.	·		•	·			
	Exclude:							
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local 	ocal state	or fodor	al tay an	oncy			
	 Rents from and revenue of separately operated departments, concessions 			_				
	Commissions from vending machine operators.							
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outsi Commonwealth Territories, or U.S. possessions). 	de the 50	states, Di	strict of	Columbi	ia, U.S.		
	Commented and Former to Great processes to the	8.4 1 113211		2	018			
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.		
1.	Residential and Non-Residential Building Projects							
	a. Single-family residential projects - The design of single-family residential properties, such as single-family homes and town homes							
	b. Multi-family residential projects (excludes apartment							
	building projects) - The design of multi-family residential projects. Exclude apartment buildings, hotels, resorts, and similar							
	temporary overnight accommodations; and nursing homes and similar residential health care projects		'	1 1	1 1			
	c. Non-residential building projects (includes apartment							
	building projects) - The design of non-residential building							
	projects, such as, apartment buildings, offices, retail, restaurants, hotels, convention centers, health care, entertainment, recreation,							
	educational, industrial, transportation and other non-residential facilities		'	1 1	1 1	' '		
2.	Other Services (performed independent of the architecture							
	projects above)							
	 a. Landscape architectural services - Providing architectural services relating to the design of the built landscape. Include golf 				1 1			
	courses							
	b. Interior design services - Providing services relating to the planning and designing of interior spaces				1 1			
	planning and designing of interior spaces							
	CONTINUE WITH 6 ON PAGE 4							

SALES, RECEIPTS, OR REVENUE - Continued

2018

Mark "X"

2018

Thou.

Dol.

Mil.

	EVDODT	DEV/ENII	
1 5 1	EXPORT	REVENU	JE

An exported service is a service 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

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

· Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 3 include any revenue from exports?

		Yes
0009		
	Ш	No - Go to 14

	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

a. Gross annual payroll - Total annual Medicare salaries and

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

	Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages .	1821				
b.	Employer's cost for fringe benefits - 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, life insurance benefits. Medicare) Exclude					

CONTINUE WITH 14 ON PAGE 6

14	OPERATING EXPENSES - Continued					
		Mark "X"	2018			
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs - Continued					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b			1 1		
3.	Expensed purchases of software - 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 1826					1 1
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment			1 1		1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
						1 1
_	1879					
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b			1 1		
15	and 16 Not Applicable.					

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_	CONTACT IN												
	Name of person	to contact	regarding	this repor	t (<i>Please</i> _l	print)]	Title					
							_						
	Telephone	Area code	1 1	Number		Extens		Fax		ea code	Numb	er	
				-							-		
-	E-mail address						١	Website address	i				

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-54131E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date
240 2410
Need help or have questions?
Call 1-877-787-9860, option "1"
(8:00 a.m 5:00 p.m. ET, M-F)
or Visit
https://www.census.gov/programs-
surveys/sas/information.html
YOUR RESPONSE IS REQUIRED
BY LAW. Title 13 United States
Code (U.S.C.), Sections 131 and
182 authorizes this collection.
Sections 224 and 225 require your response. The U.S. Census Bureau
is required by Section 9 of the
same law to keep your information
CONFIDENTIAL and can use your
responses only to produce statistics.
The Census Bureau is not permitted
to publicly release your responses in a way that could identify your
business, organization, or institution.
Per the Federal Cybersecurity
Enhancement Act of 2015, your data
are protected from cybersecurity
risks through screening of the
systems that transmit your data.
This collection has been approved
by the Office of Management and Budget (OMB). The eight-digit OMB
approval number is 0607-0422 and
appears at the upper right of this
page. Without this approval, we
could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in 0.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

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nclude:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

	1
N.	
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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



PEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
No - Specify this firm's business activity No - Specify this firm's business activity No - Specify this firm report payroll under EIN Yes
No - Specify this firm's business activity
No - Specify this firm's business activity No - Specify this firm's business activity No - Specify this firm's business activity No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
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FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes ONO - Enter current 9-digit EIN AND date payroll was first reported for this EIN . ONGERNIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes ONG - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change . Date of organizational change . ONS Date of organizational change . ONS Merger
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
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ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in 1. Acquisition Date of organizational change
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change
No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Acquisition Date of organizational change
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in . Acquisition Date of organizational change
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Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Acquisition Date of organizational change
Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Acquisition Date of organizational change
Acquisition Date of organizational change
Acquisition Date of organizational change
Sale AND Merger
Merger
Enter detailed information below?
Divestiture
0017 Name of company 0019 EIN (9 digits)
son rume of sompany
Address (Number and street B.O. Bay etc.)
Address (Number and street, P.O. Box, etc.)
City, town, village, etc. State ZIP Code
City, town, village, etc. State ZIP Code

4				
	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	ar that ir	ncludes a	t least six
	What time period is covered by the data provided in this report?		2018	
		В	Beginning	
	Calendar year	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			
			Ending D	Date
		Month	Day	Year
		'		
	8000			
5	Not Applicable.			
6	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 			
	Amounts received for work subcontracted to others.			
	• For locations that were sold or acquired during a year, only report for the periods that this fi	rm oper	ated the	
	locations.	1 1		
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries Revenues from electronic sources. 	, brancr	ies, etc.	
	Exclude:			
	• Transfers made within the company.			
	• Taxes collected directly from customers or clients and paid directly to a local, state, or federal			
	• Rents from and revenue of separately operated departments, concessions, etc., which are lead	sed to	others.	
	 Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Discourse 	strict of	Columbi	a U.S
	Commonwealth Territories, or U.S. possessions).			.,
	Mark "X"	2	2018	
	if None \$ Bil.	Mil.	Thou.	Dol.
1.	Residential and Non-Residential Building Projects			
	a. Single-family residential projects - The design of single-family residential properties, such as single-family homes and town			
	homes			
	b. Multi-family residential projects (excludes apartment			
	b. Multi-family residential projects (excludes apartment building projects) - The design of multi-family residential		1 1	1 1
	b. Multi-family residential projects (excludes apartment building projects) - The design of multi-family residential projects. Exclude apartment buildings, hotels, resorts, and similar temporary overnight accommodations; and nursing homes and			
	b. Multi-family residential projects (excludes apartment building projects) - The design of multi-family residential projects. Exclude apartment buildings, hotels, resorts, and similar temporary overnight accommodations; and nursing homes and similar residential health care projects			
	 b. Multi-family residential projects (excludes apartment building projects) - The design of multi-family residential projects. Exclude apartment buildings, hotels, resorts, and similar temporary overnight accommodations; and nursing homes and similar residential health care projects			
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orm	SA-54131E (DRAFT)						Page
6	SALES, RECEIPTS, OR REVENUE - Continued						
			Mark "X"			018	
3.	All other operating revenue - Revenue not reported in		if None	\$ Bil.	Mil.	Thou.	Dol.
3.	lines 1a through 2b. Include historical restoration projects, architectural advisory services, urban planning services, peer review services, project site master planning services, constru management services, facility management, drafting services, services, engineering services, sale or licensing of merchandis rental or leasing of equipment. If this item is greater than 2 the total operating revenue, specify the primary source revenue here	training e, and 20% of					
		4700					
4.	TOTAL OPERATING REVENUE	1799					
Τ.	Sum of lines 1a through 3	1800			1 1		
7	Not Applicable.						
8	REVENUES FROM ELECTRONIC SOURCES						
	A. Did this firm have any revenues from customers entermobile applications in 2018? Yes No	ring orders	directly	on the t	firm's we	bsites	or
	B. Did this firm have any revenues from customers entermobile applications in 2018?	ring orders	directly	on third	l-party w	ebsites	or
	U Yes □ No						
	C. Did this firm have any revenues from customers ente (such as private networks, dedicated lines, etc.) in 20	ring orders)18?	via any o	other el	ectronic	system	s
	□ Yes						
	No						
	D. Of the total 2018 revenues reported in 6,		2018				2018
	what was the dollar amount (or percentage)	Bil. Mil.	Thou.	Do	l.		Percent
	A-C above? Please provide an estimate if exact figures are not available				OR	2501	%
9	-12 Not Applicable.						

2018

Thou.

Dol.

Mil.

EXPO	RT R	EVE	NUE
	EXPO	EXPORT R	EXPORT REVE

An exported service is a service 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

• Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 1

	\$ Bil.	Mil.	Thou.	Dol.
B. What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). **Exclude**

Exclude:

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

a.	Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the					T	1 1	
	spread on stock options that are taxable to employees as wages . 1821		1	1		1		
b.	Employer's cost for fringe benefits - 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'							

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3	CONTACT INFORMATION	
	Name of person to contact regarding this report (Please print)	Title
	Area code	Ann on the Missister
	Area code Number Extension	Area code Number
	Telephone -	Fax

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

SERVICE U.S. DEPAR' Economics and U.S. CENSUS FORM

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

FORM

SA-54133A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your response. The U.S. Census Bureau	
is required by Section 9 of the same law to keep your information	
CONFIDENTIAL and can use your responses only to produce statistics.	
The Census Bureau is not permitted to publicly release your responses	
in a way that could identify your	
business, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data are protected from cybersecurity	
risks through screening of the systems that transmit your data.	
This collection has been approved by the Office of Management and	
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and	
appears at the upper right of this page. Without this approval, we	
could not conduct this survey.	
INTERNET REPORTING - This https://portal.census.gov Authentication Code:	s survey should be completed online at: To view Survey Results:
	https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
 Any significant change i 	n this firm's operations should be noted in 1 .
this firm.	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
• Enter "0" where applicat	ole. r two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	ded to the pearest dellar
• If a figure is \$1,030,280,4	456 it should be reported as ———————————————————————————————————
Include:	
Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in 1 B.
	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	d mailing address the same as shown in the mailing address above?
O035 Yes	
□ No - Enter co	prrections in the mailing address above

Form SA-54133A (DRAFT)

Γ	0	B. SUF	RVEY	cov	ERAGE								
		Did	this f	firm	provide	e business activities describe	d below?						
				Yes									
		0001		No - 3	Specify to	s firm's business activity 🍞							
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			0	0002									
ľ	2	Not Ap	plicabl	le.									
ľ	3	ORGAI	NIZAT	ΓΙΟΝ	AL CHA	GE .							
		A. Did	this f	firm	experier	e any acquisitions, sales, merç	ers, and/or dives	stiture	s in 20)18?			
				Yes									
		0016	r	No - (Go to 4								
		R Whi	ich of	the	followin	organizational changes occur	red in 2018?						
						ore than one organizational chang		the rep	orting	period	l, explai	n in 🕡.	
				۸ ۵۵۰۰	iaitian					Month	Day	Year	
					isition	Date of organizational change .			. 0018				
		0091		Sale		AND							
				Merg	er	Enter detailed information belov	/7						
				Dives	titure	Zinor detailed information solet	· F						
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REPORTING PERIOD NOTE: Calendar year data are preferred. If they are unavailable, please report months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year Fiscal or partial year - Report beginning and ending dates	for the	fiscal yea	ır that ir	odudos	
months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year	for the	fiscal yea	r that ir	ocludos	
What time period is covered by the data provided in this report? Calendar year				iciuues	at least six
Calendar year					
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0006			Month	Day	ng Date Year
Fiscal or partial year - Report beginning and ending dates			WIOTILIT	Day	i cai
		0007			1 1 1
				Ending	Date
			Month	Day	Year
		2000	'	'	
		8000			
Not Applicable.					
6 SALES, RECEIPTS, OR REVENUE					
What were the revenues for this firm in 2018?					
Include:					
Report gross billings, except where noted elsewhere on the form.					
• Dues and assessments from members and affiliates.					
Amounts received for work subcontracted to others.					
• For locations that were sold or acquired during a year, only report for the pe	eriods th	at this fir	rm oper	ated th	e
locations. • Revenue from services performed by domestic locations of foreign parent fir	rma auh	oidiorioo	branch	oo oto	
Revenues from electronic sources.	ims, suc	sidiaries	, branci	ies, etc	
Exclude:					
Transfers made within the company.					
Taxes collected directly from customers or clients and paid directly to a local	al, state,	or federa	ıl tax aq	ency.	
 Rents from and revenue of separately operated departments, concessions, et 					
Commissions from vending machine operators.					
• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside	the 50 s	tates, Dis	strict of	Colum	bia, U.S.
Commonwealth Territories, or U.S. possessions).	_				
••••	Mark "X"			018	
	if None	\$ Bil.	Mil.	Thou	. Dol.
. Engineering Services					
 a. Residential engineering projects (excludes apartment building projects) - Engineering services related to new and 					
existing homes, town homes, etc., and mixed-use buildings					
that are predominately used for residential housing. Include residential renovation projects. Exclude engineering services for					
apartment building projects			1 1	1 1	
b. Commercial, public, and institutional engineering projects					
(includes apartment building projects) - Engineering services					
related to new and existing commercial, public, and institutional buildings, including mixed-use buildings that are predominantly					
used for commercial, public, or institutional purposes, such					
as office buildings, shopping centers, hotels, restaurants, warehouses, bus and truck terminals, hospitals, schools, churches,					
prisons, stadiums, libraries, and museums. Include commercial,					
public, and institutional building renovation projects as well as apartment building projects		'		1 1	' '
apartment building projects					
c. Industrial and manufacturing engineering projects - Engineering services related to industrial and manufacturing					
c. Industrial and manufacturing engineering projects - Engineering services related to industrial and manufacturing plants and processes such as mining and metallurgical facilities,					
c. Industrial and manufacturing engineering projects - Engineering services related to industrial and manufacturing plants and processes such as mining and metallurgical facilities, petroleum and petrochemical plants, (e.g., oil and gas platforms,					
c. Industrial and manufacturing engineering projects - Engineering services related to industrial and manufacturing plants and processes such as mining and metallurgical facilities,					
c. Industrial and manufacturing engineering projects - Engineering services related to industrial and manufacturing plants and processes such as mining and metallurgical facilities, petroleum and petrochemical plants, (e.g., oil and gas platforms, refineries, pipelines), microelectrical facilities, textile and clothing facilities, iron and steel plants, and pharmaceutical facilities 3113 d. Transportation infrastructure engineering projects -					
 c. Industrial and manufacturing engineering projects - Engineering services related to industrial and manufacturing plants and processes such as mining and metallurgical facilities, petroleum and petrochemical plants, (e.g., oil and gas platforms, refineries, pipelines), microelectrical facilities, textile and clothing facilities, iron and steel plants, and pharmaceutical facilities 3113 d. Transportation infrastructure engineering projects - Engineering services related to highways, roads, streets, bridges, 				1 1	
 c. Industrial and manufacturing engineering projects - Engineering services related to industrial and manufacturing plants and processes such as mining and metallurgical facilities, petroleum and petrochemical plants, (e.g., oil and gas platforms, refineries, pipelines), microelectrical facilities, textile and clothing facilities, iron and steel plants, and pharmaceutical facilities 3113 d. Transportation infrastructure engineering projects - Engineering services related to highways, roads, streets, bridges, tunnels, railways, subways, airports, harbors, canals and locks, 					
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6	SALES, RECEIPTS, OR REVENUE - Continued								
			rk "X"			201	8		
		it	None	\$ Bil.	Mil.		Thou.		Ool.
1.	Engineering Services - Continued								
	f. Power generation and distribution engineering projects - Engineering services related to power generating units, power transmission and distribution lines, and related infrastructure	3116							
	g. Telecommunications and broadcasting engineering projects Engineering services related to systems for the transmission or distribution of voice, data, and programming, such as wireless networks, telephone systems, cable television systems, and systems for the transmissions of television and radio broadcasting signals 	3117		1					ı
	 h. Hazardous waste and industrial waste engineering projects - Engineering services related to systems for the collection, treatment, and disposal of hazardous waste and industrial waste; and systems for the control of pollution								
	i. Other engineering projects - All other engineering projects related to systems, processes, facilities, or products	3119					1		
2.	Other Services (performed independent of the engineering projects)								'
	a. Construction services - Construction activities. Include construction management services (planning, direct supervising, and coordinating construction site workers), design/build projects (integrated engineering and construction services for a project), and construction projects (engineering firm solely responsible for						1		ı
	construction)	3121	Ш						
	b. Engineering advisory and drafting services - Include engineering advisory services, such as policy analysis, regulatory studies, audits, forensic investigations, and expert witness services. Also include any drafting services, such as drawing detailed layouts, plans, and illustrations of building, structures, systems, or components from engineering and architectural specifications	3125					1 1		
	c. Surveying and mapping services - Providing surveying and mapping services of areas above or below the surface of the earth, such as the creating of view easements or segregating rights in parcels of land by creating underground utility easements. Include geophysical surveying and mapping services	3123							
3.	All other operating revenue - Revenue not reported in lines 1a through 2c. Include project management services, facility management services, architectural services, urban planning services, building inspection services, testing laboratory services, industrial design services, research and development services, custom software development services, sale or licensing of merchandise, and rental or leasing of equipment. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below								
_		1799	Ш						
4.	TOTAL OPERATING REVENUE Sum of lines 1a through 3	1900		'		1			I
		1000							
7	Not Applicable.								

orn	n S/	A-54	133	(DRAFT)				Page		
8	RE	VEN	UES	FROM ELECTRONIC SOURCES						
	A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018?									
		0040		'es						
				No						
	В.			irm have any revenues from customers entering orders directly oplications in 2018?	on thii	rd-party	websites	or		
		0041		'es						
				No						
	C.			irm have any revenues from customers entering orders via any o orivate networks, dedicated lines, etc.) in 2018?	ther e	lectroni	c system	s		
		0042		'es						
				No						
	D.	Of t	he t	tal 2018 revenues reported in 6 , 2018 the dollar amount (or percentage)				2018		
		that	wa	from the revenues identified in	D	ol.		Percent		
		A-C exa	abo ct fi	e? Please provide an estimate if ures are not available		0	R ₂₅₀₁	9		
9	- Œ	No	t Ap	icable.						
13	EX	(POR	T RI	/ENUE						
	es	tablis	shme	service is a service performed for a customer or client (individual, gove t, etc.) located outside the United States (i.e., outside the 50 States, Dist Ith Territories, or U.S. possessions).	rnmen trict of	t, busines Columbia	s a, U.S.			
		clude Sorvice		formed for unaffiliated and affiliated foreign firms (i.e., foreign parent f	irme e	ubeidiari	ne branch	os oto l		
		clud		Torried for unanimated and animated foreign firms (i.e., foreign parent i	111115, 5	ubsidiaiit	ss, branci	cs, c.c.,.		
	• S	Servio	es p	ovided to domestic subsidiaries of foreign firms.						
	A.	Did	the	evenue reported in 6 include any revenue from exports?						
		0009		∕es						
				No - Go to 🔞						
					¢ Dil	Mil.	2018 Thou.	Dol		
					\$ Bil.	IVIII.	Hiou.	Dol.		

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

				2040	
	Mark "X" if None	\$ Bil.	Mil.	2 018 Thou.	Dol.
Personnel Costs		חום קי.	IVIII.	mou.	DOI.
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
Expensed purchases of software - 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 1826					
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 7

Form	SA-541	33A	(DRAFT)
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14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		1879				
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b	. 1900				
15	and 16 Not Applicable.					

18	CONTACT IN	FORM.
	Name of persor	to cont
		Area co
	Telephone	
	E-mail address	
	18	Name of person Telephone

CONTACT IN	FORMATI	ON							
Name of persor	to contact	regarding th	is report <i>(Please p</i>	rint)	Title				
•									
	Area code	N	lumber	Extension		Area code	N	umber	
Telephone					Fax				
			-					-	
E-mail address					Website address				

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-54133E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date
Need help or have questions?
·
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)
or Visit
https://www.census.gov/programs-
surveys/sas/information.html
YOUR RESPONSE IS REQUIRED
BY LAW. Title 13 United States
Code (U.S.C.), Sections 131 and
182 authorizes this collection. Sections 224 and 225 require your
response. The U.S. Census Bureau
is required by Section 9 of the
same law to keep your information CONFIDENTIAL and can use your
responses only to produce statistics.
The Census Bureau is not permitted
to publicly release your responses in a way that could identify your
business, organization, or institution.
Per the Federal Cybersecurity
Enhancement Act of 2015, your data are protected from cybersecurity
risks through screening of the
systems that transmit your data.
This collection has been approved
by the Office of Management and Budget (OMB). The eight-digit OMB
approval number is 0607-0422 and
appears at the upper right of this
page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ Bil.			Mil.		1	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

_	

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	ш	Yes
0035		
		No - Enter correction

No - Enter corrections in the mailing address above

Did this	Y COVERAGE					
	firm provide	the business activities described below?				
	Yes					
0001						
	No - Specify th	is firm's business activity 7				
	0002					
EDERALI	TARLOVER IN	CALTIFIC ATION BUINADED (FINI)				
		ENTIFICATION NUMBER (EIN) vroll under EIN				
		Ton under Env				
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		9-digit EIN AND date payroll was first	EIIV (3	uigits)	
		this ĒIN		-		
				Month	Day	Year
			0088			
200 4 117 4	TIONIAL OLIAL	IOF				
	ATIONAL CHAP	יטב ce any acquisitions, sales, mergers, and/or divestiture	o in 20	1107		
t. Did tills		ce any acquisitions, sales, mergers, and/or divestiture	:5 III ZC	710:		
0016	Yes					
	No - Go to 4					
3. Which c	of the followin	g organizational changes occurred in 2018?				
		nore than one organizational change occurred during the re	portina	period	. explai	in in 🕡
CHECK at		Toro than one organizational onlings occurred daring the re-	009		,	
Crieck at		ioro man one organizational enange occurred daring me re		Month		Year
	Acquisition			Month		
	Acquisition Sale	Date of organizational change		Month		
0091	Sale	Date of organizational change		Month		
	Sale Merger	Date of organizational change		Month		
	Sale	Date of organizational change		Month		
0091	Sale Merger	Date of organizational change	. 0018	Month	Day	
0091	Sale Merger Divestiture	Date of organizational change	. 0018		Day	
0091	Sale Merger Divestiture ne of company	Date of organizational change	. 0018		Day	
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4 REP	ORTING PERIOD		the fice	al vea	ar that i	ncludes	s at le	east six
	E: Calendar year data are preferred. If they are unavailable, please	report for	the list			Holados	Julie	
mont	ths of data for the 2018 calendar year.	,		20				
Wha	What time period is covered by the data provided in this report?							
	Calendar year					Beginni		
0006	Guicinaar year				Month	Day		Year
	Fiscal or partial year - Report beginning and ending dates			. 0007				1 1
						Ending	g Dat	e
					Month	Day	,	Year
						1		1 1
				8000				
Not A	Applicable.							
SALI	ES, RECEIPTS, OR REVENUE							
	t were the revenues for this firm in 2018?							
Inclu								
	port gross billings, except where noted elsewhere on the form.							
	es and assessments from members and affiliates.							
• Am	ounts received for work subcontracted to others.							
	locations that were sold or acquired during a year, only report for	r the period	ds that	his fi	rm ope	rated th	ne	
	ations. renue from services performed by domestic locations of foreign pa	aront firms	cubeid	iarios	hrand	has ata	•	
	renues from electronic sources.	316111 1111115	, subsid	iaiies	, branc	1165, 610	٥.	
Excl								
• Tra	nsfers made within the company.							
• Tax	res collected directly from customers or clients and paid directly to	a local of						
		a iocai, si	ate, or	federa	al tax aç	gency.		
	nts from and revenue of separately operated departments, concess							
• Cor	mmissions from vending machine operators.	sions, etc.,	which a	re lea	ased to	others.		
• Cor • Rev	mmissions from vending machine operators. venue of foreign subsidiaries (those located outside the U.S., i.e., o	sions, etc.,	which a	re lea	ased to	others.		U.S.
• Cor • Rev	mmissions from vending machine operators.	sions, etc., outside the	which a	re lea	ased to	others.		U.S.
• Cor • Rev	mmissions from vending machine operators. venue of foreign subsidiaries (those located outside the U.S., i.e., o	sions, etc.,	which a	re lea	ased to	others. f Colum 2018	nbia, I	
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• Cor • Rev Cor	mmissions from vending machine operators. venue of foreign subsidiaries (those located outside the U.S., i.e., o mmonwealth Territories, or U.S. possessions). neering Services	sions, etc., outside the <i>Mark</i>	which a	re lea	ased to	others. f Colum 2018	nbia, I	
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• Cor • Rev Cor . Engi a. R b ex th	mmissions from vending machine operators. venue of foreign subsidiaries (those located outside the U.S., i.e., of mmonwealth Territories, or U.S. possessions). meering Services residential engineering projects (excludes apartment uilding projects) - Engineering services related to new and existing homes, town homes, etc., and mixed-use buildings and are predominately used for residential housing. Include esidential renovation projects. Exclude engineering services for partment building projects	sions, etc., outside the <i>Mark</i> <i>if No</i>	which a	re lea	ased to	others. f Colum 2018	nbia, I	
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f. Power generation and distribution engineering projects Engineering services related to power generating units, power transmission and distribution lines, and related infrastructure	6	SALES, RECEIPTS, OR REVENUE - Continued					
Engineering Services - Continued f. Power generation and distribution engineering projects Engineering services related to power generating units, power transmission and distribution lines, and related infrastructure g. Telecommunications and broadcasting engineering projects - Engineering services related to systems for the transmission or distribution of voice, data, and programming, such as wireless networks, telephone systems, cable television systems, and systems for the transmissions of television and radio broadcasting signals Hazardous waste and industrial waste engineering projects - Engineering services related to systems for the collection, treatment, and disposal of hazardous waste and industrial waste; and systems for the control of pollution Teatment, and disposal of hazardous waste and industrial waste; and systems for the control of pollution Other Gervices (performed independent of the engineering projects related to systems, processes, facilities, or products Other Services (performed independent of the engineering projects) Construction management services (planning, direct supervising, and coordinating construction site workers), design/build projects (integrated engineering and construction services for a project), engineering advisory and drafting services for a project, engineering advisory services, such as policy analysis, regulatory services, Also include any drafting services, such as drawing detailed layouts, plans, and illustrations of building, structures, systems, or components from engineering and architectural specifications 2125 C. Surveying and mapping services - Providing surveying and mapping services of areas above or below the surface of the earth, such as the creating of view easements or segregating rights in parcels of land by creating underground utility easements. Include geophysical surveying and mapping services 1 All other operating revenue - Revoluent reported in lines 1 a through 2c. Include project management services, industrial design services, rese	_						
f. Power generation and distribution engineering projects Engineering services related to power generating units, power transmission and distribution lines, and related infrastructure		Engineering Services Continued	IT INONE	\$ Bil.	Mil.	Thou.	Dol.
g. Telecommunications and broadcasting engineering projects - Engineering services related to systems for the transmission or distribution of voice, data, and programming, such as wireless networks, telephone systems, cable television systems, and systems for the transmissions of television and radio broadcasting signals Hazardous waste and industrial waste engineering projects - Engineering services related to systems for the collection, treatment, and disposal of hazardous waste and industrial waste; and systems for the control of pollution Other engineering projects - All other engineering projects related to systems, processes, facilities, or products Other Services (performed independent of the engineering projects) Construction services - Construction activities. Include construction management services (planning, direct supervising, and coordinating construction six workers), design/build projects (integrated engineering and construction services for a project), and construction projects (engineering firm solely responsible for construction) Engineering advisory and drafting services - Include engineering advisory services, such as policy analysis, regulatory studies, audits, forensic investigations, and expert witness services. Also include any drafting services, such as a chawing detailed layouts, plans, and illustrations of building, structures, systems, or components from engineering and architectural specifications C. Surveying and mapping services - Providing surveying and mapping services of areas above or below the surface of the earth, such as the creating of view easements or segregating rights in parcels of land by creating underground utility easements. Include geophysical surveying and mapping services, the surface of the earth, such as the creating of view easements or segregating rights in parcels of land by creating underground utility easements. Include geophysical surveying and mapping services, the surface of the east of the surface of the earth, such as the creating of the easem	۱.	f. Power generation and distribution engineering projects - Engineering services related to power generating units, power		<u> </u>	1 1		
- Engineering services related to systems for the collection, treatment, and disposal of hazardous waste and industrial waste; and systems for the control of pollution i. Other engineering projects - All other engineering projects related to systems, processes, facilities, or products		g. Telecommunications and broadcasting engineering projects - Engineering services related to systems for the transmission or distribution of voice, data, and programming, such as wireless networks, telephone systems, cable television systems, and systems for the transmissions of television and radio broadcasting					
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a. Construction services - Construction activities. Include construction management services (planning, direct supervising, and coordinating construction site workers), design/build projects (integrated engineering and construction services for a project), and construction projects (engineering firm solely responsible for construction) b. Engineering advisory and drafting services - Include engineering advisory services, such as policy analysis, regulatory studies, audits, forensic investigations, and expert witness services. Also include any drafting services, such as drawing detailed layouts, plans, and illustrations of building, structures, systems, or components from engineering and architectural specifications c. Surveying and mapping services - Providing surveying and mapping services of areas above or below the surface of the earth, such as the creating of view easements or segregating rights in parcels of land by creating underground utility easements. Include geophysical surveying and mapping services 123 All other operating revenue - Revenue not reported in lines 1a through 2c. Include project management services, facility management services, architectural services, under planning services, building inspection services, testing laboratory services, industrial design services, research and development services, custom software development services, sale or licensing of merchandise, and rental or leasing of equipment. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE Sum of lines 1a through 3 1800	2.						
engineering advisory services, such as policy analysis, regulatory studies, audits, forensic investigations, and expert witness services. Also include any drafting services, such as drawing detailed layouts, plans, and illustrations of building, structures, systems, or components from engineering and architectural specifications		a. Construction services - Construction activities. Include construction management services (planning, direct supervising, and coordinating construction site workers), design/build projects (integrated engineering and construction services for a project), and construction projects (engineering firm solely responsible for					
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Sum of lines 1a through 3	i.	1a through 2c. Include project management services, facility management services, architectural services, urban planning services, building inspection services, testing laboratory services, industrial design services, research and development services, custom software development services, sale or licensing of merchandise, and rental or leasing of equipment. If this item is greater than 20% of the total operating revenue, specify the primary source of the					
Sum of lines 1a through 3							
Sum of lines 1a through 3							
	7	Not Applicable.					

orn	n 5/	A-54	133	BE (DRAFT)									Page
8	RE	VEN	UES	FROM ELECTRONIC SOURCES									
	A.			firm have any revenues from customers er applications in 2018?	ntering	j ordei	s d	ire	ctly	on 1	the firm	ı's website	s or
		0040		Yes									
				No									
	В.			firm have any revenues from customers er applications in 2018?	ntering	j ordei	s d	ire	ctly	on 1	third-pa	rty websit	es or
		0041		Yes									
				No									
	C.			firm have any revenues from customers er private networks, dedicated lines, etc.) in			's v	ia a	ny o	the	er electi	ronic syste	ms
		0042		Yes									
				No									
	D.	Of t	he t	otal 2018 revenues reported in ⑤ , as the dollar amount (or percentage)			2	201	3]	2018
		that	: wa	s from the revenues identified in	\$ Bil.	Mil		•	hou.		Dol.		Percent
				ve? Please provide an estimate if gures are not available	·						· ·	OR ₂₅₀₁	g
9	-Œ	No	t Ap	plicable.									
13	EX	(POR	T R	EVENUE									
	es	tablis	shme	d service is a service performed for a customer (ent, etc.) located outside the United States (i.e., (ealth Territories, or U.S. possessions).	or clien outside	the 50	vidu Sta	al, ates	gove , Dist	rnm	ent, bus of Colu	iness mbia, U.S.	
	Inc	clude	-	erformed for unaffiliated and affiliated foreign fi	irms (i.	e., fore	ign	pa	ent f	irm	s, subsic	liaries, bran	ches, etc.).
	• 5	Servic	es p				_						
	Ex	clud	e:	rovided to domestic subsidiaries of foreign firm	s.								
	E x	clud Servic	e: es p	Ţ.		export	ts?						
	E x	clud Servic	e: es p	rovided to domestic subsidiaries of foreign firm		export	ts?						
	E x	clude Service Did	e: es p	rovided to domestic subsidiaries of foreign firm revenue reported in 6 include any revenue		expor	ts?		_				

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Dol.

\$ Bil.

Mil.

Thou.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

oxposition flot reported disconsiste.					
	Mark "X"				
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b			1 1		
Expensed purchases of software - 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 1826					
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 7

orm SA-54133E	(DRAFT)	Page 7

14	OPERATING EXPENSES - Continued						
		Mark "X"	_" 2018				
		if None	\$ Bil.	Mil.	Thou.	Dol.	
4.	Other Operating Expenses - Continued						
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7						
		1879					
5.	TOTAL OPERATING EXPENSES						
	Sum of lines 1a through 4b	. 1900					
15	and 16 Not Applicable.						



CONTACT INFORMATION											
Name of paraon	to contact	rogording	this report <i>(Please)</i>	Title							
ivallie of persor	i to contact	regarding	illis report (<i>Flease</i>)	טווונ)	I ITIE						
	Area code		Number	Extension		Area code		Number	E		
Telephone					Fax						
·	1 1	1 1	-				1 1	-			
E-mail address					Website address						

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-54150A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
https://portal.census.gov	survey should be completed online at:
Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
	GENERAL INSTRUCTIONS
Any significant change in	this firm's operations should be noted in 1 .
 For establishments sold of this firm. 	r acquired in 2018, report data only for the period the establishments were operated by
Estimates are acceptableEnter "0" where applicabl	if book figures are not available.
Do not combine data for	
• Report data on an accrua	
• Figures should be rounded	d to the pearest dollar
• If a figure is \$1,030,280,4	
Include:	
 Data for all Services estal Construction operations) 	olishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and as defined by the survey coverage in 1 B.
	s primarily engaged in supporting services to those establishment(s) such as warehouses, rative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	mailing address the same as shown in the mailing address above?
Yes No - Enter cor	rections in the mailing address above

Form SA-54150A (DRAFT) Page 2

FORM SA-94 (DRAFI)	rage 2
1 B. SURVEY COVERAGE	
Did this firm provide the business activities described below?	
☐ Yes	
No - Specify this firm's business activity	
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
0002	
2 Not Applicable.	
3 ORGANIZATIONAL CHANGE	
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures	in 2018?
☐ Yes	
0016 No - <i>Go to</i> 4	
B. Which of the following organizational changes occurred in 2018?	auting pariod avalain in 🗗
Check all that apply. If more than one organizational change occurred during the repo	
Acquisition	Month Day Year
☐ Sale	. 0018
O091 AND	
Merger Enter detailed information below	
Divestiture	
0017 Name of company	0019 EIN (9 digits)
	_
Address (Number and street, P.O. Box, etc.)	
City, town, village, etc.	ZIP Code

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Forn	SA-54150A (DRAFT)			Page 3
4	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal ye	ar that i	ncludes a	at least six
	months of data for the 2018 calendar year. What time period is covered by the data provided in this report?		2018)
	what time period is covered by the data provided in this report:		Beginning	
	☐ Calendar year	Month	Day	Year
	Figure or portiol year. Papart basinning and anding datas			
	Fiscal or partial year - Report beginning and ending dates		Ending I	Date
		Month	Day	Year
	0008			
5	Not Applicable.			
6	SALES, RECEIPTS, OR REVENUE			
U	What were the revenues for this firm in 2018?			
	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	Dues and assessments from members and affiliates.			
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this f 	irm onei	ated the	
	locations.			
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiarie Revenues from electronic sources. 	s, brancl	nes, etc.	
	Exclude:			
	• Transfers made within the company.			
	• Taxes collected directly from customers or clients and paid directly to a local, state, or feder			
	• Rents from and revenue of separately operated departments, concessions, etc., which are le	ased to	others.	
	 Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, D 	istrict of	Columbi	ia. U.S.
	Commonwealth Territories, or U.S. possessions).			,
	Mark "X"	2	018	
	if None \$ Bil.	Mil.	Thou.	Dol.
1.	Information Technology (IT) Design and Development a. Custom application design and development - Designing			
	the structure and/or writing the computer code necessary to			
	create and/or implement a software application. Include website design and development, database design and development, and			
	customization and integration of packaged software. Exclude data			
	storage, website hosting, data management, application service provisioning, and business process management; report these in	1 1	1 1	
	line 2e			
	 b. Computer systems design, development, and integration - Assessing an organization's computer requirements, advising 			
	on hardware and software acquisitions, developing system			
	specifications, and either putting the new system in place or providing the client with the necessary specifications to put the	1 1	1 1	
	new system in place			
	 Network design and development - Designing, developing, and implementing a customer's networks such as intranets, 			
	extranets, and virtual private networks. Include network security	<u> </u>		
	systems design and development. Exclude network management services, report this in line 2a			
2.	Other Services			
	a. IT infrastructure and network management - Managing			
	and monitoring a client's IT infrastructure including hardware, software, and/or networks. Include network management services	1 1	1 1	
	and computer systems management services			
	b. IT technical support - Providing technical expertise to solve problems for the client in using software, hardware, or the entire			
	problems for the enemi in deing sertivale, hardware, or the entire			
	computer system. Include auditing and assessing computer	1 1	1 1	
	computer system. Include auditing and assessing computer operations, data recovery, and disaster recovery			
	computer system. Include auditing and assessing computer operations, data recovery, and disaster recovery			
	computer system. Include auditing and assessing computer			

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6	SALES, RECEIPTS, OR REVENUE - Continued					
		Mark "			2018	
		if Non	9 \$ Bil	Mil.	Thou	. Dol.
	Other Services - Continued					
	c. IT technical consulting - Providing advice or expert opinion on technical matters related to the use of information technology.					
	Exclude service contracts where advice is included with the					
	design and development of an IT solution. Report these contracts in the appropriate IT design and development sub-category 3	136	'	' '	' '	
	d. IT related training services - Providing training in the use of	136				
	computer hardware, software, networks, or other IT-related topics 3	137				
	e. Hosting and IT infrastructure provisioning services -					
	Providing IT infrastructure (hardware, software, and networks) to process data, host applications, and host processes for a					
	client. Include data storage, website hosting, data management,			1		1
	application service provisioning, and business process management	138	· ·			'
	munugumont	130				
	f. Rental and leasing of computer hardware 3	139				
	All other operating revenue - Revenue not reported in lines					
	1a through 2f. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue					
	below 7					
	17	799				
	TOTAL OPERATING REVENUE					
	Sum of lines 1a through 3	300				
	Not Applicable.					
,	••					
)	REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orde mobile applications in 2018?	rs directl	y on th	e firm's	websites	or
)	A. Did this firm have any revenues from customers entering orde	ers directl	y on th	e firm's	websites	or
	A. Did this firm have any revenues from customers entering orde mobile applications in 2018? Yes					
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018?					
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes					
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes					
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes					
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes	ers directl	y on th	ird-party	/ website	s or
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering order mobile applications in 2018?	ers directl	y on th	ird-party	/ website	s or
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering order mobile applications in 2018?	ers directl	y on th	ird-party	/ website	s or
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering order (such as private networks, dedicated lines, etc.) in 2018?	ers directl	y on th	ird-party	/ website	s or
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering order (such as private networks, dedicated lines, etc.) in 2018?	ers directl	y on th	ird-party	/ website	s or
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering order (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③,	ers directl	y on th	ird-party	/ website	s or
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering order (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage)	ers directlers via any	y on th	ird-party	/ website	s or ns
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering order (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage)	ers directlers via any	y on th	electron	/ website	s or

13 EXPORT REVENUE

An exported service is a service 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).

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 🕰

	\$ Bil.	Mil.	Thou.	Dol.
. What was this firm's revenue from exports in 2018?				

OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

В

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X"			2018	
if None	\$ Bil.	Mil.	Thou.	Dol.

2018

Personnel Costs

- a. Gross annual payroll Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). **Include** the spread on stock options that are taxable to employees as wages . 1821
- b. Employer's cost for fringe benefits 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, premium equivalents for self-insure third-party administrators (TPAs); de defined contribution plans (e.g., pro plans); and other fringe benefits (e.g compensation insurance, unemploy insurance programs, life insurance k employee contributions.

penefits, Medicare). Exclude	d plans and fees paid to efficiently specified						
	CONTINUE WITH 🕜 ON PAGE 6						

1	OPERATING EXPENSES - Continued					
	OI ENATING EXI ENGLO COMMINGGO	Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs - Continued					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3				1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	0 🗆				
3.	Expensed purchases of software - 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 1820	6				
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1 🔲				
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		. 🗖				
5.	TOTAL OPERATING EXPENSES	9 🗀				
5.	Sum of lines 1a through 4b	0				
1 5	and 16 Not Applicable.					

Form SA-54150A (DRAF

NFORMATION					
			Title		
	ng this report (Please	print)	Title		
	ng this report (<i>Please</i>) Number	print) Extension	Title	Area code	Number
on to contact regardi			Fax	Area code	Number -

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

OF THE

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-54150E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	3il.		Mil.		1	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

T a	

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes		
0035			
	NIa	Entor	~~ ""

No - Enter corrections in the mailing address above



	(DNAFI)			ı ug
B. SURVEY	OVERAGE			
Did this f	rm provide the business activities described below?			
	es			
0001	<i>;</i> 5			
	o - Specify this firm's business activity 7			
00	02			
EDERAL FM	PLOYER IDENTIFICATION NUMBER (EIN)			
	n report payroll under EIN			
_	Toport payron andor Ent			
Yes				
	Enter current 9-digit EIN AND date payroll was first	EIN (S	digits)	
INO -	reported for this EIN		-	
	·		Month Day	Year
			Worth Bay	i cai
		0088		
ORGANIZAT	ONAL CHANGE			
	rm experience any acquisitions, sales, mergers, and/or divestitures	s in 20	187	
0016 Y	es			
	o - Go to 4			
	the following organizational changes occurred in 2018? That apply. If more than one organizational change occurred during the rep	ortina	nariad aval	nin in 🗗
CHECK all l	at apply. If more than one organizational change occurred during the rep	orung		1
	equisition		Month Day	Year
	Date of organizational change	. 0018		
0091	ale AND			
	erger			
	Enter detailed information below?			
	vestiture			
0017 Namo	of company	0010 EI	IN (9 digits)	
0017 INdiffe	of company	0019 E1	in (9 digits)	
			-	
Address (N	imber and street, P.O. Box, etc.)			
City town	illago etc	ZIP Co	do	
City, town,	rillage, etc. State	ZIF CO	ue	
			_	

4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please repormonths of data for the 2018 calendar year.	t for the	fiscal yea	ar that i	ncludes	at least six
	What time period is covered by the data provided in this report?				20	
	Calendar year			Month	Day	ng Date Year
	Fiscal or partial year - Report beginning and ending dates		0007	WOTH	Day	T Gai
					Ending	Date
				Month	Day	Year
			0008			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	• Report gross billings, except where noted elsewhere on the form.					
	Dues and assessments from members and affiliates.					
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the p 	ariade t	hat this fi	rm one	atad th	0
	locations.	erious i		тт орег	ateu tii	G
	 Revenue from services performed by domestic locations of foreign parent f Revenues from electronic sources. 	irms, su	ıbsidiaries	, brancl	nes, etc	
	Exclude:					
	• Transfers made within the company.					
	 Taxes collected directly from customers or clients and paid directly to a loc Rents from and revenue of separately operated departments, concessions, 					
	• Commissions from vending machine operators.	GLC., WIII	icii are iec	3560 10	otilois.	
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions).	the 50	states, Di	strict of	Colum	bia, U.S.
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou	. Dol.
1.	Information Technology (IT) Design and Development					
	 a. Custom application design and development - Designing the structure and/or writing the computer code necessary to 					
	create and/or implement a software application. Include website design and development, database design and development, and customization and integration of packaged software. Exclude data					
	storage, website hosting, data management, application service provisioning, and business process management; report these in			T T	1 1	
	line 2e					
	 Computer systems design, development, and integration Assessing an organization's computer requirements, advising on hardware and software acquisitions, developing system 					
	specifications, and either putting the new system in place or providing the client with the necessary specifications to put the					
	new system in place					
	c. Network design and development - 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		'	1 1	1 1	
2.	services, report this in line 2a					
۷.	a. IT infrastructure and network management - Managing					
	and monitoring a client's IT infrastructure including hardware,					
	software, and/or networks. Include network management services and computer systems management services		'		' '	
	b. IT technical support - Providing technical expertise to solve					
	problems for the client in using software, hardware, or the entire					
	computer system. Include auditing and assessing computer operations, data recovery, and disaster recovery			1 1		
	,,,,,,,					
	CONTINUE WITH 6 ON PAGE 4					

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6	SALES, RECEIPTS, OR REVENUE - Continued						
			Nark "X"			2018	
		i	if None	\$ Bil.	Mil.	Thou.	Dol.
2.	Other Services - Continued						
	c. IT technical consulting - Providing advice or expert opinion on technical matters related to the use of information technology. Exclude service contracts where advice is included with the design and development of an IT solution. Report these contracts in the appropriate IT design and development sub-category	3136			1 1		
	d. IT related training services - Providing training in the use of computer hardware, software, networks, or other IT-related topics	3137					
	e. Hosting and IT infrastructure provisioning services - Providing IT infrastructure (hardware, software, and networks) to process data, host applications, and host processes for a client. Include data storage, website hosting, data management, application service provisioning, and business process management	3138					
	f Pontal and lessing of computer hardware	0400			1 1		
2	f. Rental and leasing of computer hardware	3139					
3.	All other operating revenue - Revenue not reported in lines 1a through 2f. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7						
_		1799					
4.	TOTAL OPERATING REVENUE			'	1 1		
	Sum of lines 1a through 3	1800					
7	Not Applicable.						
8	REVENUES FROM ELECTRONIC SOURCES						
	Yes No No Did this firm have any revenues from customers entering ord mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering ord (such as private networks, dedicated lines, etc.) in 2018?						
	Yes						
	0042						
	No						
	D. Of the total 2018 revenues reported in ①, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	2 Mil.	018 Thou.	Do		OR ₂₅₀₁	2018 Percent
9-	12 Not Applicable.						

13 EXPORT REVENUE

An exported service is a service 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).

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 14

2	What was this	firm's rovenue	from ovnor	te in 20197	2100

2018									
\$ Bil.	Mil.	Thou.	Dol.						

OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X"	2018						
if None	\$ Bil.	Mil.	Thou.	Dol.			

Personnel Costs

- a. Gross annual payroll Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). **Include** the spread on stock options that are taxable to employees as wages . 1821
- b. Employer's cost for fringe benefits 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); def defined contribution plans (e.g., profi plans); and other fringe benefits (e.g., compensation insurance, unemploym insurance programs, life insurance be employee contributions.

ined benefit pension plans; t sharing, 401K, stock option , Social Security, workers' lent tax, state disability						
enefits, Medicare). Exclude						1
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Form	SA-54150E	(DRAFT)
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	(5.6.1.7)					9
14	OPERATING EXPENSES - Continued					
		Mark "X	rıı		2018	
		if None		Mil.	Thou.	Dol.
1.	Personnel Costs - Continued					
	c. Temporary staff and leased employee expense - Total costs					
	paid to Professional Employer Organizations (PEOs) and staffing					
	agencies for personnel. Include all charges for payroll, benefits, and services		'	' '		1 1
2.	Expensed equipment, materials, parts, and supplies (not for	823				
۷.	resale) - Include expensed computer hardware and other equipment					
	(e.g., copiers, fax machines, telephones, shop and lab equipment,					
	CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	960	<u> </u>	' '	' '	' '
2		800				
3.	Expensed purchases of software - 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 1	826				
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation					
	charges taken against tangible assets owned and used by this					
	firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease					
	agreements, and amortization charges against intangible assets					
	(e.g., patents, copyrights). Exclude impairment	831				
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general					
	instructions. Include office postage paid and package delivery.					
	Exclude purchases of merchandise for resale and non-operating					
	expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the					
	expenses below 7					
		879	<u> </u>	' '		' '
5.	TOTAL OPERATING EXPENSES	0/3				
J .	Constitution of the state of th	900				
A						
15	and 16 Not Applicable.					

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CONTACT INFORMATION

Name of person to contact regarding this report (<i>Please print</i>)					Title					
	Area code Number		Extension		Area code					
Telephone			-	ı		Fax			-	
E-mail address						Website address				

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-54160A	(DRAFT)		
Due Date			
Need below where weed and			
Need help or have questions? Call 1-877-787-9860, option "1"			
(8:00 a.m 5:00 p.m. ET, M-F) or Visit			
https://www.census.gov/programs-			
surveys/sas/information.html YOUR RESPONSE IS REQUIRED			
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and			
182 authorizes this collection. Sections 224 and 225 require your			
response. The U.S. Census Bureau is required by Section 9 of the			
confidential and can use your			
responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses			
n a way that could identify your			
Per the Federal Cybersecurity Enhancement Act of 2015, your data			
are protected from cybersecurity risks through screening of the			
systems that transmit your data. This collection has been approved			
by the Office of Management and Budget (OMB). The eight-digit OMB			
approval number is 0607-0422 and appears at the upper right of this			
page. Without this approval, we could not conduct this survey.			
Authentication Code:			r Survey Results: gov/programs-surveys/sas.htm
	GENERAL INSTRU	CTIONS	
, ,	n this firm's operations should be not	_	
 For establishments sold this firm. 	or acquired in 2018, report data only	for the period the establish	ments were operated by
	e if book figures are not available.		
 Enter "0" where applical Do not combine data for 	ole. Ttwo or more detailed lines.		
	al basis, except for payroll.	\$ Bil. Mil. Thou.	Dol.
• Figures should be round		1030280	456
If a figure is \$1,030,280,Include:	456 it should be reported as	1030280	130
Data for all Services esta	ablishments (excluding data for Retail,	, Wholesale, Manufacturing,	, Mining, and
•) as defined by the survey coverage ir es primarily engaged in supporting se		nt(a) auch as warehouses
garages, central adminis	estrative offices, and repair services.	Tylices to those establishine	int(s) such as warehouses,
1 A. MAILING ADDRESS			
Is this firm's name and	I mailing address the same as shown	in the mailing address above	ve?
	ag addices and same as shown	J	
Yes		3 *** *** ***	
0035			
0035	rrections in the mailing address abov		

Form SA-54160A (DRAFT) Page 2

				DRAFI)					. ago z
1	В.	SUF	RVE	Y COVERAGE					
		Did	this	firm provide	the business activities described below?				
		0004		Yes					
		0001		No - Specify t	his firm's business activity 🎖				
					• •				
				0002					
2	Not	t App	olica	ble.					
3	OR	GAI	NIZA	TIONAL CHA	NGE				
	A.	Did	this	firm experie	nce any acquisitions, sales, mergers, and/or divestitures i	in 20	18?		
				Yes					
		0016							
			ш	No - Go to 4					
					ng organizational changes occurred in 2018?		. ,	, .	
		Che	ck al	I that apply. If	more than one organizational change occurred during the repoi	-			
				Acquisition		-	Month	Day	Year
			П	Sale	Date of organizational change	0018			
		0091		Sale	> AND				
				Merger	Enter detailed information below 7				
				Divestiture	,				
			NI) 	FIN	L /O -l::	4-1	
		0017	ivan	ne of company	00	019 EII	l (9 digi	is)	
				/NI I I I	1.00.0		_		
		Add	ress	(Number and str	eet, P.O. Box, etc.)				
					I- I-				
		City	, tow	n, village, etc.	State Z	ZIP Cod	e		1 1 1
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Form	SA-54160A (DRAFT)					Page 3					
4	REPORTING PERIOD										
	NOTE: Calendar year data are preferred. If they are unavailable, please remonths of data for the 2018 calendar year.	ort for the	e fiscal yea	ır that i	ncludes	at least six					
	What time period is covered by the data provided in this report? 2018										
	Beginning Date										
	Calendar year			Month	Day	Year					
	Fiscal or partial year - Report beginning and ending dates		0007								
	- Hoods of partial your Hoport Sognining and Orlaing autoo 1 1 1				Ending	Date					
				Month	Day	Year					
					1						
			8000								
5	Not Applicable.										
6	SALES, RECEIPTS, OR REVENUE										
	What were the revenues for this firm in 2018?										
	Include:										
	• Report gross billings, except where noted elsewhere on the form.										
	• Dues and assessments from members and affiliates.										
	Amounts received for work subcontracted to others.										
	• For locations that were sold or acquired during a year, only report for th	e periods t	that this fi	rm ope	rated the)					
	 Revenue from services performed by domestic locations of foreign parer 	nt firms ei	ıhsidiəries	branc	nes etc						
	• Revenues from electronic sources.	10 1111113, 30	absidiarios	, branc	103, 010.						
	Exclude:										
	• Transfers made within the company.										
	• Taxes collected directly from customers or clients and paid directly to a	local, state	, or federa	al tax aç	gency.						
	• Rents from and revenue of separately operated departments, concession	s, etc., wh	ich are lea	sed to	others.						
	Commissions from vending machine operators.										
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outs Commonwealth Territories, or U.S. possessions). 	ide the 50	states, Di	strict of	Columb	oia, U.S.					
	Commonwealth Formerios, or Cite possessione,				2018						
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.					
1.	Management Consulting Services		7								
	a. Strategic management consulting, and consulting										
	combined with implementation - Providing advice, guidance,										
	and implementation concerning business strategy (e.g., e-commerce) and planning, corporate development and										
	restructuring, and other strategic management consulting services 3161			1 1	1 1	1 1					
	b. Financial management consulting, and consulting										
	combined with implementation - Providing advice, guidance, and implementation concerning management accounting and										
	controllership, and other financial management consulting										
	services	: 🔲				1 1					
	c. Marketing management consulting, and consulting										
	combined with implementation - Providing advice, guidance, and implementation concerning projects related to marketing										
	strategy, market development, and sales management and										
	development										
	d. Human resources management consulting, and consulting combined with implementation - Providing advice, guidance,										
	and implementation concerning the development or modification										
	of human resources strategies, policies, practices, and procedures.		1			' '					
	Include consulting on employee pensions and other benefits 3164										
	e. Operations and supply chain management consulting, and consulting combined with implementation - Providing										
	advice, guidance, and implementation concerning integrated										
	supply chain management, operations management, and logistics										
	management. Integrated supply chain management includes inventory management, warehousing, storage, and distribution										
	services; operations management includes systems and										
	procedures improvements; and logistics management includes production planning and control										
	p. Casacton planning and control										
	CONTINUE WITH (6) ON PAGE 4										
	CONTINUE WITH 6 ON PAGE 4										

. 0	13A-34100A (DRAFI)							raye 4
6	SALES, RECEIPTS, OR REVENUE - Continued							
			Mark "X"			2018		
			if None	\$ Bil.	Mil.	Thou		Dol.
1.	Management Consulting Services - Continued f. Actuarial consulting (except for employee pensions and							
	other benefits) - Providing advice and guidance concerning actuarial matters such as life insurance. Exclude actuarial consulting services related to employee pensions and other benefits	3166			1 1			1 1
	g. IT technical design, consulting, and development services - Providing advice, expert opinion or testimony on IT-related matters (e.g., hardware and software requirements and procurement, systems integration, systems security), and providing technical expertise to design and/or develop an IT solution (e.g., custom application, networks, computer systems). Exclude advice on issues related to business strategy such as ecommerce strategy)-						
	h. All other consulting revenue - Revenue from all other service related to consulting				1 1			
2.	All other operating revenue - Revenue not reported in lines 1a through 1h. Include revenue from implementation services not combined with consulting services, rental or leasing of equipment, and sale or licensing of merchandise. If this item is greater than 20% of the total operating revenue, specify the primary sour of the revenue below 7	ce						
		1799		'				1 1
3.	TOTAL OPERATING REVENUE	1799						
	Sum of lines 1a through 2	1800						
7	Not Applicable.							
	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering (such as private networks, dedicated lines, etc.) in 2018? Yes No		·					
	D. Of the total 2018 revenues reported in (5), what was the dollar amount (or percentage)		2018					018
	that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	Mil.	Thou.	Dol.		OR 2501	Pei	rcent %
9-	-12 Not Applicable.							

	EXPORT		
	FXPORT	RFV	FNUF
TO .			

An exported service is a service 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

• Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

0000	Yes
0009	No - Go to 🕰

	\$ Bil.	Mil.	Thou.	Dol.
B. What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). **Exclude**

Exclude:

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

a.	Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					1	
b.	Employer's cost for fringe benefits - 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'						

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1. Personnel Costs - Continued 1. Personnel Costs - Continued 2. Temporary staff and leased employee expense - Total costs part to Professional Employee Organizations (PECs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services 2. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment CPUs, monitoral, Include materials and parts used in repairs; office and jantonial supplies; small tools; containers and other packaging services to others; materials and parts used in repairs; office and jantonial supplies; small tools; containers and other packaging expenses. (Include expenses of containers and other packaging and rende equipment in line 4b. 3. Expensed purchases of software - Purchases of prepackaged, custom coded, or vendor customized others; metabolis confidence of the purchases, licensing agreements, upgrades and alterations. 4. Other Operating Expenses. And and alterations and amount and amount and amount and amount and amount and amount and amount and and amount and									
1. Personnel Costs - Continued c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services 2. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include metrals and supplies used in providing services to others; materials and parts used in repairs; office and jaintorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 and leased and rented equipment in line 4b. 3. Expensed purchases of software - Purchases of prepackaged, custom coded, or vendor customized software, Include software developed or customized by others, web-design services and purchases, licensing agreements, upgrades and alterations . 1826 4. Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets e.g., patents, copyrights). Exclude impairment . 1831 b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7	14	OPERATING EXPENSES - Continued							
1. Personnel Costs - Continued c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services 2. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b. 3. Expensed purchases of software - 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. 1828 4. Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7							:	2018	
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for paryroll, benefits, and services			if Non	ne	\$ Bil.	Mi	l.	Thou.	Dol.
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services 2. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b. 3. Expensed purchases of software - 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 . 1826 4. Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1.	Personnel Costs - Continued							
resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b		paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits,	823		1				
3. Expensed purchases of software - 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	2.	resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and	000						
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	3.	Expensed purchases of software - 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	_						
charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	4.	Other Operating Expenses		_					
not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4b		charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	831		1				
5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4b		not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the							
5. TOTAL OPERATING EXPENSES Sum of lines 1a through 4b					I				
Sum of lines 1a through 4b	_		879						
	5.				ı		1	' '	
15 and 16 Not Applicable.		Sum of lines Ta through 4b	900						

n SA-54160A (DRAFT)	Page
REMARKS - Please use this space to explain any significant year-to-ye data were estimated.	ear changes, to clarify responses, or indicate where

_	CONTACT IN	FORMATI	ON				
	Name of persor	to contact	regarding this report (Please p	orint)	Title		
		Area code	Number	Extension		Area code	Number
	Telephone				Fax		-
	E-mail address				Website address		



Due Date

NENT OF COMPANY OF THE PROPERTY SERVICE ANNUAL SU.S. DEPARTMENT OF CO Economics and Statistics Adm U.S. CENSUS BUREAU	OMMERCE	
	FORM	
OF THE	SA-54160E	(DRAFT)

Need help or have questions?							
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit							
https://www.census.gov/programs- surveys/sas/information.html							
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.							
INTERNET REPORTING - This	s survey should be completed onlir	ne at:					
https://portal.census.gov	, , , , , , , , , , , , , , , , , , , ,						
Authentication Code:		https://ww		/ Survey I gov/progra	Results: ims-surveys/sas.html		
	GENERAL INSTRUC	CTIONS					
Throughout this survey, a area or the new EIN that v include data for the EIN re	nny reference to " this firm " is referring was provided as a response in 2 . Any	to the EIN that	is printed i d to "this f	in the mai firm" shou	ling address Id only		
 Any significant change i 	n this firm's operations should be note	ed in 17 .					
this firm.	or acquired in 2018, report data only f	or the period the	establishr	ments wer	e operated by		
	e if book figures are not available.						
• Enter "0" where applicat	ole. r two or more detailed lines.						
	al basis, except for payroll.	\$ Bil. Mil.	Thou.	Dol.			
• Figures should be round	· · · · · · · · · · · · · · · · · · ·						
• If a figure is \$1,030,280,4	456 it should be reported as	1030	280	456			
Include:							
 Data for all Services esta Construction operations 	ablishments (excluding data for Retail,) operating under the EIN printed in th	Wholesale, Man e mailing addres	ufacturing, s area.	Mining, a	nd		
 Data for auxiliary facilities 	es primarily engaged in supporting ser strative offices, and repair services.			nt(s) such	as warehouses,		
A. MAILING ADDRESS							
Is this firm's name and mailing address the same as shown in the mailing address above?							
Yes							
0035 No - Enter co	prrections in the mailing address above						

0A 04 I	OL (DRAFT)		
B. SURVI	Y COVERAGE		
Did th	s firm provide the business activities described below?		
	Yes		
0001	163		
	No - Specify this firm's business activity		
	0002		
EDERAL	EMPLOYER IDENTIFICATION NUMBER (EIN)		
	firm report payroll under EIN		
0013 \	es		
	o - Enter current 9-digit EIN AND date payroll was first	EIN (S	9 digits)
	reported for this EIN		-
	·		Month Day Year
			Wichian Buy Tour
		0088	
ORGANIZ	ATIONAL CHANGE		
	s firm experience any acquisitions, sales, mergers, and/or divestiture	s in 20	1187
0016	Yes		
	No - Go to 4		
	of the following organizational changes occurred in 2018? Il that apply. If more than one organizational change occurred during the re	nortina	nariad avalain in 🗗
CHECK	in that apply. If those than one organizational change occurred during the rep	Jorung	
	Acquisition		Month Day Year
	Date of organizational change	. 0018	
0091	Sale AND		
	Merger		
	Enter detailed information below 7		
L	Divestiture		
0017 N	me of company	0010 E	IN (9 digits)
0017 110	ne of company	0019 L	iiv (3 digits)
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City, to	n, vinago, oto.	211 00	
			-

FOIII	I SA-94 TOUE (DRAFT)						age 3
4	REPORTING PERIOD						
	NOTE: Calendar year data are preferred. If they are unavailable, please repo months of data for the 2018 calendar year.	rt for the	fiscal yea	ır that i	ncludes	at least	tsix
	What time period is covered by the data provided in this report?				20 ⁻	18	
				Е	3eginnii	ng Date	
	Calendar year			Month	Day	Yea	r
	Fiscal or partial year - Report beginning and ending dates		0007				
	Thousand partial year mopert segmining and chang dates in in it				Ending	Date	
				Month		Yea	r
			8000				
5	Not Applicable.						
6	SALES, RECEIPTS, OR REVENUE						
	What were the revenues for this firm in 2018?						
	Include:						
	• Report gross billings, except where noted elsewhere on the form.						
	 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 						
	• For locations that were sold or acquired during a year, only report for the	periods t	hat this fi	rm opei	rated th	e	
	 locations. Revenue from services performed by domestic locations of foreign parent 	firms su	ıbsidiaries	branci	hes etc		
	• Revenues from electronic sources.			,	.00, 010		
	Exclude:						
	• Transfers made within the company.						
	• Taxes collected directly from customers or clients and paid directly to a local part of a second directly directly to a local part of a second directly directly directly to a local part of a second directly direct						
	 Rents from and revenue of separately operated departments, concessions, Commissions from vending machine operators. 	etc., wii	icii are iea	iseu to	omers.		
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside	le the 50	states, Di	strict of	Colum	bia, U.S	
	Commonwealth Territories, or U.S. possessions).						
		Mark "X"		2	2018		
		if None	\$ Bil.	Mil.	Thou	. D	ol.
1.	Management Consulting Services						
	a. Strategic management consulting, and consulting combined with implementation - Providing advice, guidance,						
	and implementation concerning business strategy (e.g., e-commerce) and planning, corporate development and			1 1			
	restructuring, and other strategic management consulting services 3161			1 1			ı
	b. Financial management consulting, and consulting						
	combined with implementation - Providing advice, guidance, and implementation concerning management accounting and						
	controllership, and other financial management consulting						
	services						
	 Marketing management consulting, and consulting combined with implementation - Providing advice, guidance, 						
	and implementation concerning projects related to marketing						
	strategy, market development, and sales management and development						
	d. Human resources management consulting, and consulting						
	combined with implementation - Providing advice, guidance,						
	and implementation concerning the development or modification of human resources strategies, policies, practices, and procedures.						
	Include consulting on employee pensions and other benefits 3164						
	e. Operations and supply chain management consulting, and consulting combined with implementation - Providing						
	advice, guidance, and implementation concerning integrated						
	supply chain management, operations management, and logistics						
	management. Integrated supply chain management includes inventory management, warehousing, storage, and distribution						
	services; operations management includes systems and						
	procedures improvements; and logistics management includes						

CONTINUE WITH 6 ON PAGE 4

	(Line)						- 0 -
6	SALES, RECEIPTS, OR REVENUE - Continued						
_		Mark	"X"			2018	
		if No		\$ Bil.	Mil.	Tho	ı. Dol.
1.	Management Consulting Services - Continued						
	f. Actuarial consulting (except for employee pensions and other benefits) - Providing advice and guidance concerning actuarial matters such as life insurance. Exclude actuarial consulting services related to employee pensions and other benefits	1100		ı			
	g. IT technical design, consulting, and development services - Providing advice, expert opinion or testimony on IT-related matters (e.g., hardware and software requirements and procurement, systems integration, systems security), and providing technical expertise to design and/or develop an IT solution (e.g., custom application, networks, computer systems). Exclude advice on issues related to business strategy such as ecommerce strategy						
	h. All other consulting revenue - Revenue from all other services related to consulting						
2.	All other operating revenue - Revenue not reported in lines 1a through 1h. Include revenue from implementation services not combined with consulting services, rental or leasing of equipment, and sale or licensing of merchandise. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7	108					
		700		1	' '		' ' '
3.	TOTAL OPERATING REVENUE	799					
Э.	Sum of lines 1a through 2	800				, i	
	_	000					
V	Not Applicable.						
	A. Did this firm have any revenues from customers entering order mobile applications in 2018? Yes	ers direc	tly (on thii	rd-part	y websit	es or
	D. Of the total 2018 revenues reported in 6 ,	2018					2018
	what was the dollar amount (or percentage)		iou.	D	ol.		Percent
	that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available		lou.			OR ₂₅₀₁	9/
						2001	
9	-12 Not Applicable.						

13 EXPORT REVENUE

An exported service is a service 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).

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 12

	\$ Bil.	Mil.	Thou.	Dol.
. What was this firm's revenue from exports in 2018?				

OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

В

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

if None	\$ Bil.	Mil.	Thou.	Dol.			

2018

2018

Personnel Costs

- a. Gross annual payroll Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). **Include** the spread on stock options that are taxable to employees as wages . 1821
- b. Employer's cost for fringe benefits 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 premium equivalents for self-insured third-party administrators (TPAs); de defined contribution plans (e.g., prof plans); and other fringe benefits (e.g. compensation insurance, unemployn insurance programs, life insurance be employee contributions.

, vision, prescription drugs); I plans and fees paid to fined benefit pension plans; it sharing, 401K, stock option ., Social Security, workers' nent tax, state disability					
enefits, Medicare). Exclude					1
CONTINUE WITH 10 ON PAGE 6					

Mark "X"

OHII	SA-54 TOUE (DRAFT)						raye
14	OPERATING EXPENSES - Continued						
		Mark "X"			2018		
		if None	\$ Bil.	Mil.	Thou	J.	Dol.
1.	Personnel Costs - Continued						
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services						
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b						
3.	Expensed purchases of software - 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 1826		1				
4.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment		I				
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7						
	1879						
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b		'	1 1		'	
	and 16 Not Applicable.						

	SA-54160E (DRAFT) REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate whe data were estimated.
(data were estimated.

18	CONTACT IN	FORMATI	ON			
	Name of person	to contact	regarding this report (Please p	rint)	Title	

Area code Number Area code Number Extension Telephone Fax E-mail address Website address

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

Due Date							
eed help or have questions?							
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit							
https://www.census.gov/programs- surveys/sas/information.html							
OUR RESPONSE IS REQUIRED Y LAW. Title 13 United States ode (U.S.C.), Sections 131 and to 20 authorizes this collection. Sections 224 and 225 require your sponse. The U.S. Census Bureau required by Section 9 of the me law to keep your information ONFIDENTIAL and can use your sponses only to produce statistics. He Census Bureau is not permitted publicly release your responses a way that could identify your usiness, organization, or institution. For the Federal Cybersecurity thancement Act of 2015, your data to protected from cybersecurity than transmit your data. This collection has been approved the Office of Management and udget (OMB). The eight-digit OMB oppoval number is 0607-0422 and oppears at the upper right of this							
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ege. Without this approval, we uld not conduct this survey. ITERNET REPORTING - Thi ttps://portal.census.gov uthentication Code: • Any significant change if the for establishments sold this firm. • Estimates are acceptable. • Enter "0" where applical. • Do not combine data fo	GENERAI n this firm's operations sho or acquired in 2018, report e if book figures are not ava ole. two or more detailed lines	L INSTRUC uld be note data only fo iilable.	htt CTIONS ed in ① . or the pe	riod the	w.census.ç	gov/progra	ams-surveys/sas.
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Any significant change For establishments sold this firm. Estimates are acceptable Enter "0" where applicaled Do not combine data for Report data on an accrue Figures should be rounded if a figure is \$1,030,280, Include: Data for all Services est Construction operations Data for auxiliary facilitic garages, central administration.	GENERAL In this firm's operations sho or acquired in 2018, report if book figures are not availe. It two or more detailed lines al basis, except for payroll. Ided to the nearest dollar. Is 6 it should be reported as ablishments (excluding data as defined by the survey comes primarily engaged in sup	L INSTRUC uld be note data only for illable. for Retail, overage in porting ser ervices.	htte CTIONS ed in ①. or the pe \$ Bil. Wholesa ①B. vices to t	Mil. Mil.	w.census.ç establishr Thou. 280 ufacturing,	Dol. 456 Mining, a	e operated by
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DYM SA-9417UAT (DRAFT)	Page 2
1 B. SURVEY COVERAGE	
Did this firm provide the business activities described below?	
Yes	
0001	
No - Specify this firm's business activity	
0002	
Not Applicable.	
ORGANIZATIONAL CHANGE	
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?	
O016 Yes	
No - Go to 4	
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain	n in 🗗
Acquisition Month Day	Year
Date of organizational change	
Sale AND	
☐ Merger Enter detailed information below ⊋	
Divestiture	
Divestiture	
0017 Name of company 0019 EIN (9 digits)	
Address (Number and street, P.O. Box, etc.)	
Address (Number and Street, P.O. Box, etc.)	
City, town, village, etc. State ZIP Code	

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NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at I months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year Calendar year Fiscal or partial year - Report beginning and ending dates	Date Year
months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year Fiscal or partial year - Report beginning and ending dates	Date Year
What time period is covered by the data provided in this report? Calendar year Fiscal or partial year - Report beginning and ending dates	Year ate
Calendar year Fiscal or partial year - Report beginning and ending dates	Year ate
Calendar year Fiscal or partial year - Report beginning and ending dates	Year ate
Fiscal or partial year - Report beginning and ending dates	ate
TAX STATUS A. Is this firm or organization operated on a not-for-profit basis? Yes No - Go to 3 B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code? Yes	
TAX STATUS A. Is this firm or organization operated on a not-for-profit basis? Yes No - Go to 6 B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code? Yes	
TAX STATUS A. Is this firm or organization operated on a not-for-profit basis? Yes No - Go to 6 B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code? Yes	Year
TAX STATUS A. Is this firm or organization operated on a not-for-profit basis? Yes No - Go to B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code? Yes	
TAX STATUS A. Is this firm or organization operated on a not-for-profit basis? Yes No - Go to B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code? Yes	
A. Is this firm or organization operated on a not-for-profit basis? Yes No - Go to No - Go to B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code? Yes	
Yes No - Go to B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code? Yes	
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 No - Go to 6 B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code? 	
B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code? Yes	
section 501 of the Internal Revenue Code? Yes	
☐ Yes	r
0030	
□ No	
SALES, RECEIPTS, OR REVENUE	
What were the revenues for this firm in 2018?	
Include:	
Report gross billings, except where noted elsewhere on the form.	
Dues and assessments from members and affiliates.	
Revenue from electronic resources.	
Exclude:	
• Transfers made within the company.	
• Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.	
• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, Commonwealth Territories, or U.S. possessions).	0.5.
INSTRUCTIONS FOR TAXABLE FIRMS	
Include:	
Amounts received for work subcontracted to others.	
 For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. 	
• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.	
Exclude:	
• Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.	
Commissions from vending machine operators.	
Mark "X" 2018	
if None \$Bil. Mil. Thou.	Dol.
Basic and Applied Research	
a. Basic and applied research in natural and exact sciences,	
except biological sciences - Include basic and applied research in genetic engineering, other biotechnology, and all other	
except biological sciences - Include basic and applied research in genetic engineering, other biotechnology, and all other natural and exact sciences, exclude biological sciences. Include	
except biological sciences - Include basic and applied research in genetic engineering, other biotechnology, and all other natural and exact sciences, exclude biological sciences. Include biotechnology fields such as industrial biotechnology, diagnostic applications, genetic engineering and enzyme technology, genetic	
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6	SALES, RECEIPTS, OR REVENUE - Continued					
		Mark "X" if None	\$ Bil.	N.4:1	2018	Del
	Best and Andred Bass de Codin od	II IVOITE	р ВП.	Mil.	Thou.	Dol.
1.	 Basic and Applied Research - Continued Basic and applied research in engineering and technology Report revenue for basic and applied research services focused on the application of various combinations of mathematical and scientific principles to goods, services, and processes. Include engineering fields such as aerospace, aeronautical, and astronautical; agricultural and forestry; architectural; biomedical; chemical; civil; computer; electrical, electronics, and communications; environmental; forest; geometric; manufacturing; materials; mechanical; metallurgical; mining, mineral, and petroleum; etc. Exclude biotechnology 3203 				1 1	
	c. Basic and applied research in the biological and biomedical sciences - Report revenue for basic and applied research services focused on fields such as clinical sciences, immunology, neurosciences, pharmacology, public health, etc. Include research in the biological, medical, health, agricultural, veterinary, and environmental sciences. Exclude biotechnology					
	d. Basic and applied research in the social sciences and humanities - Report revenue for all other basic and applied research services focused on other social sciences and humanities. Include research fields such as psychology; anthropology and archaeology; economics; linguistics; political science; sociology; the arts; history; philosophy and religion; language and literature; education; management and commerce; law and justice; communication, journalism, and media; library science and curatorial studies; and others		1			
2.	Production services for development - Report revenue for the provision of development services that may result in the creation of intellectual property. Include services provided in fulfillment of legal contracts as well as contracts for the creation of original works that can be implicitly or explicitly protected by copyright and industrial property laws. The contract specifies the disposition of any intellectual property arising from the work performed under contract. Development services are defined as systematic work, drawing on research findings or other scientific knowledge or practical experience, for the purpose of creating new or significantly improved goods, services, systems, methods, or processes					
3.	a. Licensing of right to use intellectual property - Granting permission, on a fee, royalty, or other basis, to another economic entity to use intellectual property, owned or controlled by the lessor, for the lessee's economic benefit. Include licensing of intellectual property implicitly or explicitly protected by copyrights, patents, trade secrets, and trademarks; licensing of rights to use to distribute intellectual property as well as options agreements that grant a prospective buyer or licensee the right to inspect intellectual property and assess its market potential before engaging to buy or license it; both the temporary licensing of rights and permanent sale of new original works sold with only partial commercial-use rights. Exclude outright sale of new					
	b. Original works of intellectual property - New original intellectual property works produced without contract for sale. Sale of such works requires relinquishing all attendant intellectual property rights to the purchaser permanently or as long as allowed by law. Include new original works for sale that are implicitly or explicitly protected by copyrights, patents, trade secrets, and trademarks. Exclude works produced for own account or under contract for others, products (computers, cars, phones, books, films, software, etc.) derived from the original protected entities and sold with conventional end-use licenses, and new original works sold with only partial commercial-use					
	CONTINUE WITH © ON PAGE 5					

2018

Thou.

Dol.

Mil.

13	EXPORT	REVENUE

An exported service is a service 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:

• Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 14

	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

a.	Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944								
	Employer's Annual Federal Tax Return, line 4(c). Include the								
	spread on stock options that are taxable to employees as wages . 1821	L					100	1	1
b.	Employer's cost for fringe benefits - 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					'			

-	Lingibyor 5 cost for image benefits Lingibyor 5 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, life insurance benefits, Medicare). Exclude
	employee contributions.

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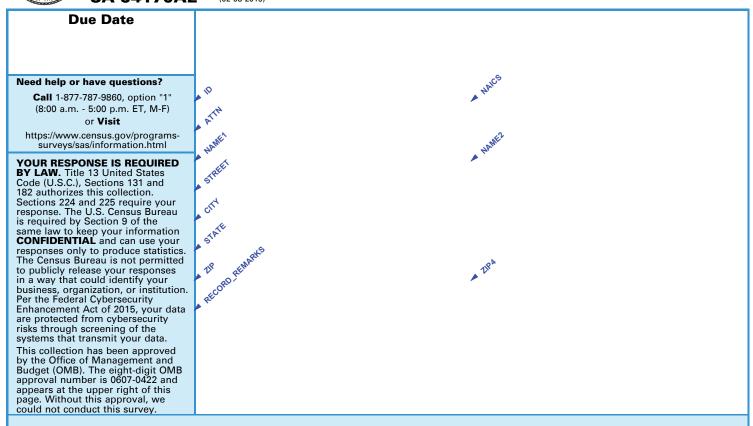
	OPERATING EXPENSES - Continued					
	OFERATING EXPENSES - CONTINUED				2018	
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs - Continued		7		1110	
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
3.	Expensed purchases of software - 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 1826					
4.	Other Operating Expenses					
	 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment				1 1	
	not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?					
5.	TOTAL OPERATING EXPENSES					
J .	Sum of lines 1a through 4b					

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)	CONTACT INFORMATION									
	Name of person to contact regarding this report (Please print)		Title							
		Area code		Number	Extension		Area code		Number	
	Telephone	Area code		Number -	Extension	Fax	Area code		Number -	
	Telephone E-mail address				Extension	Fax Website address	Area code	1 1		



2018 ANNUAL SERVICES REPORT



INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas/ newsroom/updates/latest-sas.html

GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil	C(Mil.		T	hοι	ı.		Dol.	
→	DUMMY	0	3	0	2	8	0	4	5	6

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in ①B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.



A. MAILING ADDRESS

Is this firm of name and mailing address the same as shown in the mailing address above?



No - Enter corrections in the mailing address above

Did this firm provide the business activities described below?



- Not Applicable.
- **3 ORGANIZATIONAL CHANGE**
 - A. Did this son experience any acquisitions, sales, mergers, and/or divestitures in 2018?



B. Which of the following organizational changes occurred in 2018?

Check all the apply. If more than one organizational change occurred during the reporting period, explain in 1.



Date of organizational change

AND Enter detailed information below?

0017 Mme of company	0019 FN (9 digits)
sas au	545 J
Addrege Number and street, P.O. Box, etc.)	
Ohn St.	
City, tavn, village, etc.	State KAP Code
dunt Ci.	Gund St. Chund July

Month

SASOC

Day

Year



REPORTING PERIOD

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year.

What timgs eriod is covered by the data provided in this report?



Fiscal or partial year - Report beginning and ending dates . .

		20	18		
	E	Beginni	ng Dat	е	
	Month	Day	Υe	ear	
7	Month				
		Ending	g Date		
	Month	Day	Υe	ear	
8	SAS OUT				
7	Month,	Ending		ear	

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5 TAX STATUS

A. Is this fir or organization operated on a not-for-profit basis?



B. Was all or rart of the income of this firm or organization exempt from Federal income taxes under section 5% of the Internal Revenue Code?





6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- · Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- · Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.



6	SALES, RECEIPTS, OR REVENUE - Continued					
		Mark "X" if None	φ.D.1	B 4:1	2018	
1.	Basic and Applied Research	II INOITE	\$ Bil.	Mil.	Thou.	Dol.
	a. Basic and applied research in natural and exact sciences, except biological sciences - Include basic and applied research in genetic engineering, other biotechnology, and all other natural and exact sciences, exclude biological sciences. Include biotechnology fields such as industrial biotechnology, diagnostic applications, genetic engineering and enzyme technology, genetic technologies, transformation, site-directed autogenesis, process biotechnology, transgenesis, and biotechnology not elsewhere classified	SAS A	SAS PEN	,3215 MME 3215		
	b. Basic and applied research in engineering and technology - Report revenue for basic and applied research services focused on the application of various combinations of mathematical and scientific principles to goods, services, and processes. Include engineering fields such as aerospace, aeronautical, and astronautical; agricultural and forestry; architectural; biomedical; chemical; civil; computer; electrical, electronics, and communications; environmental; forest; geometric; manufacturing; materials; mechanical; metallurgical; mining, mineral, and petroleum; etc. Exclude biotechnology	sh sh	SAS REIN	1.3203 1.3203		
	c. Basic and applied research in the biological and biomedical sciences - Report revenue for basic and applied research services focused on fields such as clinical sciences, immunology, neurosciences, pharmacology, public health, etc. Include research in the biological, medical, health, agricultural, veterinary, and environmental sciences. Exclude biotechnology	- 5k5/	SAS REVI	31		
	d. Basic and applied research in the social sciences and humanities - Report revenue for all other basic and applied research services focused on other social sciences and humanities. Include research fields such as psychology; anthropology and archaeology; economics; linguistics; political science; sociology; the arts; history; philosophy and religion; language and literature; education; management and commerce; law and justice; communication, journalism, and media; library science and curatorial studies; and others	SAS,	SAS REVE	1,3206 MUE 3206		
2.	Production services for development - Report revenue for the provision of development services that may result in the creation of intellectual property. Include services provided in fulfillment of legal contracts as well as contracts for the creation of original works that can be implicitly or explicitly protected by copyright and industrial property laws. The contract specifies the disposition of any intellectual property arising from the work performed under contract. Development services are defined as systematic work, drawing on research findings or other scientific knowledge or practical experience, for the purpose of creating new or significantly improved goods, services, systems, methods, or processes	s s s s	SAS PEN	3201		
3.	Other Operating Revenue					
	a. Licensing of right to use intellectual property - Granting permission, on a fee, royalty, or other basis, to another economic entity to use intellectual property, owned or controlled by the lessor, for the lessee's economic benefit. Include licensing of intellectual property implicitly or explicitly protected by copyrights, patents, trade secrets, and trademarks; licensing of rights to use to distribute intellectual property as well as options agreements that grant a prospective buyer or licensee the right to inspect intellectual property and assess its market potential before engaging to buy or license it; both the temporary licensing of rights and permanent sale of new original works sold with only partial commercial-use rights. Exclude outright sale of new original works and all associated intellectual property rights 3208	see see	sas acti	,3208 ML 3208		

CONTINUE WITH 6 ON PAGE 5



REVENUES FROM ELECTRONIC SOURCES

NOTE: For tax-exempt firms, please include monetary donations received online as Revenue from Electronic Sources.

A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile ar cations in 2018?



B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile ar Macations in 2018?



C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as wate networks, dedicated lines, etc.) in 2018?



D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available.

	2	2018	
\$ Bil	Mil.	Thou.	Dol.
5A5 750			

Percent % 2501

OR

12 Not Applicable.



13 EXPORT REVENUE

An exported service is a service 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).

2500

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

В.

- · Services provided to domestic subsidiaries of foreign firms.
- A. Did the read and reported in 10 include any revenue from exports?



	2018					
	\$ Bil	Mil.	Thou.	Dol.		
	2,10					
. What was this firm's revenue from exports in 2018?	SAS					

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

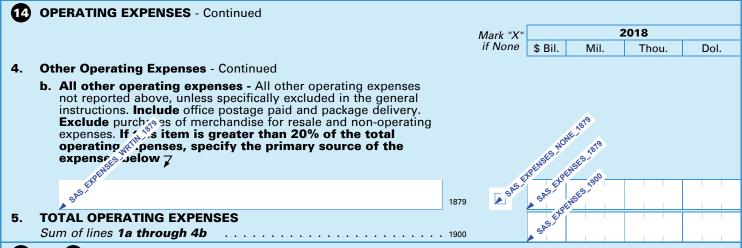
		Mark "X"		2018		
		if None			nou.	Dol.
1.	Personnel Costs		1821			
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 18	321 SAS	WHERE'S HOME, BELLES, S.	820		1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	322 a sk ⁸	APELESES HOME 1872	5t2 5t2		
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	323 Sh ^S F	Peters House State			
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	360 SAS	APPLIESES HOME 1868	360		
3.	Expensed purchases of software - 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 18	326 SASE	PERSE HOME SES STATEMENTS	Sto		1 1
4.	Other Operating Expenses		1831			
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease	ŞŶ	ARTHUR EL PRINSES	853		

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CONTINUE WITH 14 ON PAGE 8

agreements, and amortization charges against intangible assets

(e.g., patents, copyrights). **Exclude** impairment



15 and 16 Not Applicable.

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CONTACT INFORMATION	
CONTACT INFORMATION	Title
Name of person to contact regarding this report (Please print)	cinte
Name of person to contact regarding this report (Please print) Area code Number Extension	n Area code Number
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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-54170ET	(DRAFT)
Due Date	
Need help or have guestions?	
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(8:00 a.m 5:00 p.m. ET, M-F) or Visit	
or visit https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your response. The U.S. Census Bureau	
is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your	
business, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data are protected from cybersecurity	
risks through screening of the	
systems that transmit your data. This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we	
could not conduct this survey.	
INTERNET REPORTING - This https://portal.census.gov	s survey should be completed online at:
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Authentication Code:	To view Survey Results:
	https://www.census.gov/programs-surveys/sas.html
There was bound their commence	GENERAL INSTRUCTIONS
area or the new EIN that v	ny reference to "this firm" is referring to the EIN that is printed in the mailing address was provided as a response in ②. Any responses related to "this firm" should only
include data for the EIN re	eferenced.
7 - 3 3 -	n this firm's operations should be noted in 1 .
• For establishments sold this firm.	or acquired in 2018, report data only for the period the establishments were operated by
 Estimates are acceptable 	e if book figures are not available.
Enter "0" where applicab	
	two or more detailed lines.
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Include:	iso it should be reported us
Data for all Services esta	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
	operating under the EIN printed in the mailing address area.
 Data for auxiliary facilities garages, central administration 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	

Is this firm's name and mailing address the same as shown in the mailing address above?

No - Enter corrections in the mailing address above

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4	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year	r that i	ncludes	at least six
	months of data for the 2018 calendar year.			
	What time period is covered by the data provided in this report?		201	
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	Calendar year	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			
			Ending	Date
		Month	Day	Year
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	0008			
5	TAX STATUS			
U	A. Is this firm or organization operated on a not-for-profit basis?			
	A. is this firm or organization operated on a not-for-profit basis:			
	Yes			
	0031			
	□ No - Go to 6			
	B. Was all or part of the income of this firm or organization exempt from Federal inc section 501 of the Internal Revenue Code?	ome ta	xes un	der
	☐ Yes			
	□ No			
6	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	Dues and assessments from members and affiliates.			
	Revenues from electronic sources.			
	Exclude:			
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal 	al tax ac	nency	
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Discommonwealth Territories, or U.S. possessions). 	•	•	bia, U.S.
	INSTRUCTIONS FOR TAXABLE FIRMS			
	Include:			
	Amounts received for work subcontracted to others.			
	 For locations that were sold or acquired during a year, only report for the periods that this fill locations. 	rm opei	rated th	e
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries 	, brancl	hes, etc.	
	Exclude:			
	 Rents from and revenue of separately operated departments, concessions, etc., which are least commissions from vending machine operators. 	sed to	others.	
	Mark "X"	2	2018	
	if None \$ Bil.	Mil.	Thou.	Dol.
1.	Basic and Applied Research			
	a. Basic and applied research in natural and exact sciences,			
	except biological sciences - Include basic and applied research in genetic engineering, other biotechnology, and all other			
	natural and exact sciences, exclude biological sciences. Include			
	biotechnology fields such as industrial biotechnology, diagnostic			
	applications, genetic engineering and enzyme technology, genetic technologies, transformation, site-directed autogenesis, process			
	biotechnology, transgenesis, and biotechnology not elsewhere			
	classified			
	CONTINUE WITH 6 ON PAGE 4			

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6	SALES, RECEIPTS, OR REVENUE - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Basic and Applied Research - Continued					
	b. Basic and applied research in engineering and technology - Report revenue for basic and applied research services focused on the application of various combinations of mathematical and scientific principles to goods, services, and processes. Include engineering fields such as aerospace, aeronautical, and astronautical; agricultural and forestry; architectural; biomedical; chemical; civil; computer; electrical, electronics, and communications; environmental; forest; geometric; manufacturing; materials; mechanical; metallurgical; mining, mineral, and petroleum; etc. Exclude biotechnology					1 1
	c. Basic and applied research in the biological and biomedical sciences - Report revenue for basic and applied research services focused on fields such as clinical sciences, immunology, neurosciences, pharmacology, public health, etc. Include research in the biological, medical, health, agricultural, veterinary, and environmental sciences. Exclude biotechnology 3216					
	d. Basic and applied research in the social sciences and humanities - Report revenue for all other basic and applied research services focused on other social sciences and humanities. Include research fields such as psychology; anthropology and archaeology; economics; linguistics; political science; sociology; the arts; history; philosophy and religion; language and literature; education; management and commerce; law and justice; communication, journalism, and media; library science and curatorial studies; and others					
2.	Production services for development - Report revenue for the provision of development services that may result in the creation of intellectual property. Include services provided in fulfillment of legal contracts as well as contracts for the creation of original works that can be implicitly or explicitly protected by copyright and industrial property laws. The contract specifies the disposition of any intellectual property arising from the work performed under contract. Development services are defined as systematic work, drawing on research findings or other scientific knowledge or practical experience, for the purpose of creating new or significantly improved goods, services, systems, methods, or processes					
3.	Other Operating Revenue					
	a. Licensing of right to use intellectual property - Granting permission, on a fee, royalty, or other basis, to another economic entity to use intellectual property, owned or controlled by the lessor, for the lessee's economic benefit. Include licensing of intellectual property implicitly or explicitly protected by copyrights, patents, trade secrets, and trademarks; licensing of rights to use to distribute intellectual property as well as options agreements that grant a prospective buyer or licensee the right to inspect intellectual property and assess its market potential before engaging to buy or license it; both the temporary licensing of rights and permanent sale of new original works sold with only partial commercial-use rights. Exclude outright sale of new original works and all associated intellectual property rights 3208					
	b. Original works of intellectual property - New original intellectual property works produced without contract for sale. Sale of such works requires relinquishing all attendant intellectual property rights to the purchaser permanently or as long as allowed by law. Include new original works for sale that are implicitly or explicitly protected by copyrights, patents, trade secrets, and trademarks. Exclude works produced for own account or under contract for others, products (computers, cars, phones, books, films, software, etc.) derived from the original protected entities and sold with conventional end-use licenses, and new original works sold with only partial commercial-use					
	rights					
	CONTINUE WITH 6 ON PAGE 5					

2018

Thou.

Dol.

Mil.

12	EXPORT	DEVICE	
LI O	EXPUNI	DEVE	MOE

An exported service is a service 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

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 12

	\$ Bil.	Mil.	Thou.	Dol.
B. What was this firm's revenue from exports in 2018?		1 1	1 1	1 1

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

a. Gross annual payroll - Total annual Medicare salaries and

insurance programs, life insurance benefits, Medicare). Exclude

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages .	1821]				
b.	Employer's cost for fringe benefits - 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						

CONTINUE WITH	14 ON PAGE 7
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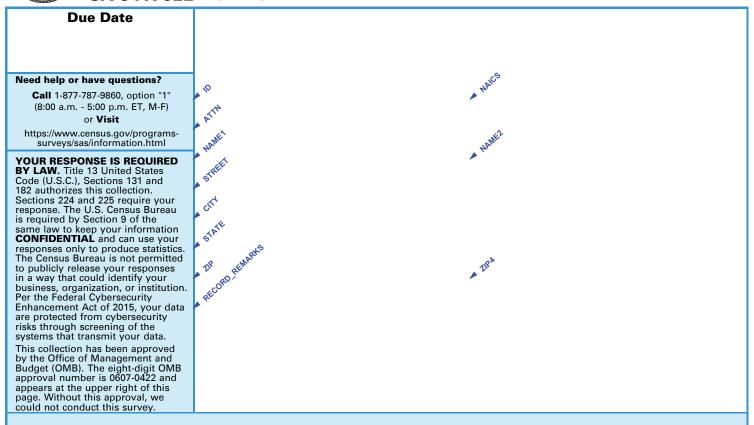
	ODERATING EVERNORS OF THE					Ü
14	OPERATING EXPENSES - Continued					
		Mark "X if None		D 4:1	2018	D-I
		II INOITE	\$ Bil	. Mil.	Thou.	Dol.
1.	C. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits,					
2.	and services	3				
	resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	io 🔲				
3.	Expensed purchases of software - 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 182	6 🗆				
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	i1 🗆				
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
	187					
5.	TOTAL OPERATING EXPENSES	3				
0.	Sum of lines 1a through 4b	0				
	and 16 Not Applicable.					

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Ð	REMARKS - F data were esti	lease use this s mated.	space to explain any s	significant yea	r-to-year changes,	to clarify res	ponses, or	indicate w	here
8	CONTACT IN	FORMATION							
	Name of person	n to contact regard	ding this report (Please	print)	Title				
	Telephone	Area code	Number	Extension	Fax	Area code		umber -	
		a							
	E-mail address				Website address				
	E-mail address				Website address				



2018 ANNUAL SERVICES REPORT



INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas/ newsroom/updates/latest-sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ Bil 📀 Mil.						hοι	ı.	Dol.			
	DUN	MAY	0	3	0	2	8	0	4	5	6	

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

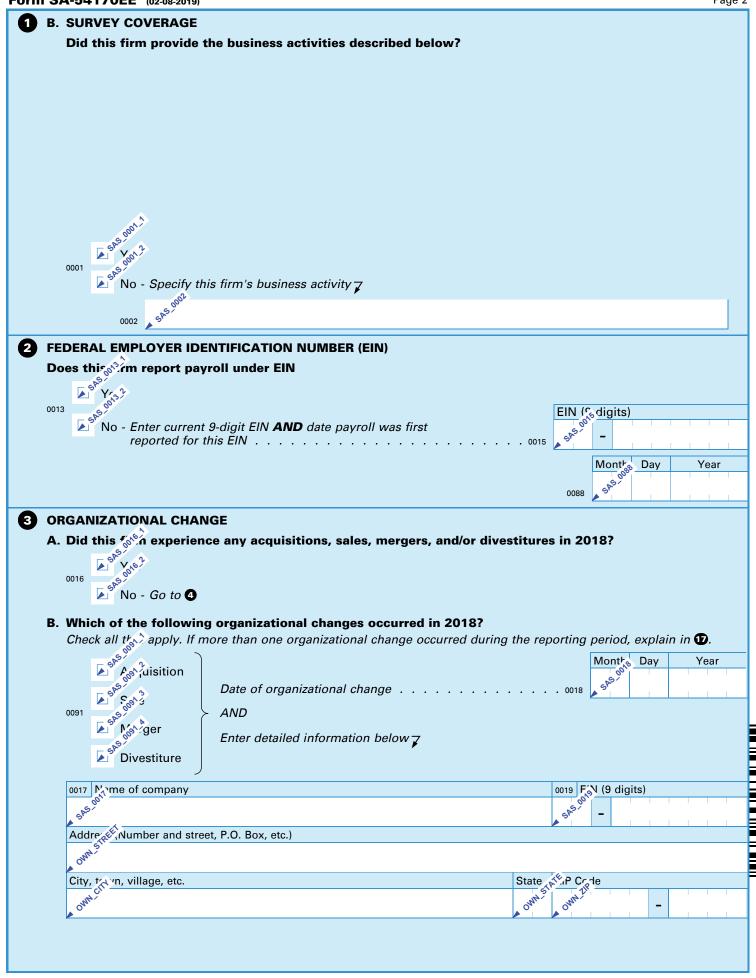


A. MAILING ADDRESS

Is this firm, frame and mailing address the same as shown in the mailing address above?



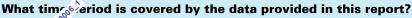
No - Enter corrections in the mailing address above

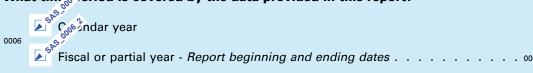




REPORTING PERIOD

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year.





	E	Seginni	ng Date
	Month	Day	Year
07	Month		
		Ending	g Date
	Month	Day	Year
800	Month		

00

2018



TAX STATUS

A. Is this fir or organization operated on a not-for-profit basis?



B. Was all or rart of the income of this firm or organization exempt from Federal income taxes under section 5% of the Internal Revenue Code?





6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- · Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- · Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.



-orn	SA-54170EE (02-08-2019)					Page 4
6	SALES, RECEIPTS, OR REVENUE - Continued					
		Mark "X"			2018	
4	Pagin and Applied Pagagosh	if None	\$ Bil.	Mil.	Thou.	Dol.
1.	a. Basic and applied research in natural and exact sciences, except biological sciences - Include basic and applied research in genetic engineering, other biotechnology, and all other natural and exact sciences, exclude biological sciences. Include biotechnology fields such as industrial biotechnology, diagnostic applications, genetic engineering and enzyme technology, genetic technologies, transformation, site-directed autogenesis, process biotechnology, transgenesis, and biotechnology not elsewhere classified	s s s s	sas perf	3218 MUE 3218		
	 Basic and applied research in engineering and technology Report revenue for basic and applied research services focused on the application of various combinations of mathematical and scientific principles to goods, services, and processes. Include engineering fields such as aerospace, aeronautical, and astronautical; agricultural and forestry; architectural; biomedical; chemical; civil; computer; electrical, electronics, and communications; environmental; forest; geometric; manufacturing; materials; mechanical; metallurgical; mining, mineral, and petroleum; etc. Exclude biotechnology	≥ en en	all high proper	303 ME 303		
	c. Basic and applied research in the biological and biomedical sciences - Report revenue for basic and applied research services focused on fields such as clinical sciences, immunology, neurosciences, pharmacology, public health, etc. Include research in the biological, medical, health, agricultural, veterinary, and environmental sciences. Exclude biotechnology	sh sh sh	SAS REVE	MLE 3276		
	d. Basic and applied research in the social sciences and humanities - Report revenue for all other basic and applied research services focused on other social sciences and humanities. Include research fields such as psychology; anthropology and archaeology; economics; linguistics; political science; sociology; the arts; history; philosophy and religion; language and literature; education; management and commerce; law and justice; communication, journalism, and media; library science and curatorial studies; and others	≥ en en	SAS PERE	3206 3206	1 1	
2.	Production services for development - Report revenue for the provision of development services that may result in the creation of intellectual property. Include services provided in fulfillment of legal contracts as well as contracts for the creation of original works that can be implicitly or explicitly protected by copyright and industrial property laws. The contract specifies the disposition of any intellectual property arising from the work performed under contract. Development services are defined as systematic work, drawing on research findings or other scientific knowledge or practical experience, for the purpose of creating new or significantly improved goods, services, systems, methods, or processes	sh5	Ede Herrica	3201		
3.	Other Operating Revenue					
	a. Licensing of right to use intellectual property - Granting permission, on a fee, royalty, or other basis, to another economic entity to use intellectual property, owned or controlled by the lessor, for the lessee's economic benefit. Include licensing of intellectual property implicitly or explicitly protected by copyrights, patents, trade secrets, and trademarks; licensing of rights to use to distribute intellectual property as well as options agreements that grant a prospective buyer or licensee the right to inspect intellectual property and assess its market potential before engaging to buy or license it; both the temporary licensing of rights and permanent sale of new original works sold with only partial commercial-use rights. Exclude outright sale of new original works and all associated intellectual property rights 3208	E SAS A	SKS PELLE	3208 3208		
	CONTINUE WITH 6 ON PAGE 5					

REVENUES FROM ELECTRONIC SOURCES

NOTE: For tax-exempt firms, please include monetary donations received online as Revenue from Electronic Sources.

A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile ar cations in 2018?



B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile ar cations in 2018?



C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as wate networks, dedicated lines, etc.) in 2018?

2500



D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available.

	2	2018	
\$ Bil	Mil.	Thou.	Dol.
5A5 750			
sh.		1 1	1 1

≥018
Percent % 2501

OR

2018

12 Not Applicable.



13 EXPORT REVENUE

An exported service is a service 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).

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

В.

- · Services provided to domestic subsidiaries of foreign firms.
- A. Did the read and reported in 10 include any revenue from exports?



	\$ Bil	Mil.	Thou.	Dol.
	5210			
. What was this firm's revenue from exports in 2018?	sh.	1 1	1 1	

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

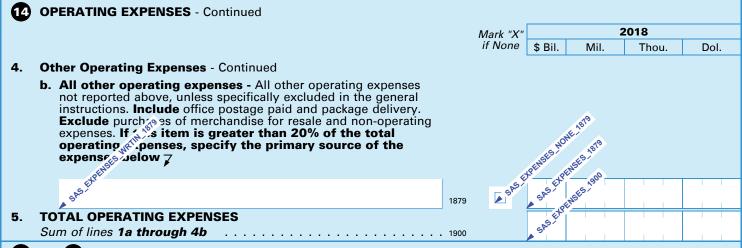
		Mark "X"		- :	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs			1821		
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182	21 SAS	SAS EXPERIE	5,1821	1 1	1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions	22 SAS	Petrata House	1812 1813		
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	23 A SAS E	PERS FARENCE SAS F	5657		
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	50 SAS	PEHSES HOHE	1880		
3.	Expensed purchases of software - 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	CAS E	SAS EXPENSES NOWE	55,1876		
	maintenance fees related to software upgrades and alterations 182	26	SA.			
4.	Other Operating Expenses			1831		
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease	A	Petrist's NOW	55,1831		

. 1831

CONTINUE WITH 14 ON PAGE 8

agreements, and amortization charges against intangible assets

(e.g., patents, copyrights). **Exclude** impairment



15 and 16 Not Applicable.

D	REMARKS - Please use this space to explain any	v significant vea	r-to-year change	es, to clarity rest	onses, or indicat	e where
	REMARKS - Please use this space to explain any data were estimated.	,	, ,	,		
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В	CONTACT INFORMATION					
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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-54181A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** Any significant change in this firm's operations should be noted in ①. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A. MAI	LIN	G ADDRESS
	ls th	is fir	rm's name and mailing address the same as shown in the mailing address above?
	0035		Yes
			No - Enter corrections in the mailing address above

rorm	3/	4-54181	A (DRAFT)										Page 2
0	В.	SURVEY	COVERAGE										
		Did this	firm provide t	the busin	ess activi	ities desc	cribed be	low?					
			Yes										
		0001	No - Specify th	his firm's b	usiness ad	ctivity 7							
			, ,			•							
			0002										
2	No	t Applicab	ile.										
3	OR	GANIZA	TIONAL CHAN	NGE									
	A.	Did this	firm experien	nce any ac	quisition	s, sales,	mergers	, and/or dive	stitures	s in 20	18?		
		0016	Yes										
			No - Go to 4										
	В.	Which of	f the following	ng organiz	ational c	hanges o	ccurred	in 2018?					
			that apply. If m						the rep	orting	period	. explaii	n in 🛈.
			Acquisition								Month	Day	Year
			Sale	Date of	organizat	ional char	nge			. 0018			
		0091	>	> AND									
			Merger	Enter de	etailed inf	ormation	below 7						
			Divestiture										
		0017 Name	e of company							0019 E	IN (9 dig	jits)	
											-		
		Address (I	Number and stree	eet, P.O. Box	, etc.)								
		City, town	ı, village, etc.						State	ZIP Co	de		
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orn	n SA-54181A (DRAFT)				Pag	е :
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal months of data for the 2018 calendar year.	yea	r that ir	ncludes	at least six	X
	What time period is covered by the data provided in this report?			201	18	
	Time time period to determ by the data provided in time report.		В	eginnin		
	☐ Calendar year		Month	Day	Year	
	Fiscal or partial year - Report beginning and ending dates	0007				
			B.0. (1)	Ending		
			Month	Day	Year	
		8000	,			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	• Commissions, fees, and other operating receipts, not gross billings or gross sales.					
	Amounts received for work subcontracted to others.					
	 For locations that were sold or acquired during a year, only report for the periods that th locations. 	is fir	m oper	ated the	е	
	 Revenue from services performed by domestic locations of foreign parent firms, subsidia 	ries	branck	nes, etc.		
	• Revenues from electronic sources.			.00, 010.		
	Exclude:					
	• Transfers made within the company.					
	• Taxes collected directly from customers or clients and paid directly to a local, state, or fe		_	•		
	• Rents from and revenue of separately operated departments, concessions, etc., which are	e lea	sed to	others.		
	Commissions from vending machine operators. Reserve of feeding subsidiaries (these leasted subside the U.S. is a subside the 50 states.)	D:	:	0-11	-:- !! 0	
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states Commonwealth Territories, or U.S. possessions). 	, DIS	strict of	Columi	oia, U.S.	
	Mark "X"		2	018		
	if None \$ Bil.		Mil.	Thou.	Dol.	
١.	Integrated advertising services - Providing any combination of					
	advertising services such as creative and productive services, media planning, buying, and research, plus marketing services (including					
	any combination of public relations, market research, and sales					
	promotion)					_
2.	Advertising creative services (including graphic design services) - Creating the basic idea for an advertisement, which					
	includes drafting the words or copy that will appear in the ad or be					
	spoken by an actor, designing the layout for a print ad or the filming		1	1 1		
	sequence of a television commercial					_
3.	Media buying - Buying space or time from the media on behalf of the advertisers or advertising agencies					
ı.	Sales promotion - Developing plans for specific promotional					
	activities or campaigns that stimulate consumer purchasing and					
	improve distribution efficiency for a specific product. Include providing support services for implementing the campaign, such as	1		1 1		
	coordinating the logistical and personnel requirements		1 1	1 1		
5.	Direct marketing - Developing a strategy to send promotional					
	messages directly to consumers, rather than via mass media 3225					
ò .	Marketing research - Investigating all elements of the marketing mix, which includes product, place, price, and promotion 3226					
-	Other advertising services - Other services related to advertising, such as full public relation services, developing ad campaigns that					
	use interactive media, conducting media verification, preparing					
	competitive advertising reports, and producing advertisements for		1 1	1 1		
	print, radio, or television					
	CONTINUE WITH 6 ON PAGE 4					

	SA-	54181A (DRAFT)						Page
6	SALI	ES, RECEIPTS, OR REVENUE - Continued						
_				Mark "X"		2	2018	
				if None	\$ Bil.	Mil.	Thou.	Dol.
-	throu leasin total	nther operating revenue - Revenue not reported in lines of the sale or licensing of merchandise and rentaing of equipment. If this item is greater than 20% of the loperating revenue, specify the primary source of the nue below	or					
			1799					
)_	TOT	AL OPERATING REVENUE						
	Sum	of lines 1 through 8	1800					
7	Not A	Applicable.						
8	REVI	ENUES FROM ELECTRONIC SOURCES						
		old this firm have any revenues from customers enternobile applications in 2018?	ng orders	directly	on the	firm's w	ebsites o	or
	004	Yes						
	00.	□ No						
	B. D	id this firm have any revenues from customers enter	ng orders	directly	on thire	d-party v	websites	or
	- 111	nobile applications in 2018?						
	004	Yes						
		Yes						
	00 <i>4</i>	Yes	ng orders 8?	via any c	other el	ectronic	: systems	5
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewnere.					
	Mark "X"			2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821	1 🗆		1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	2				
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3 🗆				
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	0		1 1		
Expensed purchases of software - 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 1826	6		1 1	1 1	1 1
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	ı 🗆		1 1	1 1	

CONTINUE WITH 14 ON PAGE 6

Form	SA-5 4	4181A	(DRAFT)
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14 OPERATING EXPENSES - Continued

expenses below 7

15 and 16 Not Applicable.

TOTAL OPERATING EXPENSES
Sum of lines 1a through 4b . . .

Other Operating Expenses - Continued

b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating

expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the

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Mark "X"

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if None \$ Bil.

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	REMARKS - F data were esti	Please use t mated.	his space	to explain a	ny signif	icant year	-to-year chan	iges, to	clarity re	sponses, (or indicati	e where
8	CONTACT IN	FORMATIO	DN									
8	CONTACT IN Name of person			nis report (<i>Ple</i>	ase print)		Title					
8				nis report (<i>Ple</i>	ase print)		Title					
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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-54181E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ Bil.		Bil. Mil.				hοι	ı.	Dol.		
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nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No Enter correct

No - Enter corrections in the mailing address above



. SURVEY C													
Did this fir	m provide	e the b	usiness	activit	ties de	scribed	below?	?					
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□ No	o - Specify th	this firm	m's busi	ness ac	tivity 🍞								
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Forn	1 SA-54181E (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please rep months of data for the 2018 calendar year.	ort for the	fiscal yea	ar that i	ncludes a	ıt least six
	What time period is covered by the data provided in this report?				2018	3
				E	Beginning	Date
	Calendar year			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		2007	'	'	
	riscal of partial year - neport beginning and ending dates		0007		Ending I) oto
				Month	Day	Year
				WOTET	Day	Tour
			0008			1 1 1
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
U	What were the revenues for this firm in 2018?					
	Include:					
	 Commissions, fees, and other operating receipts, not gross billings or gro 	oss sales.				
	Amounts received for work subcontracted to others.					
	• For locations that were sold or acquired during a year, only report for the	periods t	hat this fi	rm ope	rated the	
	locations.					
	 Revenue from services performed by domestic locations of foreign paren Revenues from electronic sources. 	t firms, su	ibsidiaries	, branc	nes, etc.	
	Exclude:					
	Transfers made within the company.					
	 Taxes collected directly from customers or clients and paid directly to a least or clients. 	ocal, state	, or federa	al tax a	aencv.	
	• Rents from and revenue of separately operated departments, concessions					
	Commissions from vending machine operators.					
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the U.S.,	de the 50	states, Di	strict of	Columbi	a, U.S.
	Commonwealth Territories, or U.S. possessions).					
		Mark "X"	4.50		2018	
4	Interreted advertising assures. Providing any combination of	if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Integrated advertising services - Providing any combination of advertising services such as creative and productive services, media					
	planning, buying, and research, plus marketing services (including			1 1		
	any combination of public relations, market research, and sales promotion)					
2.	Advertising creative services (including graphic design					
	services) - Creating the basic idea for an advertisement, which					
	includes drafting the words or copy that will appear in the ad or be spoken by an actor, designing the layout for a print ad or the filming					
	sequence of a television commercial			1 1	1 1	1 1
3.	Media buying - Buying space or time from the media on behalf of					
	the advertisers or advertising agencies					
4.	Sales promotion - Developing plans for specific promotional activities or campaigns that stimulate consumer purchasing and					
	improve distribution efficiency for a specific product. Include					
	providing support services for implementing the campaign, such as coordinating the logistical and personnel requirements 3224		'	1 1	1 1	' '
-						
5.	Direct marketing - Developing a strategy to send promotional messages directly to consumers, rather than via mass media 3225					
6.	Marketing research - Investigating all elements of the marketing					
	mix, which includes product, place, price, and promotion 3226			1 1	1 1	1 1
7.	Other advertising services - Other services related to advertising,					
	such as full public relation services, developing ad campaigns that use interactive media, conducting media verification, preparing					
	competitive advertising reports, and producing advertisements for					
	print, radio, or television					
	CONTINUE WITH 6 ON PAGE 4					
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orm	SA-5	418	1E (draf	Γ)														Pag	е
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			s firm hav applicatio			rom cus	stomers	s ent	ering	orders	directl	y or	the	firm'	s we	bsites	s or		
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

oxpenses net reported disconners.						
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs						
a. Gross annual payroll - Total annual Medicare salari wages for all employees as reported on this firm's IR Employer's Quarterly Federal Tax Return, line 5(c) for quarters that correspond to the survey period or IRS Employer's Annual Federal Tax Return, line 4(c). Incl spread on stock options that are taxable to employee	S Form 941, the four Form 944 ude the				1 1	1 1
b. Employer's cost for fringe benefits - Employer's of legally required programs and programs not required Include insurance premiums for hospital plans, med and single service plans (e.g., dental, vision, prescript premium equivalents for self-insured plans and fees parthird-party administrators (TPAs); defined benefit pen defined contribution plans (e.g., profit sharing, 401K, plans); and other fringe benefits (e.g., Social Security compensation insurance, unemployment tax, state di insurance programs, life insurance benefits, Medicare employee contributions.	I by law. ical plans, tion drugs); paid to sion plans; stock option , workers' sability e). Exclude					
c. Temporary staff and leased employee expense - paid to Professional Employer Organizations (PEOs) a agencies for personnel. Include all charges for payro and services	Total costs and staffing					
Expensed equipment, materials, parts, and supplies resale) - Include expensed computer hardware and oth (e.g., copiers, fax machines, telephones, shop and lab equipment (e.g., copiers). Include materials and supplies used in services to others; materials and parts used in repairs; or janitorial supplies; small tools; containers and other pack materials; and motor fuels. Report packaged software in leased and rented equipment in line 4b.	er equipment Juipment, I providing Ifice and Kaging Iine 3 and					
Expensed purchases of software - Purchases of prepared custom coded, or vendor customized software. Include developed or customized by others, web-design services purchases, licensing agreements, upgrades of software, maintenance fees related to software upgrades and alter	software and and		<u> </u>	1 1		1 1
Other Operating Expenses						
a. Depreciation and amortization charges - Include charges taken against tangible assets owned and use firm, tangible assets and improvements owned by the within leaseholds, tangible assets obtained through agreements, and amortization charges against intang (e.g., patents, copyrights). Exclude impairment	d by this is firm apital lease ible assets				1 1	

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Form	SA-541	81E	(DRAFT)
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14 OPERATING EXPENSES - Continued

			Mark "X"		:	2018		
			if None	\$ Bil.	Mil.	Thou.	Dol.	
4.	Ot	her Operating Expenses - Continued						
	b.	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7						
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5.	то	TAL OPERATING EXPENSES	10/3					
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15	and	Not Applicable.						

Form	SA-54	181E	(DRAFT)
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Form	SA-54181E	(DRAFT)								Page 7
Ð	REMARKS - P data were esti	lease use mated.	this space t	o explain any s	ignificant yea	r-to-year changes, t	o clarify res	sponses, or	indicate v	vhere
18	CONTACT IN	FORMAT	ION							
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				-				-	-	
	E-mail address					Website address				

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-54182A

(DRAFT

2018 ANNUAL SERVICES REPORT

3A-34 102A	(DRAFT)
Due Date	
Need help on here westing?	
Need help or have questions? Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB appears at the upper right of this page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - This https://portal.census.gov Authentication Code:	s survey should be completed online at: To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
 Any significant change i 	n this firm's operations should be noted in 1 .
, 0	or acquired in 2018, report data only for the period the establishments were operated by
Estimates are acceptableEnter "0" where applicate	e if book figures are not available. ble.
	r two or more detailed lines.
	al basis, except for payroll. \$Bil. Mil. Thou. Dol.
• Figures should be round	$I(I) \land I(I) \lor I(I) \lor I(I)$
	456 it should be reported as
	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
 Data for auxiliary facilities) as defined by the survey coverage in 1 B. es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
A. MAILING ADDRESS	
Is this firm's name and	d mailing address the same as shown in the mailing address above?
Yes	
0035 No - Enter co	orrections in the mailing address above

Form SA-54182A (DRAFT)

0	SURVEY COVERAGE	
	Did this firm provide the business activities described below?	
	□ V	
	O001 Yes	
	No - Specify this firm's business activity	
	0002	
2	ot Applicable.	
3	RGANIZATIONAL CHANGE	
	Did this firm experience any acquisitions, sales, mergers, and/or div	restitures in 2018?
	Yes	
	0016	
	□ No - Go to ②	
	Which of the following organizational changes occurred in 2018?	
	Check all that apply. If more than one organizational change occurred durir	
	Acquisition	Month Day Year
	☐ Sale Date of organizational change	0018
	0091 AND	
	Merger Enter detailed information below	
	Divestiture	
	0017 Name of company	0019 EIN (9 digits)
		_
	Address (Number and street, P.O. Box, etc.)	
	City, town, village, etc.	State ZIP Code

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Forn	n SA-54182A (DRAFT)			Page 3
4	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	ır that ir	icludes a	at least six
	What time period is covered by the data provided in this report?		2018	3
		В	eginning	J Date
	Calendar year	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		1	
			Ending	Date
		Month	Day	Year
	0008			
5	Not Applicable.			
6	SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018?			
	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	Dues and assessments from members and affiliates.			
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this fit 	rm oner	ated the	
	locations.			
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries Revenues from electronic sources. 	, branch	ies, etc.	
	Exclude:			
	• Transfers made within the company.			
	• Taxes collected directly from customers or clients and paid directly to a local, state, or federa	_		
	 Rents from and revenue of separately operated departments, concessions, etc., which are lea Commissions from vending machine operators. 	ised to d	others.	
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis	strict of	Columb	ia, U.S.
	Commonwealth Territories, or U.S. possessions).			
	Mark "X" if None \$ Ril		O18 Thou.	Del
1.	Full public relations services - Developing and implementing a	Mil.	rnou.	Dol.
•	communications strategy with various target sectors of the public to influence their attitudes and opinions in the interest of promoting a			
	person, product, place, or idea. Various sectors of the public include			
	community groups, constituents, minority groups, employees, investors, etc			
2.	Media relations - Developing and implementing strategies for			
	communicating with media to help shape public perception, respond to media inquiries, and providing appropriate information on			
	behalf of the client. Include providing training to an organization's			
	spokespersons or to employees in general on communicating correctly with the media, and developing and disseminating planned			
	messages through selected media, without payment, to further an organization's interest, product, service, cause, or event 3231			
3.	Lobbying - Developing strategies to influence key legislature and			
	regulatory government officials to support public policy positions favorable to the client's objectives. This may also be known as		1 1	
	governmental affairs			
4.	Event management - Developing and implementing a communication strategy through the use of special events or event	1 1	1 1	
	sponsorships			
5.	Media monitoring and analysis - Collecting and recording editorial coverage published in various mass media about the client or its	1 1	1 1	
	competition (clipping service) and preparing analysis of the coverage 3235	1 1	1 1	
	CONTINUE WITH 6 ON PAGE 4			

revenue below 7

Not Applicable.

0040

0041

TOTAL OPERATING REVENUE

REVENUES FROM ELECTRONIC SOURCES

mobile applications in 2018?

mobile applications in 2018?

Yes

No

Yes

No

SALES, RECEIPTS, OR REVENUE - Continued

All other operating revenue - Revenue not reported in lines 1 through 5. Include crisis management, sale or licensing of merchandise, rental or leasing of equipment, and fundraising development services. If this item is greater than 20% of the total operating revenue, specify the primary source of the

Dol.

2018

Thou.

Mil.

Mark "X" if None

1799

\$ Bil.

	· · · · · · · · · · · · · · · · · · ·				
	O042 Yes				
	□ No				
				-	
	D. Of the total 2018 revenues reported in ③ , what was the dollar amount (or percentage)		2018		2018
	that was from the revenues identified in	\$ Bil. Mil.	Thou. Dol.		Percent
	A-C above? Please provide an estimate if			OR and	%
	exact figures are not available			2501	/0
-					
- +0101-					
04505041					

A. Did this firm have any revenues from customers entering orders directly on the firm's websites or

B. Did this firm have any revenues from customers entering orders directly on third-party websites or

C. Did this firm have any revenues from customers entering orders via any other electronic systems

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewhere.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1	1 1	
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions		1			1 1
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	. 🗆				1 1
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b			1 1		
Expensed purchases of software - 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 1826					
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

Form SA-54182A	(DRAFT)
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	ON OTIOEM (DRAFI)								ugo o
14 (PPERATING EXPENSES - Continued								
		M	ark "X"			20	18		
		it	None	\$ Bil.	Mil		Thou.	Do	ol.
4. (Other Operating Expenses - Continued								
t	o. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?		ļ						
		1879							
5. 1	TOTAL OPERATING EXPENSES	J							
5	Sum of lines 1a through 4b	. 1900							
(E) a	nd 16 Not Applicable.								

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CONTACT INFORMATION Name of person to contact regarding this report (Please print) Title Tolophone Area code Number Extension Fax Area code Number Fax E-mail address Website address		
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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-54182E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.			Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing ad-



B. SURVEY COVERAGE Did this firm provide the business activities described below? Yes	OA G-1022 (BRAFI)	
Per Positive Substitute State Sign Positive Sign Pos	B. SURVEY COVERAGE	
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes 1013 No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	Did this firm provide the business activities described below?	
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes 1013 No - Enter current 9-digit EIN AND date payroll was first reported for this EIN		
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FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes ONS No - Enter current 9-digit EIN AND date payroll was first reported for this EIN ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes ONS No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change ONS AND Enter detailed information below Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code	0001	
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes O13 No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	No - Specify this firm's business activity	
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes O13 No - Enter current 9-digit EIN AND date payroll was first reported for this EIN		
Does this firm report payroll under EIN Yes	0002	
Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)	
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes	Does this firm report payroll under EIN	
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes	Vac	
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes		FIN (9 digits)
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes ON - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale ON - Go to Date of organizational change occurred during the reporting period, explain in Acquisition Date of organizational change	☐ No - Enter current 9-digit EIN AND date payroll was first	Lift (O digita)
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes		
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change		Month Day Year
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change		
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes One Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale One Go to Month Day Year Acquisition Date of organizational change		0088
Yes	DRGANIZATIONAL CHANGE	
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Acquisition	A. Did this firm experience any acquisitions, sales, mergers, and/or divestiture	s in 2018?
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Acquisition	Yes	
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change	0016	
Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Acquisition Sale Outlier of organizational change	No - Go to 4	
Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Acquisition Sale Outlier of organizational change	3. Which of the following organizational changes occurred in 2018?	
Acquisition Sale AND Interdetailed information below Divestiture Divestiture Divestiture Divestiture Divestiture Out Name of company Out Name of c		porting period, explain in 🕡.
Acquisition Sale AND Interdetailed information below Divestiture Divestiture Divestiture Divestiture Divestiture Out Name of company Out Name of c		Month Day Year
Sale AND Enter detailed information below Divestiture Out Name of company Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code		
Merger Divestiture Divestiture Outh Name of company City, town, village, etc.	Date of organizational change	. 0018
Divestiture Divestiture Oo17 Name of company Oo19 EIN (9 digits) Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code	0091 AND	
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Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code		
Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code	0017 Name of company	0019 EIN (9 digits)
City, town, village, etc. State ZIP Code		
City, town, village, etc. State ZIP Code	Address (Number and street, P.O. Box, etc.)	
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	City, town, village, etc.	ZIP Code
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	1 SA-54182E (DRAFT)			Page 3			
4	REPORTING PERIOD						
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	ır that ir	icludes a	at least six			
	What time period is covered by the data provided in this report?	2018					
		В	g Date				
	Calendar year	Month	Day	Year			
	Fiscal or partial year - Report beginning and ending dates	'	'				
	Tibodi of partial your Tioport beginning and onling dates		Ending I	Date			
		Month	Day	Year			
				1 1 1			
	0008						
5	Not Applicable.						
6	SALES, RECEIPTS, OR REVENUE						
	What were the revenues for this firm in 2018?						
	Include:						
	• Report gross billings, except where noted elsewhere on the form.						
	Dues and assessments from members and affiliates.						
	Amounts received for work subcontracted to others.						
	 For locations that were sold or acquired during a year, only report for the periods that this fit locations. 	rm oper	ated the				
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries Revenues from electronic sources. 	, branch	ies, etc.				
	Exclude:						
	Transfers made within the company.						
	• Taxes collected directly from customers or clients and paid directly to a local, state, or federal	_	•				
	• Rents from and revenue of separately operated departments, concessions, etc., which are lea	sed to	others.				
	 Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis 	atriot of	Columb	io II C			
	Commonwealth Territories, or U.S. possessions).	Strict Oi	Columb	la, U.S.			
	Mark "X"	2	018				
	if None \$ Bil.	Mil.	Thou.	Dol.			
1.	Full public relations services - Developing and implementing a						
	communications strategy with various target sectors of the public to influence their attitudes and opinions in the interest of promoting a						
	person, product, place, or idea. Various sectors of the public include						
	community groups, constituents, minority groups, employees, investors, etc						
2.	Media relations - Developing and implementing strategies for						
۷.	communicating with media to help shape public perception, respond						
	to media inquiries, and providing appropriate information on						
	hobalf of the client Include providing training to an organization's						
	behalf of the client. Include providing training to an organization's spokespersons or to employees in general on communicating						
	spokespersons or to employees in general on communicating correctly with the media, and developing and disseminating planned	1					
	spokespersons or to employees in general on communicating						
3.	spokespersons or to employees in general on communicating correctly with the media, and developing and disseminating planned messages through selected media, without payment, to further an organization's interest, product, service, cause, or event						
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Form	SA-54182E (DRAFT)					Page 4
6	SALES, RECEIPTS, OR REVENUE - Continued					
		Mark "X	· II	20	18	
		if None	\$ Bil.	Mil.	Thou.	Dol.
6.	All other operating revenue - Revenue not reported in lines 1 through 5. Include crisis management, sale or licensing of merchandise, rental or leasing of equipment, and fundraising development services. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below					
		1799				
7.	TOTAL OPERATING REVENUE	1799				
7.	Sum of lines 1 through 6	1800	·	' '		' '
•		. 1000				
7	Not Applicable.					
8	REVENUES FROM ELECTRONIC SOURCES					
	A. Did this firm have any revenues from customers entering or mobile applications in 2018?	rders directly	on the	firm's wel	osites o	r
	☐ Yes					
	□ No					
	B. Did this firm have any revenues from customers entering or mobile applications in 2018?	rders directly	on thire	d-party we	ebsites	or
	Ves Yes					
	□ No					
	C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018?	rders via any	other el	ectronic s	ystems	
	O042 Yes					
	□ No					
	D. Of the total 2018 revenues reported in 6 ,	2018				2018
	what was the dollar amount (or percentage) that was from the revenues identified in	Mil. Thou	ı. Do	ol.		Percent
	A-C above? Please provide an estimate if exact figures are not available			OR	2501	%
9	Not Applicable.					



4

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewhere.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					1 1
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
Expensed purchases of software - 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 1826					
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

(DRAFT)

14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		1879		1 1		
_		10/3				
5 .	TOTAL OPERATING EXPENSES		'	1 1	1 1	
	Sum of lines 1a through 4b	. 1900				
15	and 16 Not Applicable.					

Fo	rm SA-54182E	(DRAFT)	Page 7
(REMARKS - Pl data were estim	lease use this space to explain any significant year-to-year changes, to clarify responses, nated.	or indicate where

18	CONTACT IN	FORMATION	ON									
	Name of person	to contact	regarding	this report	(Please p	orint)	Title					
		Area code		Number		Extension			Area code	Num	ber	
	Telephone			-	1 1		Fa	X		-	ı	
	E-mail address						Website address	S				
								-				

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY
U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-54186A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we	
internet reporting - Thi https://portal.census.gov	is survey should be completed online at:
Authentication Code:	To view Survey Results:
Authentication Code.	https://www.census.gov/programs-surveys/sas.html
	mapon/www.concactgov/programe carveys/cacmam
	GENERAL INSTRUCTIONS
, ,	in this firm's operations should be noted in 🕡.
this firm.	or acquired in 2018, report data only for the period the establishments were operated by
· ·	e if book figures are not available.
•Enter "0" where applica	
	r two or more detailed lines.
•	ual basis, except for payroll. \$ Bil. Mil. Thou. Dol.
=	ded to the nearest dollar. 456 it should be reported as 1030280456
	456 it should be reported as TOSOZOZOZO
Include:	ablighments (evaluding data for Potail M/beleasle Manufacturing Mining and
Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and s) as defined by the survey coverage in 1 B.
 Data for auxiliary facilit 	ies primarily engaged in supporting services to those establishment(s) such as warehouses,
	strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name an	d mailing address the same as shown in the mailing address above?
Yes	

No - Enter corrections in the mailing address above

Form SA-54186A (DRAFT) Page 2

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5 No	ot Applicable.							
	ALES, RECEIPTS, OR REVENUE							
W	hat were the revenues for this firm in 2018?							
	iclude:							
	Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates.							
	Amounts received for work subcontracted to others.							
	For locations that were sold or acquired during a year, only report for	r the p	eriods t	hat this	firm ope	rated th	he	
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-orm	SA-54186A (DRAFT)						Page
6	SALES, RECEIPTS, OR REVENUE - Continued						
			Mark "X"			2018	
			if None	\$ Bil.	Mil.	Thou	. Dol.
8.	All other operating revenue - Revenue not reported in lines 1 through 7. Include sale or licensing of merchandise and rental or leasing of equipment. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below?						
9.		1799					
9.	TOTAL OPERATING REVENUE Sum of lines 1 through 8	1000		'	1 1		
A		1800					
7	Not Applicable.						
8	REVENUES FROM ELECTRONIC SOURCES						
	A. Did this firm have any revenues from customers entering mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering mobile applications in 2018? Yes No						
	C. Did this firm have any revenues from customers entering (such as private networks, dedicated lines, etc.) in 2018? Yes No	orders	via any c	other el	ectron	iic syster	ns
	D. Of the total 2018 revenues reported in (3), what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	Mil.	2018 Thou.	Do		OR ₂₅₀₁	2018 Percent

	exact figures are not availab
9-13	Not Applicable.



14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821	1 🔲		1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	2				
c. Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	з 🗆				1 1
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	0 🗆				
Expensed purchases of software - 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 purchases, licensing agreements, upgrades on software, and purchases force for the software software and other triples.			1 1		
maintenance fees related to software upgrades and alterations 1820	6				
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1 🔲				

CONTINUE WITH 14 ON PAGE 6

Form	SA-541	86A	(DRAFT)
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14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		1879				
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b	. 1900		1 1	1 1	
1	and 16 Not Applicable.					

Form	SA-54186A	(DRAFT)	Page 7
	REMARKS - Pleadata were estimate	ase use this space to explain any significant year-to-year changes, to clarify responses, o	r indicate where

18	CONTACT INFORMATION	
	Name of person to contact regarding this report (Please print)	Title
	Telephone Area code Number Extension	Area code Number
	E-mail address	Website address



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-54186E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in 0.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	3il.		Mil.		1	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

	т.
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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
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	No - Enter corrections in the mailing address above



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Did this firm	i provide t	the busi	ness activ	vities des	cribed be	low?					
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PRGANIZATION	NAL CHAN	NGE						0088	Month	Day	Ye
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			acquisitio	ns, sales,	mergers,	and/or d	livestiture			Day	Ye
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4	REPORTING PERIOD							act civ
	NOTE: Calendar year data are preferred. If they are unavailable, please	repor	for the	tiscal y	ear maci	ncludes	s at le	ast six
	months of data for the 2018 calendar year.							
	What time period is covered by the data provided in this report?					20		.4
	Calendar year				Month	Beginni Day		r e Year
	0006				IVIOITIII	Day		leai
	Fiscal or partial year - Report beginning and ending dates			00	07			1 1
						Ending	g Date	9
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				00)8			
5	Not Applicable.							
6	SALES, RECEIPTS, OR REVENUE							
	What were the revenues for this firm in 2018?							
	Include:							
	• Report gross billings, except where noted elsewhere on the form.							
	Dues and assessments from members and affiliates.							
	 Amounts received for work subcontracted to others. 							
	 For locations that were sold or acquired during a year, only report for locations. 	the p	eriods t	nat this	firm ope	rated th	ne	
	 Revenue from services performed by domestic locations of foreign pages. 	arent f	irms. su	bsidiari	es. branc	hes. etc).	
	Revenues from electronic sources.		,		,	,	-	
	Exclude:							
	Transfers made within the company.							
	 Taxes collected directly from customers or clients and paid directly to 			or fede				
	 Rents from and revenue of separately operated departments, concess 	ions (
		, .	etc., whi	ch are I	eased to	others.		
	Commissions from vending machine operators. Revenue of foreign subsidiaries (these leasted outside the LLC) is a second outside the LLC.							1.0
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orm	ı SA-54	1186	E (DRAFT)								Pa	age 4
6	SALES	, RE	EIPTS, OR REVENUE - C	ontinued								
							Mark "X"			2018		
							if None	\$ Bil.	Mil.	Tho	u. Do	l.
8.	throug leasing	h 7. of e pera	nerating revenue - Revenue or licensing of the property of the	f merchandise and rereater than 20% of	ental or f the							
					1	799		,				
9.	TOTAL	. OPI	RATING REVENUE				Ī					Т
	Sum of	line	1 through 8		1	800						
7	Not App	plica	le.									
8	REVEN	IUES	FROM ELECTRONIC SOL	JRCES								
	0040 B. Did	this	firm have any revenues pplications in 2018? Yes No firm have any revenues pplications in 2018?		-							
	0041		Yes No									
	C. Did (suc	this ch as	firm have any revenues private networks, dedic	from customers er ated lines, etc.) in	itering orde 2018?	ers v	ia any o	ther e	lectro	nic syste	ems	
	0042		Yes									
			No									
	D. Of t	he t	otal 2018 revenues repo	rted in 6 ,			2018				2018	
	wha	at wa	s the dollar amount (or propertion)	percentage)	\$ Bil. M		Thou.	D	ol.		Percen	
	A-C	abo	ve? Please provide an es ures are not available.	timate if						OR ₂₅₀₁		%
9	- 13 No	ot Ap	olicable.									



14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported disciminate.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
Expensed purchases of software - 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 1826					1 1
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment			1 1		1 1

CONTINUE WITH 14 ON PAGE 6

Form SA-54186E (DRAFT) Page 6

14	OPERATING EXPENSES - Continued									
		Mark "X"		2	2018					
		if None	\$ Bil.	Mil.	Thou.	Dol.				
4.	Other Operating Expenses - Continued									
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?									
		1879								
5.	TOTAL OPERATING EXPENSES						_			
	Sum of lines 1a through 4b	. 1900								
15	and 16 Not Applicable.									

REMARKS - Please use this space to explain any significant data were estimated.	nt year-to-year changes, to clarify responses, or indicate whe

CONTACT INFORMATION Name of person to contact regarding this report (Please print) Area code Number Extension Telephone - Fax E-mail address Website address

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-54210A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses	
in a way that could identify your business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data. This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
https://portal.census.gov Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
• Any significant shangs i	GENERAL INSTRUCTIONS
, ,	n this firm's operations should be noted in 1 . or acquired in 2018, report data only for the period the establishments were operated by
this firm.	
•	e if book figures are not available.
• Enter "0" where applical	ole. r two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	ded to the nearest dollar
• If a figure is \$1,030,280,	456 it should be reported as ———————————————————————————————————
Include:	ablish as at the above that for Data! Whatevels, Man fort also Mississ and
• Data for all Services est Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ① B.
 Data for auxiliary faciliti 	es primarily engaged in supporting services to those establishment(s) such as warehouses,
garages, central adminis	strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	d mailing address the same as shown in the mailing address above?
Yes	
0035	
□ No - Enter co	prrections in the mailing address above

Form SA-54210A (DRAFT)

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		Did	this	firm provide	e the	ne bu	sine	ss a	activ	vitie	es d	lesc	ribe	d be	low	?										
				Yes																						
		0001		No - Specify t	this	s firm	's hu	usine	ess .	activ	vitv –	7														
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				0002																						
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3	OR	GAI	NIZA	TIONAL CHA	ANG	GE																				
	A.	Did	this	firm experie	ence	e any	y acq	quis	itio	ns,	sale	es, r	merç	gers	, and	d/or (dive	stiture	s in	20	18?					
		0040		Yes																						
		0016		No - Go to 4	•																					
	R	Whi	ch o	of the following	ina (orga	niza	atior	nal	cha	nae	s 00	ccur	red	in 20	0187	•									
				I that apply. If														the rep	porti	ing	perio	d, e.	xplai	n in	D .	
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Form	SA-54210A (DRAFT)					Page 3				
4	REPORTING PERIOD									
	NOTE: Calendar year data are preferred. If they are unavailable, please rep	ort for the	fiscal yea	r that ir	ncludes a	nt least six				
	months of data for the 2018 calendar year. What time period is covered by the data provided in this report?				2018	2				
	what time period is covered by the data provided in this report:	В	eginning							
	☐ Calendar year	☐ Calendar year								
	Fiscal or partial year - Report beginning and ending dates		0007							
				Month	Ending I	Year				
				WIOTILIT	Day	TCai				
			8000							
5	Not Applicable.									
6	SALES, RECEIPTS, OR REVENUE									
U	What were the revenues for this firm in 2018?									
	Include:									
	• Report gross billings, except where noted elsewhere on the form.									
	• Dues and assessments from members and affiliates.									
	• Amounts received for work subcontracted to others.									
	 For locations that were sold or acquired during a year, only report for the locations. 	e perioas i	inat this tii	rm oper	ated the					
	• Revenue from services performed by domestic locations of foreign parer	nt firms, su	ıbsidiaries	, branch	nes, etc.					
	Revenues from electronic sources.									
	Exclude:									
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a l 	local, state	or federa	al tax ao	iencv.					
	• Rents from and revenue of separately operated departments, concession									
	Commissions from vending machine operators.									
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outs Commonwealth Territories, or U.S. possessions). 	side the 50	states, Dis	strict of	Columbi	a, U.S.				
	Commonwealth remierice, or Cite personelle,			2	018					
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.				
1.	Assurance and Related Services - Include financial auditing		7							
	services, financial statement review, and other assurance and financial auditing services	, 🔲								
2.	Bookkeeping, Compilation, Payroll, and Taxation Services									
	a. General accounting services - Preparing pre-adjusted trial									
	balances (clients have own bookkeeper) and periodic financial statements for clients. Include combinations of bookkeeping,									
	compilation, and payroll services where payroll services involve									
	more than payroll calculations	. 🗆								
	 Bookkeeping, compilation, billing, and collection services Statements, etc. and collecting payments on behalf of the client. 									
	Include payroll calculation services. Exclude combinations of bookkeeping, compilation and payroll services, where payroll			1 1						
	services involve more than payroll calculations	;		1 1	1 1					
	c. Payroll services - Processing of payroll, withholding deductions,									
	remitting deductions and employer's contributions to government- mandated and other plans, and filing reports	, 🗆								
	d. Taxation planning and consulting services - Planning and									
	consulting in order to minimize the impact of taxation, and		'	1 1	1 1					
	e. Taxation preparation and representation services for									
	individuals and unincorporated businesses - Preparing,									
	reviewing, or filing of tax returns or supplementary documents; and preparing for and representing at tax audits and appeals for			1 1						
	individuals and unincorporated businesses 3068	3								
	f. Taxation preparation and representation services for corporate and other clients - Preparing, reviewing, or filing of									
	tax returns or supplementary documents; and preparing for and									
				1						
	representing at tax audits and appeals for corporate and other									
	representing at tax audits and appeals for corporate and other clients	. 🗆								

6 SALES, RECEIPTS, OR REVENUE - Continued

_			Mark "X"			2018	
			if None	\$ Bil.	Mil.	Thou.	Dol.
3.	Management consulting services - Providing advice, assistance, and implementation services in the areas of strategic and organizational planning, finance, human resources, marketing and production, executive search services, and other management						
	consulting services	. 3071		1	l l		
4.	All other operating revenue - Revenue not reported in lines 1 through 3. Include computerized accounting system services, insolvency and receivership services, business incorporation services business valuation services, litigation support services, accounting services, training services, legal services, personal financial planning services, sale or licensing of merchandise, rental or leasing of equipment, and any other operating revenue not reported above. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below	·,					
5.	TOTAL OPERATING REVENUE	1799					
O.	Sum of lines 1 through 4	. 1800			1 1	1 1	
7	Not Applicable.						
8	REVENUES FROM ELECTRONIC SOURCES						
	A. Did this firm have any revenues from customers entering o mobile applications in 2018?	rders (directly	on the	firm's w	vebsites	or
	Yes						
	0040 No						
	B. Did this firm have any revenues from customers entering o mobile applications in 2018?	rders (directly	on thii	d-party	websites	or
	□ Yes						
	No						
	C. Did this firm have any revenues from customers entering o (such as private networks, dedicated lines, etc.) in 2018?	rders v	via any o	other e	lectronic	c system	s
	☐ Yes						
	□ No						
	D. Of the total 2018 revenues reported in (3), what was the dollar amount (or percentage)		2018		al		2018
	that was from the revenues identified in A-C above? Please provide an estimate if	Mil.	Thou.	U	ol.		Percent
	exact figures are not available				0	R ₂₅₀₁	%
9	-13 Not Applicable.						

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewhere.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1827	1 🔲		1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	2				
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits,					
and services	3				
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	0 🗆		1 1		
Expensed purchases of software - 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 1826					1 1
Other Operating Expenses	0 🗀				
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents convigats) Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

Form	SA-54210A	(DRAFT)
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14 OPERATING EXPENSES - Continued

expenses below 7

15 and 16 Not Applicable.

TOTAL OPERATING EXPENSES
Sum of lines 1a through 4b . . .

Other Operating Expenses - Continued

b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating

expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the

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2018

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Mark "X"

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if None \$ Bil.

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REMARKS - Please use this space to explain any significant yea data were estimated.	r-to-year changes, to clarify responses, or indicate where
B CONTACT INFORMATION	
Name of person to contact regarding this report (Please print)	Title
Telephone Area code Number Extension	Area code Number Fax -
E-mail address	Website address
THANK YOU for completing your 2018 A	NNIIAI SERVICES REPORT
We suggest you keep a copy f	

F

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-54210E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ I	Bil.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



SURVEY COVERAGE Did this firm provide the business activities described below?				
Did this firm provide the business activities described below?				
Yes				
0001				
No - Specify this firm's business activity				
0002				
DERAL EMPLOYER IDENTIFICATION NUMBER (EIN)				
pes this firm report payroll under EIN				
Yes	 (,	
No. Enter current O digit FIN AND data pourell was first	EIN (9	digits)	
No - Enter current 9-digit EIN AND date payroll was first reported for this EIN		-		
		NA (1		V
		Month	Day	Year
	0088			
RGANIZATIONAL CHANGE				
Did this firm experience any acquisitions, sales, mergers, and/or divestiture	s in 20	18?		
Yes				
0016				
No - Go to 4				
Which of the following organizational changes occurred in 2018?				
Check all that apply. If more than one organizational change occurred during the rej	orting	period	, explai	n in 🕡.
		Month	Day	Year
Acquisition			1	1 1
Date of organizational change	. 0018			
0091 AND				
Merger Francisco de la compania del compania de la compania del compania de la compania del la compania de la compania de la compania de la compania de la compania de la compania de la compania de la compania de la compania de la compania de la compania de la compania de la compania de la compania de la compania de la compania del la compania d				
Enter detailed information below?				
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Divestiture	0040 FI	iv (9 aic	JILS)	
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Divestiture	0019 EI	-	1 1	
Divestiture	0019 EI	-		
Divestiture 0017 Name of company	0019 EI	-		
Divestiture Outrolling Name of company Address (Number and street, P.O. Box, etc.)		-		
Divestiture 0017 Name of company	ZIP Co	-		
Divestiture Outrolling Name of company Address (Number and street, P.O. Box, etc.)		-		
Divestiture Outrolling Name of company Address (Number and street, P.O. Box, etc.)		-	-	
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Calendar year Calendar yea		SA-54210E (DRAFT)					Page
What time period is covered by the data provided in this report? Calendar year Calendar y		REPORTING PERIOD					
What time period is covered by the data provided in this report? Calendar year Calendar year Report beginning and ending dates Calendar year Report period year Calendar year Report period year Report period year Report period year Report year Repo		NOTE: Calendar year data are preferred. If they are unavailable, please repo	ort for the	fiscal yea	ar that ii	ncludes at	t least six
Calendar year		·				2019	
Calendar year Report beginning and ending dates Cook		what time period is covered by the data provided in this report:					
Fiscal or partial year - Report beginning and ending dates		Calendar year					
Not Applicable. 3 SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. Revenue from electronic sources. Revenue from electronic sources. Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Rents from and revenue of separately operated departments, concessions, etc., which are leased to others. Commissions from wending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Assurance and Related Services - Include financial sudding services, financial statement review, and other assurance and financial auditing services. Bookkeeping, Compilation, Payroll, and Taxation Services Bookkeeping, Compilation, Payroll, and Taxation Services Ceneral accounting services. Preparing pra-adjusted trial statements for clients, include combinations of bookkeeping, compilation, and payroll services where payroll services involve more than payroll calculations and payroll services where payroll services include combinations of bookkeeping, compilation, and payroll services where payroll services include combinations of bookkeeping, compilation and payroll services where payroll services include combinations of bookkeeping, compilation and payroll services for included combinations of bookkeeping, compilation and payroll services for payroll, withholding adductions, remains and		0006				1	
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		consulting in order to minimize the impact of taxation, and interpreting tax law					

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6	SALES	S, RE	CEIPTS, OR REVENUE - Continued						
					Mark "X"			2018	
2	N/I		ma a consulations a constant a Description and the constant		if None	\$ Bil.	Mil.	Tho	u. Dol.
3.	and in	iplem	ent consulting services - Providing advice, assistance, entation services in the areas of strategic and						
	organi	zatior ction,	nal planning, finance, human resources, marketing and executive search services, and other management		_				
	consul	ting s	ervices	3071					
4.	through insolved busine service service equipments it	gh 3. ency a es, tra es, sa nent, em is	perating revenue - Revenue not reported in lines 1 Include computerized accounting system services, and receivership services, business incorporation service luation services, litigation support services, accounting ining services, legal services, personal financial planning or licensing of merchandise, rental or leasing of and any other operating revenue not reported above. It is greater than 20% of the total operating revenue, is primary source of the revenue below	g •					
				1799					
5.	TOTA	L OP	ERATING REVENUE	1799					
	Sum o	of line	s 1 through 4	1800					
7	Not Ap	oplica	ble.						
8	REVE	NUES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers entering	orders	directly	on the	firm's	website	s or
	mo	bile	applications in 2018?						
			Yes						
	0040								
			No						
	B. Did	this	firm have any revenues from customers entering applications in 2018?	orders	directly	on thir	d-part	y websit	es or
			Yes						
	0041								
			No						
	C. Did (su	this	firm have any revenues from customers entering s private networks, dedicated lines, etc.) in 2018?	orders	via any o	other e	lectro	nic syste	ms
	0042		Yes						
			No						
	D. Of	the 1	otal 2018 revenues reported in 6 ,		2018				2018
	wh	at w	as the dollar amount (or percentage) s from the revenues identified in	Mil.	Thou.	Do	ol.		Percent
	A-0	Cabo	ve? Please provide an estimate if					OR	%
	еха	act ti	gures are not available					2501	/*
9	- 13 N	ot Ap	plicable.						

4

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported eisewhere.							
	Mark "X"						
	if None	\$ Bil.	Mil.	Thou.	Dol.		
Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the		1		1 1	1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.							
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services							
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b							
Expensed purchases of software - 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 1826							
Other Operating Expenses							
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment							

CONTINUE WITH 14 ON PAGE 6

14	OPERATING EXPENSES - Continued					
		Mark "X"	2018			
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
		1879				
5.	TOTAL OPERATING EXPENSES					
•	Sum of lines 1a through 4b	. 1900				
15	and 16 Not Applicable.					

Form	SA-54210E	(DRAFT)						Page 7
	REMARKS - Ple data were estim		explain any significant	year-to-year cha	anges, to clarify r	esponses, or	indicate	where

18	CONTACT IN	FORMATI	ION							
	Name of persor	n to contact	regarding	this report <i>(Please p</i>	orint)	Title				
		Δ		N. I				N.		
	Telephone	Area code		Number -	Extension	Fax	Area code		umber -	
	E-mail address					Website address				
		ТНА	NK YOU	for completing	vour 2018 A	NNIJAI SERVICE	S REPORT			
	THANK YOU for completing your 2018 ANNUAL SERVICES REPORT. We suggest you keep a copy for your records.									

2018 ANNUAL SERVICES REPORT

STATE OF COLUMN TO STATE OF COLU	SERVICE ANNUAL SUS. DEPARTMENT OF CO Economics and Statistics Adm U.S. CENSUS BUREAU	OMMERCE
	FORM	
OF THE	SA-56000A	(DRAFT)

Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB apperoval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - INT	s survey snould be completed online at:
https://portal.census.gov Authentication Code:	s survey should be completed online at: To view Survey Results:
https://portal.census.gov	To view Survey Results:
https://portal.census.gov Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html GENERAL INSTRUCTIONS
Authentication Code: • Any significant change i • For establishments sold	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
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Form SA-56000A (DRAFT) Page 2

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1	В.	SUR	VEY	COVERA	GE																
		Did	this	firm provi	ide 1	the bu	sines	s act	tiviti	ies d	descri	ribed	below	?							
				Yes																	
		0001																			
			Ш	No - Speci	ify th	his firm	's bus	siness	s acti	ivity ,	7										
				0002																	
				0002																	
2	Not	t App	olical	ble.																	
3	OR	GAN	IIZA	TIONAL C	HAN	NGE															
	A.	Did	this	firm expe	erien	ice any	y acqu	uisiti	ions,	, sale	es, m	nerge	rs, an	d/or di	ivestit	ure	s in 20	18?			
				Yes																	
		0016		No - Go to	. 4																
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		Chec	ск ап	l that apply.	'. If n	nore th	an one	ie org	ganıza	zation	nai ch	nange	occurr	ed dur	ing the	e rep	orting				
				Acquisition	n													Month	Day	Year	
				Sale		Date	e of or	rganiz	zatio	onal cl	chang	ge					. 0018				
		0091		Sale		> ANI)														
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				Divestiture	9							•									
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		Addı	ress	(Number and	d stre	et, P.O.	Box, et	etc.)													
		City,	tow	n, village, etc	c.										St	ate	ZIP Co				
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Form SA-56000A	(DRAFT)		Page 3
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NOT	E: C	TING PERIOD alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	ır that iı	ncludes	s at least six
Wha	at tii	me period is covered by the data provided in this report?		20	18
			Е	Beginni	ng Date
		Calendar year	Month	Day	Year
0006					
	Ш	Fiscal or partial year - Report beginning and ending dates			
				Ending	g Date
			Month	Day	Year
		0008			

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

	2018										
	\$ Bil.	Mil.	Thou.	Dol.							
1800											

1.	TOTAL	OPERAI	ING REV	'ENUE

TOTAL OPERATING REVENUE	

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	7 1	
	-	
	_	

Not Applicable.



Form SA-56000A (DRAFT) Page 4

8	REVEN	UES	FROM ELECTRONIC SOURCES						
	A. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n third-pai	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	ntering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	he t	otal 2018 revenues reported in © ,		2018			2018	
	tha	t wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	t
	A-C exa	abo ct fi	ve? Please provide an estimate if gures are not available				OR ₂₅₀₁	' '	%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



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14	OPERATING EXPENSES - Continued					
		Mark ".			2018	
		if Non	\$ Bil.	Mil.	Thou.	Dol.
1.	 A. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages 	1821				
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823				
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and					1 1
3.	Expensed purchases of software - 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					
4		1826				
4.	Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831				
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?					
		1879				
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b	1900				
15	and 16 Not Applicable.					

REMARKS - Please use this space to explain any significant ye data were estimated.	ar-to-year changes, to clarify responses, or indicate whe
data were estimated.	
CONTACT INFORMATION	
Name of person to contact regarding this report (Please print)	Title

Area code

Telephone

E-mail address

Number

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.
We suggest you keep a copy for your records

Extension

Area code

Fax

Website address

Number

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-56000E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

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Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

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nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

-	

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Ш	Yes	
0035			
		N.1	

No - Enter corrections in the mailing address above



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B. SURVEY COVERAGE					
Did this firm provide the business activities described below?					
Yes					
No - Specify this firm's business activity					
No - Specify this fifth's business activity					
0002					
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)					
Does this firm report payroll under EIN					
Yes					
0013		EIN (9	digits))	
No - Enter current 9-digit EIN AND date payroll was first			_		
reported for this EIN	0015				
			Month	Day	Yea
		0088	<u>'</u>	'	
ORGANIZATIONAL CHANGE					
A. Did this firm experience any acquisitions, sales, mergers, and/or dive	estiture	s in 20	18?		
A. Did this firm experience any acquisitions, sales, mergers, and/or dive	estiture	s in 20	18?		
A. Did this firm experience any acquisitions, sales, mergers, and/or dive	estiture	s in 20	18?		
A. Did this firm experience any acquisitions, sales, mergers, and/or dive	estiture	s in 20	18?		
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A. Did this firm experience any acquisitions, sales, mergers, and/or diversity Yes	g the rep	. 0018 0019 EI	period, Month N (9 dig	Day	

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4 1	REP	OR1	TING PERIOD			
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1	Wha	t ti	me period is covered by the data provided in this report?		20	18
				Е	Beginni	ng Date
			Calendar year	Month	Day	Year
C	0006					
		Ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year
			0008			

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2	2018									
	\$ Bil.	Mil.	Thou.	Dol.								
800												

4	TOTAL	ODED/	TING	DE\	/ENILIE	
1.	IUIAL	UPEKA	A I IIVG	KEV	ENUE	

OTAL OPERATING REVENUE	

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Not Applicable.

Form SA-56000E (DRAFT) Page 4

0111	1 37-30		JE (DRAFI)						r age -
8	REVEN	UES	FROM ELECTRONIC SOURCES						
			s firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	the firm	's website	s or
	0040		Yes						
			No						
			s firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	third-pa	rty websit	es or
	0041		Yes						
			No						
			s firm have any revenues from customers en s private networks, dedicated lines, etc.) in			ia any otl	her electr	onic syste	ms
	0042		Yes						
			No						
			total 2018 revenues reported in 6,		:	2018			2018
			as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent
	A-C	abo	ve? Please provide an estimate if						0/

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



)	REMARKS - Please use this space to explain any significant data were estimated.	nt year-to	-year changes, to	clarify response	s, or indicate where
	data were estimated.				
_					
)	CONTACT INFORMATION				
	Name of person to contact regarding this report (Please print)	Titl	ie		
	Area code Number Exter			Area code	Number

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-56130A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
	s survey should be completed online at:
nttps://portal.census.gov	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
	GENERAL INSTRUCTIONS
 Any significant change i 	n this firm's operations should be noted in 🕡.
this firm.	or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available.
Enter "0" where applicat	ole.
	r two or more detailed lines.
• Figures should be round	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
_	456 it should be reported as ———————————————————————————————————
Include:	
 Data for all Services esta Construction operations 	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ① B.
 Data for auxiliary facilities 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	mailing address the same as shown in the mailing address above?
O035 Yes	prostions in the mailing address shows
□ NO - Enter co	prrections in the mailing address above

Form SA-56130A (DRAFT) Page 2

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		Did	this	firm	provid	de 1	the	busi	ines	ss a	act	tivi	ities	s de	scri	ibed	belo	w?												
				Yes																										
		0001																												
			Ш	No -	Specify	y th	his f	firm's	bus	sine	iess	s ac	ctivit	ty 🗾	,															
				0002																										
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3					AL CH																									
	A.	Did	this	firm	experi	ien	ıce	any a	acq	ļuis	sitio	ions	s, s	sales	s, m	erge	ers, a	and/o	or di	ives	titure	s in	20	18?						
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		0016		No -	Go to 🕻	4																								
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	REPORTING PERIOD						
	NOTE: Calendar year data are preferred. If they are unavailable, please	report	for the	fiscal y	ear that i	ncludes	at least s
	months of data for the 2018 calendar year.						
	What time period is covered by the data provided in this report?					201	
	Calendar year				Month	Beginnin Day	
	0006				IVIOITIII	Day	Year
	Fiscal or partial year - Report beginning and ending dates			000)7		1 1
						Ending	Date
					Month	Day	Year
				•		'	1 1
				000	18		
)	Not Applicable.						
	SALES, RECEIPTS, OR REVENUE						
	What were the revenues for this firm in 2018?						
	Include:						
	• Report gross billings, except where noted elsewhere on the form.						
	Dues and assessments from members and affiliates.						
	 Amounts received for work subcontracted to others. 						
	• For locations that were sold or acquired during a year, only report for	r the pe	riods t	hat this	firm ope	rated the	е
	locations.						
				te en el el el el el el el el el el el el el			
	 Revenue from services performed by domestic locations of foreign page 200 per electronic accuracy 	arent fir	ms, su	ıbsidiarie	es, branc	hes, etc.	
	Revenues from electronic sources.	arent fir	ms, su	ıbsidiarie	es, branc	hes, etc.	
	• Revenues from electronic sources. Exclude:	arent fir	ms, su	ıbsidiarie	es, branc	hes, etc.	
	 Revenues from electronic sources. Exclude: Transfers made within the company. 						
	 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to 	a loca	l, state	, or fede	eral tax a	gency.	
	 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to Rents from and revenue of separately operated departments, concess 	a loca	l, state	, or fede	eral tax a	gency.	
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	 Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to Rents from and revenue of separately operated departments, concess Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., o 	o a loca sions, e outside	I, state tc., whi	, or fede ich are l	eral tax ageased to	gency. others.	
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Form SA-56130A (DRAFT) Page 4

8	REVEN	IUES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers en applications in 2018?	ntering orders d	lirectly on	the firm'	s website	s or	
	0040		Yes						
			No						
	B. Did	this	firm have any revenues from customers en applications in 2018?	ntering orders d	lirectly on	third-par	ty website	es or	
	0041		Yes						
			No						
			firm have any revenues from customers en s private networks, dedicated lines, etc.) in		ia any otl	ner electro	onic syste	ms	
	0042		Yes						
			No						
			otal 2018 revenues reported in ᠪ, as the dollar amount (or percentage)		2018			2018	
	tha	t wa	s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	
			ve? Please provide an estimate if gures are not available				OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



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18 CONTACT INFORMATION

Name of persor	n to contact	regarding	this report (<i>Please</i>	print)	Title				
	Area code		Number	Extension		Area code		Number	
Telephone					Fax				
·			-					-	
E-mail address				Website address					

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-56130E

2018 ANNUAL SERVICES REPORT

(DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

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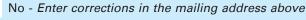
- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

		Yes
0035		
	П	No - Enter corrections in the





071001	(DRAFI)			1 45
B. SURV	Y COVERAGE			
Did th	s firm provide the business activities described below?			
	Yes			
0001	100			
	No - Specify this firm's business activity			
	0002			
EDERAI	EMPLOYER IDENTIFICATION NUMBER (EIN)			
	firm report payroll under EIN			
0013	es	EINI /) digital	
	lo - Enter current 9-digit EIN AND date payroll was first	EIIV (S	9 digits)	1 1
	reported for this EIN		-	1 1
			Month Day	Year
		8800		
ORGANI	ATIONAL CHANGE			
	s firm experience any acquisitions, sales, mergers, and/or divestiture	s in 20	018?	
	Yes			
0016	Tes			
	No - Go to 4			
R Which	of the following organizational changes occurred in 2018?			
	all that apply. If more than one organizational change occurred during the rep	oortina	period, explair	in 1
C 77.00.1	n and appropriation and organizational onlings occurred assumg the rep		Month Day	Year
	Acquisition		Worth Bay	i cai
Г	Date of organizational change	. 0018		
0091	> AND			
	Merger Enter detailed information below.			
	Enter detailed information below			
	Divestiture			
0017 N	me of company	0019 E	IN (9 digits)	
			-	
Addre	s (Number and street, P.O. Box, etc.)			
City, to	vn, village, etc.	ZIP Co	de	
			_	

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six with sort data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year Calendar year Calendar year Fiscal or partial year - Report beginning and ending dates. Fiscal or partial year - Report beginning and ending dates. Fiscal or partial year - Report beginning and ending dates. SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. Revenues from electronic sources. Revenues from electronic sources. Revenues from electronic sources. Fiscaldee: *Transfers made within the company. ** Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. ** Revenues from and revenue of separately operated departments, concessions, etc., which are leased to others. ** Commissions from vending machine operators. ** Commissions from vending machine operators. ** Commonwealth Territories, or U.S. possessions). **Mark X** 2018 Nane ** Temporary staffing services - Supplying personnel for extended work assignments where the personnel work under the supervision of the client, but are on your staffing firm's payroll and this firm is legally responsible for their actions. ** Exercise of Professional Employer Organizations. ** 2018 S Bil. Mil. Thou. Dol. ** Temporary staffing services - Supplying personnel for extended work assignments where the personnel work under the supervision of the client, but are on your staffing firm's payroll and this firm is legally responsible for their actions. ** Exercise of Professional Employer Organizations. ** 2018 Nane S Bi	REPORTING PERIOD						
What time period is covered by the data provided in this report? Calendar year	NOTE: Calendar year data are preferred. If they are unavailable	, please rep	ort for the	fiscal ye	ear that ir	ncludes	at least six
Calendar year Fiscal or partial year - Report beginning and ending dates	· · · · · · · · · · · · · · · · · · ·	report?				201	18
Fiscal or partial year - Report beginning and ending dates		•			В	Beginnin	ng Date
Fiscal or partial year - Report beginning and ending dates	· · · · · · · · · · · · · · · · · · ·				Month	Day	Year
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Include training, counseling, assessment, and resume upgrading	 Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid dients and revenue of separately operated departments, Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S. Commonwealth Territories, or U.S. possessions). Temporary staffing services - Supplying personnel for tempwork assignments where the personnel work under the super of the client, but are on your staffing firm's payroll and this filegally responsible for their actions Long-term staffing - Supplying personnel for extended work assignments where the personnel work under the supervision of the client, but are on your staffing firm's payroll and this filegally responsible for their actions. Exclude revenue from the services of Professional Employer Organizations	concessions S., i.e., outsi corary rvision irm is 3263 n irm ihe 3264	ocal, state c, etc., whi de the 50	, or fede ich are le states, D	ral tax ag eased to o District of	gency. others. Columb	bia, U.S.
All other operating revenue - Revenue not reported in lines 1 through 3. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE	Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid di Rents from and revenue of separately operated departments, Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S. Commonwealth Territories, or U.S. possessions). Temporary staffing services - Supplying personnel for temp work assignments where the personnel work under the super of the client, but are on your staffing firm's payroll and this fi legally responsible for their actions	concessions S., i.e., outsi corary rvision irm is 3263 n irm ihe 3264	ocal, state c, etc., whi de the 50	, or fede ich are le states, D	ral tax ag eased to o District of	gency. others. Columb	bia, U.S.
1 through 3. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7 TOTAL OPERATING REVENUE	Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid di Rents from and revenue of separately operated departments, Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S. Commonwealth Territories, or U.S. possessions). Temporary staffing services - Supplying personnel for temp work assignments where the personnel work under the super of the client, but are on your staffing firm's payroll and this filegally responsible for their actions	concessions S., i.e., outsi corary rvision irm is	ocal, state c, etc., whi de the 50	, or fede ich are le states, D	ral tax ag eased to o District of	gency. others. Columb	bia, U.S.
TOTAL OPERATING REVENUE	Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid di Rents from and revenue of separately operated departments, Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S. Commonwealth Territories, or U.S. possessions). Temporary staffing services - Supplying personnel for temp work assignments where the personnel work under the super of the client, but are on your staffing firm's payroll and this filegally responsible for their actions	concessions S., i.e., outsi corary rvision irm is	ocal, state c, etc., whi de the 50	, or fede ich are le states, D	ral tax ag eased to o District of	gency. others. Columb	bia, U.S.
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	Exclude: • Transfers made within the company. • Taxes collected directly from customers or clients and paid di • Rents from and revenue of separately operated departments, • Commissions from vending machine operators. • Revenue of foreign subsidiaries (those located outside the U.S. Commonwealth Territories, or U.S. possessions). Temporary staffing services - Supplying personnel for temp work assignments where the personnel work under the super of the client, but are on your staffing firm's payroll and this fi legally responsible for their actions	concessions S., i.e., outsi corary rvision irm is 3263 n irm ihe 3264 coloyees ade. ng 3265 enue	ocal, state s, etc., whi de the 50 Mark "X" if None	, or fede ich are le states, D	ral tax ag eased to o District of	gency. others. Columb	bia, U.S.

Form **SA-56130E** Page 4 (DDAET)

•									
8	REVEN	IUES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers en applications in 2018?	ntering	orders d	lirectly or	the firm	's websites	s or
	0040		Yes						
			No						
			firm have any revenues from customers en applications in 2018?	ntering	orders d	lirectly or	third-pa	rty website	es or
	0041		Yes						
			No						
			firm have any revenues from customers en private networks, dedicated lines, etc.) in			ia any otl	her electr	onic syste	ms
	0042		Yes						
			No						
			otal 2018 revenues reported in 6 ,		:	2018] [2018
			s the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent
			ve? Please provide an estimate if					OR	%

2018								
\$ Bil.	Mil.	Thou.	Dol.					
	1 1	1 1						

	20	18	
	Per	cent	
01			%

13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued						
			Mark "X"		2	2018	
			if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs						
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821					1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to other Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823			1 1		1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	1860					
3.	Expensed purchases of software - 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	1826			1 1		1 1
4.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831			1 1	1 1	1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below						
		1879		ı			' '
5.	TOTAL OPERATING EXPENSES	10/3					
•	Sum of lines 1a through 4b	1900			1 1		
(and 16 Not Applicable.						

RE	IRKS - Please use this space to explain any significant year-to-year changes, to clarify yere estimated.	responses, or indicate whe
dat	vere estimated.	

Area code

Telephone

E-mail address

Number

Extension

Area code

Fax

Website address

Number



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

EOD M

2018 ANNUAL SERVICES REPORT

SA-56132A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS**

- Any significant change in this firm's operations should be noted in 0.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	Bil. Mil.			Thou.			Dol.			
→		I	0	3	0	2	8	0	4	5	6

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

0	A.	MAILING ADDRESS							
		Is this firm's name and i							

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



Form SA-56132A (DRAFT)

1 B. SURVEY COVERAGE						
Did this firm provide the business activities described below?						
Yes						
0001						
No - Specify this firm's business activity						
0002						
2 Not Applicable.						
3 ORGANIZATIONAL CHANGE						
A. Did this firm experience any acquisitions, sales, mergers, and/or dives	titure	s in 20	18?			
Yes						
0016						
No - Go to 4						
D. Which of the following engaginetisms because commed in 20103						
B. Which of the following organizational changes occurred in 2018?	the rer	ortina	noriod	ovalair	in A	
Check all that apply. If more than one organizational change occurred during	ше тер	orung				
Acquisition			Month	Day	Year	r
Date of organizational change		. 0018				
☐ Sale		. 0010				
0091 AND						
☐ Merger Enter detailed information below ₹						
Divestiture						
0017 Name of company		0019 EI	N (9 dig	its)		
			-			
Address (Number and street, P.O. Box, etc.)						
City, town, village, etc.	State	ZIP Co	de			
confi to the first						
				-		

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	months of data for the 2018 calendar year. What time period is covered by the data provided in this report	t?				2	018		
						Beginn		Date	
	Calendar year				Mont	h Day		Year	r
	Fiscal or partial year - Report beginning and ending dates .			000	17				
	Tisour or partial your Troport beginning and onlining dates .				,,	Endir	ng Da	ate	
					Mont		Ĭ	Year	r
				000)8				
)	Not Applicable.								
	SALES, RECEIPTS, OR REVENUE								
	What were the revenues for this firm in 2018?								
	Include:								
	• Report gross billings, except where noted elsewhere on the form.								
	 Dues and assessments from members and affiliates. 								
	 Amounts received for work subcontracted to others. 								
	 For locations that were sold or acquired during a year, only report for locations. 	or the	periods t	hat this	firm op	erated 1	the		
	locations.	aront	firms ou	boidiari	oo bran	oboo o	to		
	 Revenue from services performed by domestic locations of foreign p Revenues from electronic sources. 	Jareni	111115, 50	เมอเนเสเได	cs, brail	ы с ъ, е	ιο.		
	Exclude:								
	• Transfers made within the company								
	 Transfers made within the company. Tayes collected directly from customers or clients and paid directly to 	to a lo	cal etate	or fede	ral tav :	nancv			
	• Taxes collected directly from customers or clients and paid directly								
	 Taxes collected directly from customers or clients and paid directly formed and revenue of separately operated departments, concess 								
	 Taxes collected directly from customers or clients and paid directly to Rents from and revenue of separately operated departments, concest Commissions from vending machine operators. 	ssions	, etc., wh	ich are l	eased to	others	3.	. II S	
	 Taxes collected directly from customers or clients and paid directly formed and revenue of separately operated departments, concess 	ssions	, etc., wh	ich are l	eased to	others	3.	, U.S.	
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REVE	NUES	FROM ELECTRONIC SOURCES							
			tering	orders d	irectly on	the firm	's website:	s or	
0040		Yes							
		No							
			tering	orders d	irectly on	third-pa	rty website	es or	
0041		Yes							
		No							
				orders v	ia any otł	ner electr	onic syste	ms	
0042	2	Yes							
		No							
D. Of	the t	otal 2018 revenues reported in 6 .			0010		I I	2019)
wł	nat w	as the dollar amount (or percentage)	\$ Bil.	Mil.	Thou.	Dol.		Percer	
A -	C abo	ve? Please provide an estimate if			1 1		OR ₂₅₀₁		%
	A. Did mo 0040 B. Did mo 0044 C. Did (st	A. Did this mobile of the second of the seco	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers en mobile applications in 2018? Yes No C. Did this firm have any revenues from customers en (such as private networks, dedicated lines, etc.) in Yes Yes	A. Did this firm have any revenues from customers entering mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ⑤, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	A. Did this firm have any revenues from customers entering orders demobile applications in 2018? Yes	A. Did this firm have any revenues from customers entering orders directly on mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders directly on mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering orders via any oth (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	A. Did this firm have any revenues from customers entering orders directly on the firm mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders directly on third-parmobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering orders via any other electr (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	A. Did this firm have any revenues from customers entering orders directly on the firm's websites mobile applications in 2018? Yes	A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ②, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if

9-13	Not Applicable.
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
1	Paragraph Costs	if None	\$ Bil.	Mil.	Thou.	Dol.
1.	 A. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821 	1 🗆				1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions	2		1 1	1 1	1 1
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3		1 1		
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b				1 1	1 1
3.	Expensed purchases of software - 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 1826	ā 🔲				
١.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	ı 🗆				1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
				1 1		
	TOTAL OPERATING EXPENSES	9 📙				
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b)			' '	
15	and 16 Not Applicable.					

18	CONTACT IN	FORMATI	ON						
	Name of person	to contact	regarding this report (Plea	se print)	Title				
	Telephone	Area code	Number	Extension	n Fax	Area code		Number	
	Тетерионе	1 1	- -		I dx		1 1	-	
	E-mail address				Website address				
		THAI	NK YOU for completi We suggest y		ANNUAL SERVIO y for your records.		-		



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-56132E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		Т	hοι	ı.		Dol.	
→		I	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

- 4		
	1 1	
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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

0035	Yes
	No - Enter corrections in the mailing address above



B. SURVEY COVERAGE

Did this firm provide the business activities described below?

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	months of data for the 2018 calendar year. What time period is covered by the data provided in this report	t?				2	018		
						Beginn	ing I	Date	
	Calendar year				Mont	h Day		Year	r
	Fiscal or partial year - Report beginning and ending dates .			000)7				
						Endir	ng Da	ate	
					Mont	h Day		Year	r
				000)8				
)	Not Applicable.								
)	SALES, RECEIPTS, OR REVENUE								
,	What were the revenues for this firm in 2018?								
	Include:								
	• Report gross billings, except where noted elsewhere on the form.								
	• Dues and assessments from members and affiliates.								
	Amounts received for work subcontracted to others.								
		a # + b a	noriode t	hat this	firm on	~ " c t c d t	·h o		
	 For locations that were sold or acquired during a year, only report for locations. 	or the	periods t	เเลเ เกเร	шш ор	ะเลเยต โ	пе		
	 Revenue from services performed by domestic locations of foreign p 	parent	firms, su	bsidiarie	es, bran	ches, et	tc.		
	• Revenues from electronic sources.				z, Siaii	55, 51			
	Exclude:								
	LAGIUUC.								
	• Transfers made within the company								
	 Transfers made within the company. Tayon collected directly from customers or clients and paid directly to 	to a lo	oal etato	or fode	vral tay s	agonov			
	• Taxes collected directly from customers or clients and paid directly								
	 Taxes collected directly from customers or clients and paid directly formed and revenue of separately operated departments, concess 								
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Form SA-56132E (DRAFT) Page 4

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8	REVE	NUES	FROM ELECTRONIC SOURCES							
			firm have any revenues from customers en applications in 2018?	tering	orders d	irectly on	the firm	's website	s or	
	0040		Yes							
			No							
			firm have any revenues from customers en applications in 2018?	tering	orders d	irectly on	third-pa	rty website	es or	
	0041		Yes							
			No							
			s firm have any revenues from customers en s private networks, dedicated lines, etc.) in			ia any otł	ner electr	onic syste	ms	
	0042	2	Yes							
			No							
	D. Of	the 1	cotal 2018 revenues reported in ⑤ ,		4	2018			2018	
			as the dollar amount (or percentage)	\$ Bil.	Mil.	Thou.	Dol.		Percent	
			s from the revenues identified in over Please provide an estimate if	Ţ J			2311		. Siddill	
			gures are not available				1 1	OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued						
			Mark "X"			2018	
_			if None	\$ Bil.	Mil.	Thou.	Dol.
1.	 Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the 				1 1		
	spread on stock options that are taxable to employees as wages . b. Employer's cost for fringe benefits - Employer's cost for	1821					
	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, life insurance benefits, Medicare). Exclude employee contributions.	1822					1 1
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823			1 1		
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	1860					
3.	Expensed purchases of software - 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						
4.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7						
							1 1
_		1879					
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	1900		'	i I		' '
æ	and 16 Not Applicable.	1000					
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m SA-5613							Page
REMARK data were	S - Please use the estimated.	is space to explair	n any significan	t year-to-year ch	anges, to clarify res	sponses, or indicate	where

18	CONTACT IN	FORMATI	ON						
	Name of persor	to contact	regarding this	report (<i>Please p</i>	orint)	Title			
		Area code	Nu	mber	Extension			Area code	Number
	Telephone						Fax		

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

Website address

E-mail address

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-56134A

2018 ANNUAL SERVICES REPORT

(DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? 0035

No - Enter corrections in the mailing address above

orm	5	4-5613	4A (DRAFT)																													Р	age 2
1	В.	SURVE	Y COVERAGE	E																													
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			No - <i>Go to</i> 4	•																													
	B.	Which	of the following	ing c	organi	iza	ati	ioi	one	al	ch	har	nge	es (occ	urr	red	in	20	18	?												
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		City, to	wn, village, etc.																				State	2	ZIP C	ode							
																														-			'

Form **SA-56134A** Page 3 (DRAFT) **REPORTING PERIOD** NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year. What time period is covered by the data provided in this report? 2018 **Beginning Date** Calendar year Month Day Year 0006 Fiscal or partial year - Report beginning and ending dates . . . **Ending Date** Month Day 0008 Not Applicable. **SALES, RECEIPTS, OR REVENUE** What were the revenues for this firm in 2018? Include: Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc. · Revenues from electronic sources. Exclude: • Transfers made within the company. • Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. • Rents from and revenue of separately operated departments, concessions, etc., which are leased to others. Commissions from vending machine operators. • Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). 2018 Mark "X" if None \$ Bil. Mil. Thou. Dol. 1. Gross billings/professional service fees - Report the professional Direct costs of worksite employees - Report salaries, wages, employment-related taxes, benefit premiums, and worker's compensation insurance costs for PEO worksite employees 3. **NET REVENUE** Not Applicable.

orm	ı S	A-56134A (DRAFT)	Page	Э
8	RE	EVENUES FROM ELECTRONIC SOURCES		
	A.	. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018?		
		Ves Yes		
		□ No		
	В.	Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018?		
		☐ Yes 0041		
		□ No		
	C.	Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018?		
		O042 Yes		
		□ No		
	D.	Of the total 2018 revenues reported in 6, 2018	018	
		what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	ercent	9/
9	SC	OURCE OF REVENUE		
		ow much of the gross billings revenue reported in 3 , line 1, is received from the following ategories?		
	1.	Payroll services, payroll and benefit services, payroll and human resource services - Report revenue where your firm assumes responsibility for payroll-related activities (e.g., payment of employee wages, maintenance of pay records, filing of government payroll forms,		
		filing of government accounts, withholding of taxes and depositing of funds into government	018	
		compensation); the administration of benefits (e.g., health, retirement, life, dental, supplementary health, disability); human resource functions (e.g., counseling, personnel document preparation, employee assessment, training, regulatory compliance, risk management)	rcent	9/
	2.	All other operating revenue - Revenue not reported in line 1. Include revenue from co-		
		employment services where your firm assumes responsibility for payroll-related activities, the administration of benefits, and human resource functions	C	9/
		10	0	/
10.	Æ	Not Applicable		ĺ

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported discoming.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b			1 1		1 1
Expensed purchases of software - 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 1826					
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

Form	SA-56134A	(DRAFT)
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14 OPERATING EXPENSES - Continued

		Mark "X"	2X" 2018				
		if None	\$ Bil.	Mil.	Thou.	Dol.	
4.	Other Operating Expenses - Continued						
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?						
		1879					
_	TOTAL OPERATING EVERNORS	1879					
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	. 1900	,	' '		1 1	
	and 16 Not Applicable.						

8	CONTACT IN	FORMATI	ON									
	Name of persor	to contact	regarding	this report (P	lease p	orint)	Title					
		Area code		Number		Extension		Fax	Area code	Nur	mber	
	Telephone	' '								_		
				-			Website add	dress				
	Telephone E-mail address						Website add	dress				

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-56134E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	ı.	Dol.			
→		1	0	3	0	2	8	0	4	5	6	

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

,

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



071 00 11	TE (DRAFI)			rug
B. SURV	Y COVERAGE			
Did th	s firm provide the business activities described below?			
	Yes			
0001	165			
	No - Specify this firm's business activity			
	0002			
EDERAL	EMPLOYER IDENTIFICATION NUMBER (EIN)			
	firm report payroll under EIN			
0013	es	EINI /	0 1: :/	
	o - Enter current 9-digit EIN AND date payroll was first	EIN (S	9 digits)	<u> </u>
	reported for this EIN		-	
			Month Day	Year
			World Buy	1 our
		8800		
ORGANIZ	ATIONAL CHANGE			
	s firm experience any acquisitions, sales, mergers, and/or divestiture	s in 20	018?	
0016	Yes			
	No - Go to 4			
	of the following organizational changes occurred in 2018? Ill that apply. If more than one organizational change occurred during the rep	ortina	nariad avalai	n in 🗗
CHECK	in that apply. If those than one organizational change occurred during the rep	Jorung		
	Acquisition		Month Day	Year
	Date of organizational change	. 0018		1 1 1
0091	Sale AND			
	Merger			
	Enter detailed information below 7			
L	Divestiture			
0017 N	me of company	0010 E	IN (9 digits)	
0017 10	ne or company	0019	in (9 digits)	
			-	
Addres	(Number and street, P.O. Box, etc.)			
City to	State	ZIP Co	ndo.	
City, to	vn, village, etc. State	ZIF CO	oue -	
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REPORTING PERIOD						
NOTE: Calendar year data are preferred. If they are unavailable, please rependenths of data for the 2018 calendar year.	ort for the	fiscal yea	ar that i	ncludes	s at lea	st
What time period is covered by the data provided in this report?				20	18	
			E	Beginni	ng Da	te
Calendar year			Month	Day	Y	ear
Fiscal or partial year - Report beginning and ending dates		0007	'	'	'	
Tiscal of partial year - neport beginning and ending dates		0007		Ending	n Date	
			Month			ear
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		8000				
Not Applicable.						
SALES, RECEIPTS, OR REVENUE						
What were the revenues for this firm in 2018?						
Include:						
 Report gross billings, except where noted elsewhere on the form. 						
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				No																							
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

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All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewnere.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	. 🗆				
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits,					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
Expensed purchases of software - 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 1826					
Other Operating Expenses	,				
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents copyrights) Fyclude impairment					

CONTINUE WITH 14 ON PAGE 6

4 (OPERATING EXPENSES - Continued						
			Mark "X"			2018	
			if None	\$ Bil.	Mil.	Thou.	Dol.
	Other Operating Expenses - Continued b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below						
		1879					
	TOTAL OPERATING EXPENSES						
	Sum of lines 1a through 4b	. 1900			1 1		l

	A-56134E (DRAFT) Pag	
) F	MARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate whe ta were estimated.	er
	ta were estimated.	

3	CONTACT IN	FORMATI	ON					
	Name of persor	to contact	regarding this report (Please p	orint)	Title			
		Area code	Number	Extension		Area code	Number	
	Telephone		-		Fax		-	
	E-mail address				Website address			

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

Need help or have questions? Call 1877-787-8880, quiton 17 (good en 77 (good	SA-56150A	(DRAFT)
Call 1877-787-880, option 11 (800 am. 5-00 pm. ET, MF) or Visit https://www.exessus.gov/programs-surveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 12 United States 122 unit	Due Date	
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Authentication Code: GENERAL INSTRUCTIONS Any significant change in this firm's operations should be noted in this firm. For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. Estimates are acceptable if book figures are not available. Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. Figures should be rounded to the nearest dollar. If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? Yes	BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau s required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses n a way that could identify your pusiness, organization, or institution. Per the Federal Cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Council of the sudget (OMB). The eight-digit OMB company of this company of this council of the this council of this council of this council of this council of this council of this council of this council of this council of the this council of the council of this council of the council of th	
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Form SA-56150A (DRAFT) Page 2

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1	B. SURV	EY COVERAGE	E											
	Did th	is firm provide	e the b	ousiness	s activ	ities de	escribe	d below	?					
		7												
	0001	Yes												
		No - Specify	this fire	m's busi	iness a	ctivity 7	?							
						,								
		0002												
2	Not Applic	cable.												
3	ORGANIZ	ZATIONAL CHA	ANGE											
		is firm experie		ny acqu	iisition	ıs, sale	s, mer	gers, and	l/or dive	stiture	s in 20	18?		
				,				J - ,						
	0016	Yes												
		No - <i>Go to</i> 4)											
	B. Which	of the followi	ina ora	ganizati	ional c	hanges	s occui	rred in 20	018?					
		all that apply. If								the rep	orting	period,	explai	n in 🛈.
												Month	Day	Year
		Acquisition	Do	oto of or	aanizat	ional ak	hanaa							
		Sale			yanızat	ionai ci	lange				. 0018			
	0091	Merger	> AM	ND										
			En	nter deta	iled inf	formatio	on belo	w₹						
		Divestiture												
	0017 N	ame of company	<i></i>								0019 FI	N (9 dig	its)	
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	Addres	ss (Number and str	treet, P.C	O. Box, et	tc.)									
	City, to	wn, village, etc.								State	ZIP Co	de		
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Form	SA-56150A (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please re	eport for the	fiscal yea	r that in	ncludes	at least six
	months of data for the 2018 calendar year.		,			
	What time period is covered by the data provided in this report?					
	Calandar year					
	0006			Wonth	Day	Year
	Fiscal or partial year - Report beginning and ending dates		0007			1 1 1
					Ending	Date
				Month	Day	Year
				'		
			8000			
5	Not Applicable.					
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	Amounts received for work subcontracted to others.					
		the periods t	that this fi	rm oper	ated the	
	REPORTING PERIOD NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that include months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year		ana ata			
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		a local, state	, or federa	al tax aç	jency.	
		ons, etc., wh	ich are lea	sed to	others.	
	· · · · · · · · · · · · · · · · · · ·					
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., ou Commonwealth Territories, or U.S. possessions). 	tside the 50	states, Di	strict of	Columb	ia, U.S.
				-	040	
						Dol
1.	Reservation Services (Include commissions or fees, not gross		Ψ ΒΠ.	IVIII.	mou.	Doi.
		281		1 1	1 1	
	destinations - Arranging and reserving airline seats to international destinations. Exclude fees paid directly to your					
	agency by travelers. These should be included in trip planning,					
		282				
		285			1 1	1 1
	lodging. Exclude fees paid directly to this agency by travelers.	200	'			' '
	· · · · · · · · · · · · · · · · · · ·	200				
	REPORTING PERIOD NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year					
	REPORTING PERIOD NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year Calendar year Calendar year - Report beginning and ending dates					
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	computerized database and reservation system used by travel					
	professionals and other subscribers to research, compare, and					
		288				
	REPORTING PERIOD NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least months of data for the 2018 calendar year. What time period is covered by the data provided in this report? Calendar year					
	CONTINUE WITH 6 ON PAGE 4					

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		Mark if No		\$ Bil.	Mil	_	Thou.		Dol
	Reservation Services (Include commissions or fees, not gross ales) - Continued								
	Commissions or fees from packaged tours - Reserving prepackaged and customized tours. Exclude fees paid directly to this agency by event attendees. These should be included in trip			1					1
	planning, line 2a	3289							
h	Commissions or fees from other reservation services - Commissions and fees received from all other travel service providers (e.g., ferry, bus, airport shuttle providers) for arranging and reserving service. Exclude fees paid directly to this agency by travelers. These should be included in trip planning, line 2a	2000	, [1 1		
	Other Travel Arrangement Services (Include commissions or ees, not gross sales)	3290	-						
	Commissions or fees from trip planning - Assembling travel information, advising on alternatives, and arranging and reserving travel services. Include all receipts from travelers for services								
	rendered on a fee basis such as ticket issuing fees and other fees paid directly to travel agents by travelers	3291			ı		1 1		
b	 Commissions or fees from automobile clubs and road and travel service - Providing automobile road assistance (e.g., emergency road service, trip planning, guidebook and map supply, discounts for accommodations) to members on a fee basis : 	2202	- · - [
C	. Commissions or fees from other travel arrangement services revenue - All other travel services rendered. Include travel insurance service, travel document service, travelers check service, foreign exchange services, wire transfer services, cellular phone service, corporate travel management software, and emergency travel services	3294							
1	all other operating revenue - Revenue not reported in lines a through 2c. If this item is greater than 20% of the total perating revenue, specify the primary source of the revenue elow		•		·			·	
		1799							
_	OTAL OPERATING REVENUE	1800							
	lot Applicable.	1000							



8	REVENUES FROM ELECTRONIC SOURCES						
	A. Did this firm have any revenues from customers e mobile applications in 2018?	ntering	g orders d	irectly o	n the firm	ı's website	s or
	☐ Yes						
	□ No						
	B. Did this firm have any revenues from customers e mobile applications in 2018?	nterinç	g orders d	irectly o	n third-pa	rty websit	es or
	□ Yes						
	□ No	4		:4	h l4.		
	C. Did this firm have any revenues from customers e (such as private networks, dedicated lines, etc.) in	ntering 2018?	g orders v	ia any ot	ner electi	onic syste	ms
	O042 Yes						
	No						
	D. Of the total 2018 revenues reported in 6,			2018]	2018
	what was the dollar amount (or percentage) that was from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.	_	Percent
	A-C above? Please provide an estimate if exact figures are not available					OR ₂₅₀₁	%
9	SOURCE OF REVENUE						2018
	How much of the revenue reported in 3 , line 4, is red	eived ·	from the t	following	ı categori	es?	Percent
							%
	1. Business					3295	
	2. Leisure					3296 +	. %
							100%
10	Not Applicable.						
13	EXPORT REVENUE						
	An exported service is a service performed for a customer establishment, etc.) located outside the United States (i.e., Commonwealth Territories, or U.S. possessions).	or clier outside	nt (individu the 50 Sta	al, goverr ates, Distr	nment, bus ict of Colu	iness mbia, U.S.	
	Include:						
	• Services performed for unaffiliated and affiliated foreign	firms (i.	e., foreign	parent fir	ms, subsid	liaries, bran	ches, etc.).
	Exclude: • Services provided to domestic subsidiaries of foreign firm	ne					
	A. Did the revenue reported in 6 include any revenue		exports?				
	Yes						
	0009 No - <i>Go to</i>						
						2018	
						20.0	
					Bil. IV	il. Tho	u. Dol.
	P. What was this firm's revenue from avanuation 201	Q 7			Bil. N	il. Tho	u. Dol.
	B. What was this firm's revenue from exports in 201	8?		2100	Bil. N	il. Tho	u. Dol.
	B. What was this firm's revenue from exports in 201	8?			Bil. M	il. Tho	J. Dol.
	B. What was this firm's revenue from exports in 201	8?			Bil. M	iil. Tho	J. Dol.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported discominion.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 18:	21		1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	22				
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	23				
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	60		1 1		
Expensed purchases of software - 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 18:	26		1 1	1 1	
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	31				1 1

CONTINUE WITH 14 ON PAGE 7

Form SA-56150A (DRAFT) Page 7

14	OPERATING EXPENSES - Continued					
		Mark "X"				
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
		1879				
5 .	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b	. 1900				
15	and 16 Not Applicable.					

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CONTACT INFORMATION												
CONTACT INFORMATION												
to contact	regarding	this report (Please p	Title									
Area code		Number	Extension		Area code		Number					
				Fax								
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	to contact	to contact regarding	Area code Number	Area code Number Extension	Area code Number Extension Fax	Area code Number Extension Fax	Area code Number Extension Fax	Area code Number Extension Fax Area code Number — — — — — — — — — — — — — — — — — — —				

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-56150E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.		Bil. Mil.				hοι	١.	Dol.			
→		1	0	3	0	2	8	0	4	5	6	

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

above

	4	
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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address

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B. SURVEY C															
	OVERAGE														
Did this fir	rm provide t	e the b	ousine	ss acti	vities o	describ	bed be	low?							
Yes	es														
0001 No	o - Specify th	thic fir	m'a hu	icinoco	activity	, 									
L NO	о - эреспу п	uns m	III S Du	isiriess	activity	*									
0002	12														
0002															
FEDERAL EMP	PLOYER IDE	DENTII	FICATI	ION NU	UMBER	R (EIN)									
Does this firm	n report pay	ayroll	under	EIN											
Yes															
0013											EIN (S	digits)		
	Enter current														
r	reported for i	r this E	Ξ/N							. 0015					L
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	rm experien		ny acq	quisitio	ons, sal	les, me	ergers,	, and/o	or dives	stiture)18?			
A. Did this firm	r m experien es	ence a	ny acq	quisitio	ons, sal	les, me	ergers,	and/o	or dives	stiture)18?			
A. Did this firm	rm experien	ence a	ny acq	quisitio	ons, sal	les, me	ergers,	, and/o	r dives	stitures		018?			
A. Did this firm	rm experien es o - <i>Go to</i> 4	ence a								stiture		018?			
A. Did this firm	rm experien es o - <i>Go to</i> 4	ence a	ganiza	ntional	change	es occ	urred i	in 2018	8?		s in 20		, expla	in in 17	
A. Did this firm Outle Yes No B. Which of the Check all that	rm experien es o - Go to 4 che followin nat apply. If n	ence a	ganiza	ntional	change	es occ	urred i	in 2018	8?		s in 20			in in 17).
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Form	SA-56150E (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please remonths of data for the 2018 calendar year.	port for the	fiscal yea	ır that iı	ncludes	at least six
	What time period is covered by the data provided in this report?				20	
	☐ Calendar year					ng Date
	0006			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		0007			1 1 1
					Ending	g Date
				Month	Day	Year
			0008			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	• Travel agents, ticket offices/agencies, and reservation systems should in	nclude comr	missions c	or fees,	not gro	ss sales.
	Dues and assessments from members and affiliates.					
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the subscript of t	ha pariade t	hat this fi	rm onoi	ratad th	10
	locations.			·		
	 Revenue from services performed by domestic locations of foreign pare Revenues from electronic sources. 	ent firms, su	ıbsidiaries	, branch	nes, etc	:. :
	Exclude:					
	• Transfers made within the company.					
	 Taxes collected directly from customers or clients and paid directly to a Rents from and revenue of separately operated departments, concession 			-		
	 Commissions from vending machine operators. 	ns, etc., wn	icii are iea	isea to	omers.	
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., out	side the 50	states, Di	strict of	Colum	bia, U.S.
	Commonwealth Territories, or U.S. possessions).					
		Mark "X" if None	4.50		2018	
1.	Reservation Services (Include commissions or fees, not gross	II INOITE	\$ Bil.	Mil.	Thou	. Dol.
١.	sales)					
	a. Commissions or fees from airline seats, domestic					
	destinations - Arranging and reserving airline seats to domestic destinations. Exclude fees paid directly to your agency by			1		
	travelers. These should be included in trip planning, line 2a 32	31				
	b. Commissions or fees from airline seats, international destinations - Arranging and reserving airline seats to					
	international destinations. Exclude fees paid directly to your					
	agency by travelers. These should be included in trip planning, line 2a	32				
	c. Commissions or fees from cruises - Arranging and reserving	,				
	cruises. Exclude fees paid directly to your agency by travelers.					
	These should be included in trip planning, line 2a	35				
	lodging. Exclude fees paid directly to this agency by travelers.					
	These should be included in trip planning, line 2a	36				
	e. Commissions or fees from event tickets - Assisting consumers in acquiring tickets and/or reservations for attendance					
	at theatrical performances, concerts, sporting events, and amusement and theme parks. Exclude fees paid directly to this					
	agency by event attendees. These should be included in trip					
	planning, line 2a	37				
	f. Commissions or fees from computerized reservation systems - Subscription fees received for providing access to a					
	computerized database and reservation system used by travel					
	professionals and other subscribers to research, compare, and plan travel itineraries; and to make associated travel, lodging, and					
	other receivations	20				

CONTINUE WITH 6 ON PAGE 4

6 SALES, RECEIPTS, OR REVENUE - Continued

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2018

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Mil.

Mark "X" sil.

1.		servation Services (Include commissions or fees, not gross les) - Continued					
	g.	Commissions or fees from packaged tours - Reserving prepackaged and customized tours. Exclude fees paid directly to this agency by event attendees. These should be included in trip planning, line 2a	3289				1 1
	h.	Commissions or fees from other reservation services - Commissions and fees received from all other travel service providers (e.g., ferry, bus, airport shuttle providers) for arranging and reserving service. Exclude fees paid directly to this agency by travelers. These should be included in trip planning, line 2a	3290				1 1
2.		ther Travel Arrangement Services (Include commissions or es, not gross sales)				,	
	a.	Commissions or fees from trip planning - Assembling travel information, advising on alternatives, and arranging and reserving travel services. Include all receipts from travelers for services rendered on a fee basis such as ticket issuing fees and other fees paid directly to travel agents by travelers	3291				1 1
	b.	Commissions or fees from automobile clubs and road and travel service - Providing automobile road assistance (e.g., emergency road service, trip planning, guidebook and map supply, discounts for accommodations) to members on a fee basis	3293				1 1
	C.	Commissions or fees from other travel arrangement services revenue - All other travel services rendered. Include travel insurance service, travel document service, travelers check service, foreign exchange services, wire transfer services, cellular phone service, corporate travel management software, and emergency travel services	3294				
3.	1a op	I other operating revenue - Revenue not reported in lines through 2c. If this item is greater than 20% of the total perating revenue, specify the primary source of the revenue slow					
			1799		1 1		
4.		OTAL OPERATING REVENUE	1800				
7	No	ot Applicable.					

07						
RE\	YENUES FROM ELECTRONIC SOURCES					
	Did this firm have any revenues from customers en	tering orders directly	on the fire	m's website	s or	
	mobile applications in 2018?					
	Yes					
(040					
	□ No					
R I	Did this firm have any revenues from customers en	ntering orders directly	on third-p	artv website	es or	
	nobile applications in 2018?	g	оп оппа р	,		
	Yes					
(0041					
	No					
C . 1	Did this firm have any revenues from customers en	itering orders via anv	other elec	tronic syste	ms	
(such as private networks, dedicated lines, etc.) in	2018?	011101 0100			
	Yes					
(0042					
	□ No					
	Of the total 2018 revenues reported in 6,	2018			2018	
,	what was the dollar amount (or percentage)	\$ Bil. Mil. Thou	. Dol.		Percent	t
				_		
	A-C above? Please provide an estimate if			OR OF OF	1 1	%
	A-C above? Please provide an estimate if exact figures are not available			OR ₂₅₀₁		%
	A-C above? Please provide an estimate if			OR ₂₅₀₁	2018	%
SOI	A-C above? Please provide an estimate if exact figures are not available	eived from the followi	ing catego	2501	2018 Percent	
SOL	A-C above? Please provide an estimate if exact figures are not available			2501		
SOI Hov	A-C above? Please provide an estimate if exact figures are not available			ries?	Percent	%
SOI Hov	A-C above? Please provide an estimate if exact figures are not available			ries?	Percent	% %
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SOI How 1. I 2. I EXI An esta Cor Incl • Se Exc • Se A. I	A-C above? Please provide an estimate if exact figures are not available	or client (individual, gove outside the 50 States, Dis rms (i.e., foreign parent s. from exports?	ernment, bustrict of Col	ries? 3295 3296 +	Percent	% % %

OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

одронов	o not reported diseminate.					
		Mark "X"			Del	
		if None	\$ Bil.	Mil.	Thou.	Dol.
Personi	nel Costs					
wage Empl quari Empl	es annual payroll - Total annual Medicare salaries and es for all employees as reported on this firm's IRS Form 941, loyer's Quarterly Federal Tax Return, line 5(c) for the four ters that correspond to the survey period or IRS Form 944 loyer's Annual Federal Tax Return, line 4(c). Include the end on stock options that are taxable to employees as wages . 1821			1 1		1 1
legal Inclu and s prem third defin plans comp	loyer's cost for fringe benefits - Employer's cost for ly required programs and programs not required by law. Ide insurance premiums for hospital plans, medical plans, single service plans (e.g., dental, vision, prescription drugs); nium equivalents for self-insured plans and fees paid to party administrators (TPAs); defined benefit pension plans; ed contribution plans (e.g., profit sharing, 401K, stock option s); and other fringe benefits (e.g., Social Security, workers' bensation insurance, unemployment tax, state disability ance programs, life insurance benefits, Medicare). Exclude oyee contributions					
paid agen	porary staff and leased employee expense - Total costs to Professional Employer Organizations (PEOs) and staffing cies for personnel. Include all charges for payroll, benefits, services					
resale) (e.g., cop CPUs, m services janitoria material	ed equipment, materials, parts, and supplies (not for Include expensed computer hardware and other equipment piers, fax machines, telephones, shop and lab equipment, ionitors). Include materials and supplies used in providing to others; materials and parts used in repairs; office and I supplies; small tools; containers and other packaging s; and motor fuels. Report packaged software in line 3 and nd rented equipment in line 4b			1 1		
custom develope purchase	ed purchases of software - Purchases of prepackaged, coded, or vendor customized software. Include software ed or customized by others, web-design services and es, licensing agreements, upgrades of software, and ance fees related to software upgrades and alterations 1826			1 1		1 1
	Operating Expenses					
a. Depi charç firm, withi agree	reciation and amortization charges - Include depreciation ges taken against tangible assets owned and used by this tangible assets and improvements owned by this firm n leaseholds, tangible assets obtained through capital lease ements, and amortization charges against intangible assets patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 7

OP	ERATING EXPENSES - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
Otl	ner Operating Expenses - Continued					
	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
	18	379		1 1		
	TAL OPERATING EXPENSES m of lines 1a through 4b	900				

F	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate whe lata were estimated.
	ata word obtimated.

Area code

Telephone

E-mail address

Number

Extension

Area code

Fax

Website address

Number

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-56152A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** Any significant change in this firm's operations should be noted in ①. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280456 • If a figure is \$1,030,280,456 it should be reported as Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in ①B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A. MA	ILIN	G ADDRESS
	ls th	is fii	rm's name and mailing address the same as shown in the mailing address above?
	0005		Yes
	0035		No - Enter corrections in the mailing address above

rorm	1 5/	1-56152A (DRAFT)						Page 2
1	В.	SURVEY COVERAGE						
		Did this firm provide the business activities desc	ribed below?					
		Yes						
		□ No - Specify this firm's business activity 7						
		,,						
		0002						
2	No	Applicable.						
3	OR	GANIZATIONAL CHANGE						
	A.	Did this firm experience any acquisitions, sales,	mergers, and/or dives	titures	s in 20	18?		
		Yes						
		□ No - Go to 4						
	В.	Which of the following organizational changes o	ccurred in 2018?					
		Check all that apply. If more than one organizational c		the rep	orting	period,	explaii	n in ① .
		Acquisition				Month	Day	Year
		Date of organizational chan	ge		. 0018			
		> AND						
		☐ Merger Enter detailed information b	pelow 7					
		Divestiture						
		0017 Name of company			0019 E	IN (9 dig	its)	
						-		
		Address (Number and street, P.O. Box, etc.)						
		City, town, village, etc.		State	ZIP Co	de		
				'	'		-	1 1 1

	,			
Mhat time period is covered by the data provided in this report? Calendar year Fiscal or partial year - Report beginning and ending dates				
What time period is covered by the data provided in this report? Calendar year Fiscal or partial year - Report beginning and ending dates	months of data for the 2018 calendar year.	ar that ii	nciuaes	at least si
Calendar year Fiscal or partial year - Report beginning and ending dates	·		20	18
Calendar year Fiscal or partial year - Report beginning and ending dates		F	Beginni	ng Date
Fiscal or partial year - Report beginning and ending dates	Calendar year			
Not Applicable. SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: Travel agents, ticket offices/agencies, and reservation systems should include commissions or fees, not gross sales. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.	0006			
Not Applicable. SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: • Travel agents, ticket offices/agencies, and reservation systems should include commissions or fees, not gross sales. • Dues and assessments from members and affiliates. • Amounts received for work subcontracted to others. • For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. • Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.	Fiscal or partial year - Report beginning and ending dates			
Not Applicable. SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: • Travel agents, ticket offices/agencies, and reservation systems should include commissions or fees, not gross sales. • Dues and assessments from members and affiliates. • Amounts received for work subcontracted to others. • For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. • Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.			Ending	յ Date
SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: • Travel agents, ticket offices/agencies, and reservation systems should include commissions or fees, not gross sales. • Dues and assessments from members and affiliates. • Amounts received for work subcontracted to others. • For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. • Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.		Month	Day	Year
SALES, RECEIPTS, OR REVENUE What were the revenues for this firm in 2018? Include: • Travel agents, ticket offices/agencies, and reservation systems should include commissions or fees, not gross sales. • Dues and assessments from members and affiliates. • Amounts received for work subcontracted to others. • For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations. • Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.		'	1	
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Iocations. • Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.	 Amounts received for work subcontracted to others. 			
		rm opei	rated th	ie
Revenues from electronic sources.	• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries	s, brancl	hes, etc).

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Mark "X"

		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Pre-packaged Tours					
	a. Domestic travel - Arranging, assembling, and marketing tour packages for domestic travel					
	b. International travel - Arranging, assembling, and marketing tour packages for international travel					
2.	Customized Group Tours					
	a. Domestic travel - Assembling, organizing, and reserving customized domestic tour packages for groups of people with a common interest (e.g., sports, culture, adventure, religion, education, conferences, conventions)			1 1		
	b. International travel - Assembling, organizing, and reserving customized international tour packages for groups of people with a common interest (e.g., sports, culture, adventure, religion, education, conferences, conventions)			1 1		
3.	All other operating revenue - Revenue not reported in lines 1a through 2b. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7					
	1799					
4.	TOTAL OPERATING REVENUE Sum of lines 1a through 3			1 1		
7	Not Applicable.			· ·		

2018

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8 REVENUES FROM ELECTRONIC SOURCES						
ILILIOLO I IIOM ELECTRONIO GOORGEO						
A. Did this firm have any revenues from customer	s entering	orders o	directly or	the fire	m's websit	es or
mobile applications in 2018?						
☐ Yes						
0040						
No						
B. Did this firm have any revenues from customer mobile applications in 2018?	s entering	orders (lirectly or	third-p	arty websi	tes or
Yes						
0041						
No						
C. Did this firm have any revenues from customer	e antarina	ordere v	via anv otl	ar elec	tronic evet	ame
(such as private networks, dedicated lines, etc.) in 2018?	oracis	ia any on	ici cico	tioino syst	Cilia
Yes						
0042						
No						
D. Of the total 2018 revenues reported in 6 ,			2018			2018
what was the dollar amount (or percentage) that was from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent
A-C above? Please provide an estimate if exact figures are not available.					OR	9
exact figures are not available.	2500				2501	
9 SOURCE OF REVENUE						2018
How much of the revenue reported in 6, line 4, is						
	received f	rom the	following	catego	ries?	Percent
	received f	rom the	following	catego		Percent
1. Business	received f	rom the	following	catego	ries?	9,
						9,
1. Business					3306	9,
1. Business					3306	+ 9
1. Business					3306	+ 9
1. Business					3306	+ 9
1. Business 2. Leisure 2. Leisure D-12 Not Applicable. 3 EXPORT REVENUE An exported service is a service performed for a custom establishment, etc.) located outside the United States (i. Commonwealth Territories, or U.S. possessions). Include: • Services performed for unaffiliated and affiliated foreign.	ner or clien e., outside	t (individu	ıal, govern ates, Distri	ment, bu	3306 3307 usiness umbia, U.S.	+ 9 1009
1. Business 2. Leisure O-12 Not Applicable. 3 EXPORT REVENUE An exported service is a service performed for a custom establishment, etc.) located outside the United States (i. Commonwealth Territories, or U.S. possessions). Include: • Services performed for unaffiliated and affiliated foreig Exclude:	ner or clien .e., outside	t (individu	ıal, govern ates, Distri	ment, bu	3306 3307 usiness umbia, U.S.	+ 1009
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1. Business 2. Leisure 2. Leisure 10–12 Not Applicable. 3 EXPORT REVENUE An exported service is a service performed for a custom establishment, etc.) located outside the United States (i. Commonwealth Territories, or U.S. possessions). Include: • Services performed for unaffiliated and affiliated foreign Exclude: • Services provided to domestic subsidiaries of foreign to the commonwealth Territories (iii) and iii) and iii) and iii) and iii) are possessions (iii) and iii) are possessions (iii) and iii) and iii) are possessions (iii) are possessions (iii) are possessions (iii) are possessions (iii) are possessions (iii) are possessions (iiii) are possessions (iii) are possessions (iiii) are possessions (iiii) are possessions (iiiiiiii) are possessions (iiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiii	ner or clien .e., outside gn firms (i.d	t (individu the 50 St	ual, govern ates, Distri	ment, bu	3306 3307 usiness umbia, U.S.	+ 9 1009
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewhere.					
	Mark "X"			Dol	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b			1 1		
Expensed purchases of software - 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 1826				1 1	1 1
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

Form SA-56152A (DRAFT)

14 OPERATING EXPENSES - Continued

		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
		1879				
5 .	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b	. 1900				
15	and 16 Not Applicable.					

CONTACT	NFORMATION							
	NFORMATION		ort <i>(Please p</i>	orint)	Title			
	on to contact reg	arding this repo			Title	Aron and	NI.	ımbar
				Extension	Title	Area code		umber -

We suggest you keep a copy for your records.

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

MENTO OF THE STATE

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-56152E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	3il.		Mil.		Т	hοι	١.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING ADDRESS
		le this firm's name and

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes	
0035		
	NIa	Ent

No - Enter corrections in the mailing address above



1 B. SURVEY COVERAGE				
Did this firm provide the business activities described below?				
Yes				
0001				
□ No - Specify this firm's business activity ¬				
0002				
2 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)				
Does this firm report payroll under EIN				
Does this firm report payron under Ent				
Yes				
0013	EIN (9	digits)		
No - Enter current 9-digit EIN AND date payroll was first	ı			
reported for this EIN				
		Month	Day	Year
	8800			
3 ORGANIZATIONAL CHANGE				
	: 20	107		
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures	III 20	101		
Yes				
0016				
No - Go to 4				
B. Which of the following organizational changes occurred in 2018?				
Check all that apply. If more than one organizational change occurred during the repo	orting	period,	explair	n in 🛈.
		Month		Year
Acquisition		WIOTILIT	Day	i Gai
Date of organizational change	. 0018	1		1 1 1
Sale > AND				
Merger				
Enter detailed information below				
Divestiture				
0017 Name of company	0019 EII	N (9 dig	its)	
Address (Number and street, P.O. Box, etc.)				
City, town, village, etc.	ZIP Cod	10		
State 1	_II CU(ae		
			-	1 1 1

REPORTING PERIOD						
	preferred. If they are unavailable, please rep	ort for the	fiscal ye	ar that i	ncludes	at least
months of data for the 2018 ca	lendar year. I by the data provided in this report?				201	Q
what time period is covered	by the data provided in this report:			E	Beginning	
Calendar year				Month	Day	Year
0006						
Fiscal or partial year	Report beginning and ending dates		0007	7		
				Month	Ending	Date Year
				WOTILIT	Day	Teal
			0008	3		
Not Applicable.						
SALES, RECEIPTS, OR REVE	RILLE					
What were the revenues for						
Include:	uns mm m 2010:					
	gencies, and reservation systems should inc	lude comn	nissions	or fees.	not aros	s sales.
• Dues and assessments from				,	3	
• Amounts received for work s	ubcontracted to others.					
a Fan Isaatiana thataa aalal	and the state of t				4 1 41	
	or acquired during a year, only report for the	e periods ti	hat this f	firm oper	rated the	;
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locations. • Revenue from services performance of the services performance of the services performance of the services performance of the services of the services performance of the services	med by domestic locations of foreign paren			·		
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locations. Revenue from services performance Revenues from electronic social Exclude: Transfers made within the contractions of the services	med by domestic locations of foreign paren irces.	t firms, su	bsidiarie	s, branch	hes, etc.	
locations. Revenue from services performance of Revenues from electronic social Exclude: Transfers made within the cool Taxes collected directly from	med by domestic locations of foreign paren irces. mpany. customers or clients and paid directly to a lo	t firms, su	bsidiarie , or feder	s, branch	nes, etc. gency.	
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locations. Revenue from services performance Revenues from electronic social Exclude: Transfers made within the company of the Taxes collected directly from Rents from and revenue of sections.	med by domestic locations of foreign paren irces. mpany. customers or clients and paid directly to a located departments, concessions nachine operators. es (those located outside the U.S., i.e., outsi	t firms, su ocal, state, s, etc., whi	bsidiarie , or feder ch are le	s, branch ral tax ag eased to district of	hes, etc. gency. others.	
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TOTAL OPERATING REVENUE

Not Applicable.

REVENUES FROM ELECTRONIC SOURCES A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes	A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes	- n																					9º '
mobile applications in 2018? Yes	mobile applications in 2018? Yes	3) R	EVE	NUES	FRON	ELEC	TRON	IIC SC	OUR	RCES													
No No No No No No No No	B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes	A							s fro	om c	uston	ners ei	ntering	j ordei	rs dir	ectly	on t	he fir	m's w	ebsite	s or		
B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes	B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes		0040		Yes																		
mobile applications in 2018? Yes No No	mobile applications in 2018? Yes				No																		
C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes	C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes	В							s fro	om c	uston	ners ei	ntering	j ordei	rs dir	ectly	on t	hird-p	oarty v	website	es o	r	
C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes	C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018? Yes		0041		Yes																		
(such as private networks, dedicated lines, etc.) in 2018? Yes	(such as private networks, dedicated lines, etc.) in 2018? Yes	_							_								4.						
D. Of the total 2018 revenues reported in O, what was the dollar amount (or percentage) that was from the revenues identified in exact figures are not available. SOURCE OF REVENUE How much of the revenue reported in O, line 4, is received from the following categories? 1. Business 2. Leisure 3300 Not Applicable. EXPORT REVENUE An exported service is a service 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: Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.). Exclude: Services provided to domestic subsidiaries of foreign firms. A. Did the revenue reported in O include any revenue from exports? Yes No - Go to O	D. Of the total 2018 revenues reported in O, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. SOURCE OF REVENUE How much of the revenue reported in O, line 4, is received from the following categories? 1. Business	C	s. Did (su	this	firm h priva	ave a e net:	ny revo works,	enue: , ded	s fro licat	om c ted li	nes, e	ners er etc.) in	2018	j ordei	rs via	any	othe	r elec	tronic	syste	ms		
D. Of the total 2018 revenues reported in 0, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. 2500 OR 2501 Percent 9% SOURCE OF REVENUE How much of the revenue reported in 0, line 4, is received from the following categories? 1. Business . 3306 2. Leisure . 3307 9% EXPORT REVENUE An exported service is a service 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: *Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.). Exclude: *Services provided to domestic subsidiaries of foreign firms. A. Did the revenue reported in 0 include any revenue from exports? Yes 0009 No - Go to 10 No - Go	D. Of the total 2018 revenues reported in O, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available. 2500 SOURCE OF REVENUE How much of the revenue reported in O, line 4, is received from the following categories? 1. Business . 3306 2. Leisure . 3307 Not Applicable. EXPORT REVENUE An exported service is a service 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: *Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.). Exclude: *Services provided to domestic subsidiaries of foreign firms. A. Did the revenue reported in O include any revenue from exports? Yes OOOS No - Go to OO OOOS		0042		Yes																		
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what was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available	D	O. Of	the t	otal 20	18 re	venue	s rep	orte	ed in	6,				20	18						2018	
A-C above? Please provide an estimate if exact figures are not available	A.C. above? Please provide an estimate if exact figures are not available												\$ Bil.	Mil		Thou		Dol.					
SOURCE OF REVENUE How much of the revenue reported in ①, line 4, is received from the following categories? 1. Business	SOURCE OF REVENUE How much of the revenue reported in ③, line 4, is received from the following categories? 1. Business 3306 2. Leisure 9% 2. Leisure 9% 2. Leisure 9% 3307 3307 3307 3307 3307 3307 3307 330		A-C	abo	ve? Pl	ease p	rovide	e an e	estir	mate	if								O	2			%
How much of the revenue reported in ③, line 4, is received from the following categories? 1. Business	How much of the revenue reported in ③, line 4, is received from the following categories? 1. Business		еха	ict fi	gures a	ire no	t avail	lable.				2500								2501			70
How much of the revenue reported in ③, line 4, is received from the following categories? 1. Business	How much of the revenue reported in ③, line 4, is received from the following categories? 1. Business	S	OUR	CE O	F REV	NUE																2018	
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• Services provided to domestic subsidiaries of foreign firms. A. Did the revenue reported in 3 include any revenue from exports? Yes No - Go to 4 **Bil. Mil. Thou. Dol.**	• Services provided to domestic subsidiaries of foreign firms. A. Did the revenue reported in 3 include any revenue from exports? Yes No - Go to 2 Services provided to domestic subsidiaries of foreign firms. Yes Bil. Mil. Thou. Dol.		Servi	ices p	erform	ed for	unaffili	iated a	and	affilia	ated fo	oreign f	irms (i.	e., fore	ign p	arent	firms	, subs	sidiarie	s, bran	ches	, etc.)	
Yes No - Go to Second Sec	Yes No - Go to Section 12 19 19 19 19 19 19 19		xclud		rovided	to do	mestic	subsi	idiar	ries o	f forei	gn firm	ıs.										
No - Go to 12 2018 \$ Bil. Mil. Thou. Dol.	No - Go to 12 2018 \$ Bil. Mil. Thou. Dol.	E		ces p				in 🌀 i	incl	lude a	any re	evenue	from	export	ts?								
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\$ Bil. Mil. Thou. Dol.	\$ Bil. Mil. Thou. Dol.	E	Servi	the	reven u Yes																		
B. What was this firm's revenue from exports in 2018?	B. What was this firm's revenue from exports in 2018?	E	Servi	the	reven u Yes															2018			
B. What was this firm's revenue from exports in 2018?	B. What was this firm's revenue from exports in 2018?	E	Servi	the	reven u Yes												\$ B	il.		1	1.	Dol	
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewhere.					
	Mark "X"		2	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
Expensed purchases of software - 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 1826					
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

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4	OPERATING EXPENSES - Continued							
			Manta "M"			201	R	
			Mark "X" if None	\$ Bil.	Mil.		hou.	Dol
	Other Operating Expenses - Continued			Ψ Β	14111.		nou.	Boi
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7							
		1879			1 1			
	TOTAL OPERATING EXPENSES							
	Sum of lines 1a through 4b	. 1900						

Form	SA-561	52E	(DRAFT)
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data were est	imated.					r-to-year changes, t			
CONTACT II	IEODMATIO	ARI							
Name of person			hie raport	(Plaaca i	nrint)	Title			
Name of perso	in to contact le	,garanig ti	na report	i icase j	ριπιι	1100			
							Area code	 	
	۸ .		N				Aron codo		
Telephone	Area code		Number		Extension	Fax	Area code	Number	1 1
Telephone			Number -			Fax Website address	Area code	Number -	

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-56210A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - This https://portal.census.gov	s survey should be completed online at:
Authentication Code:	To view Survey Results:
	https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
, ,	n this firm's operations should be noted in ① . or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
• Enter "0" where applicab	
	two or more detailed lines. al basis, except for payroll. \$Bil. Mil. Thou. Dol.
• Figures should be round	ad to the pagreet dollar
•	1 0 3 0 2 8 0 4 5 6
Include: • Data for all Services estate Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and as defined by the survey coverage in ① B.
 Data for auxiliary facilities 	es primarily engaged in supporting services to those establishment(s) such as warehouses, trative offices, and repair services.

1 A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above

Form SA-56210A (DRAFT)

1	B. SU	VEY COVERAGE						
Ū	Dic	this firm provide the business activities described below?						
	0001	Yes						
		No - Specify this firm's business activity						
		0002						
		plicable.						
		IIZATIONAL CHANGE						
	A. Dic	this firm experience any acquisitions, sales, mergers, and/or dive	estitures	s in 20	18?			
	0016	Yes						
	00.0	□ No - <i>Go to</i> 4						
	B. Wh	ch of the following organizational changes occurred in 2018?						
		ck all that apply. If more than one organizational change occurred during	g the rep	orting	period	, explai	in in 🛈).
		Acquisition			Month	Day	Υe	ear
		Date of organizational change		. 0018	'		,	
	0091	Sale AND						
		Merger Enter detailed information below?						
		Divestiture						
	001	Name of company		0019 EI	N (9 dıç	gits)		1 1
					-			
	Ad	ress (Number and street, P.O. Box, etc.)						
	Cit	town, village, etc.	State	ZIP Co				
						_		

		Mark "X"		:	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
	Residential Nonhazardous Waste and Recyclable Material Collection Services - Include services provided for the collection and subcontracted collection of garbage, refuse, rubbish and trash, commingled materials, and recyclable materials (e.g., cardboard, paper, plastics, metals, glass, organic waste) from dwellings, including apartment buildings and condominiums			1 1		
	Non-Residential Nonhazardous Waste and Recyclable Material Collection Services - Include services provided for the collection and subcontracted collection of garbage, refuse, rubbish and trash, commingled materials, and recyclable materials (e.g., cardboard, paper, plastics, metals, glass, organic waste) from sources such as heavy and light industry, manufacturing, agriculture, warehousing, transportation, retail and wholesale commercial activities, restaurants, offices, educational and recreational facilities, health, and other service facilities			1		
	Hazardous Waste Management Collection Services - Include hazardous waste collection and hazardous waste transportation services					
•	All other operating revenue - Revenue not reported in lines 1 through 3. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7					
	1799			1 1		

Not Applicable.

Form SA-56210A (DRAFT) Page 4

			(•
8	RE	VENUES	FROM ELECTRONIC SOURCES							
	A.	Did this mobile	firm have any revenues from customers er applications in 2018?	ntering	orders d	irectly or	the firm	's website	s or	
		0040	Yes							
			No							
	В.		firm have any revenues from customers er applications in 2018?	ntering	orders d	irectly or	third-pa	rty websit	es or	
		0041	Yes							
			No							
	C.	Did this	firm have any revenues from customers er private networks, dedicated lines, etc.) in	ntering 2018?	orders v	ia any otl	ner electr	onic syste	ms	
		0042	Yes							
			No							
	D.	Of the t	otal 2018 revenues reported in ⑤ ,			2018		1	2018	
		what w	as the dollar amount (or percentage)	\$ Bil.	Mil.	Thou.	Dol.		Percent	+
			s from the revenues identified in	Ф БП.	IVIII.	Tilou.	Doi.		reiteili	
			ove? Please provide an estimate if gures are not available.					OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Personnel Costs

OPERATING EXPENSES - Continued

a. Gross annual payroll - Total annual Medicare salaries and

wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944

Dol.

2018

Thou.

Mil.

Mark "X" if None

\$ Bil.

		expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7						
			1879			ı		
25		TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	1900					
56211055	15 :	and 16 Not Applicable.						

CONTACT IN									
Name of perso	n to contact	regarding this	report (<i>Please p</i>	orint)	Title				
				.					
Telephone	Area code		ımber	Extension	Fax	Area code		Number	
Telephone						Area code		Number -	
Telephone E-mail address					Fax Website address	Area code			
						Area code			
		-			Website address		1 1		
		NK YOU for	r completing	your 2018 A			1 1		

OF THE

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-56210E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

	т.
_	

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	N =
	No - Enter corrections in the mailing address above



1 B. SURVEY COVERAGE

Yes

0002

Yes

Did this firm provide the business activities described below?

■ No - Specify this firm's business activity ?

2 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)

Does this firm report payroll under EIN

0013					EIN (9	digits)		
		No - Enter current reported for	nt 9-digit EIN AND date payroll was first this EIN	0015		-		
						Month	Day	Year
					0088			
3 ORG	ANIZ	ZATIONAL CHA	NGE					
A. D	oid th	his firm experie	nce any acquisitions, sales, mergers, and/o	or divestiture	s in 20	18?		
		Yes						
00	016	No - <i>Go to</i> 4						
		NO - GO 10 4						
B. W	Vhich	h of the followin	ng organizational changes occurred in 201	8?				
C	Check	all that apply. If	more than one organizational change occurred	during the rep	orting	period,	explai	n in 🕡.
		¬ • • • • •				Month	Day	Year
	L	Acquisition	Data of annuairational shapes					
		Sale	Date of organizational change		. 0018			
009	091	N/100000	> AND					
	L	Merger	Enter detailed information below 7					
		Divestiture	,					
		_)					
00	0017 N	lame of company			0019 EI	N (9 dig	ts)	
						-		
А	Addres	ss (Number and str	eet, P.O. Box, etc.)					
		•						
С	City, to	own, village, etc.		State	ZIP Co	de		
					,		-	

					Month	Day	Yea
				0008			
	Not Applicable.			0008			
_	SALES, RECEIPTS, OR REVENUE						
	What were the revenues for this firm in 2018?						
	Include:						
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 						
	 For locations that were sold or acquired during a year, only report for locations. 		·		·		
	 Revenue from services performed by domestic locations of foreign p Revenues from electronic sources. 	paren	t firms, su	ibsidiarie	s, branc	nes, etc.	
	Exclude:						
	 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to 	n a la	ncal etato	or feder	al tav a	nency	
	 Rents from and revenue of separately operated departments, concess 						
	Commissions from vending machine operators.						
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). 	outsi	de the 50	states, D	istrict of	Columb	oia, U.S
			Mark "X"		2	2018	
			if None	\$ Bil.	Mil.	Thou.	
	Collection Services - Include services provided for the collection and subcontracted collection of garbage, refuse, rubbish and trash, commingled materials, and recyclable materials (e.g., cardboard, paper, plastics, metals, glass, organic waste) from dwellings, including apartment buildings and condominiums	. 3401					
	Non-Residential Nonhazardous Waste and Recyclable Material Collection Services - Include services provided for the collection and subcontracted collection of garbage, refuse, rubbish and trash, commingled materials, and recyclable materials (e.g., cardboard, paper, plastics, metals, glass, organic waste) from sources such as heavy and light industry, manufacturing, agriculture, warehousing, transportation, retail and wholesale commercial activities, restaurants offices, educational and recreational facilities, health, and other						
		3402					
	Hazardous Waste Management Collection Services - Include hazardous waste collection and hazardous waste transportation services	3403					
	All other operating revenue - Revenue not reported in lines 1 through 3. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7						
					1 1		
		1799					
	TOTAL OPERATING REVENUE Sum of lines 1 through 4	. 1800					
	Not Applicable.						

Form SA-56210E (DRAFT) Page 4

										U
8	REV	ENUE	FROM ELECTRONIC SOURCES							
	A. D	oid this	s firm have any revenues from customers er applications in 2018?	tering	orders d	lirectly on	the firm	's website	s or	
	00	040	Yes							
			No							
			s firm have any revenues from customers er applications in 2018?	tering	orders d	lirectly on	third-pa	rty websit	es or	
	00	041	Yes							
			No							
	C. D	oid this	s firm have any revenues from customers er s private networks, dedicated lines, etc.) in	tering 2018?	orders v	ia any otl	ner electr	onic syste	ms	
	00	042	Yes							
			No							
	D. C	of the 1	total 2018 revenues reported in ⑤ ,			2018]]	2018	
	V	vhat w	as the dollar amount (or percentage)	\$ Bil.	Mil.	Thou.	Dol.		Percent	t
			s from the revenues identified in over Please provide an estimate if	7 2			20			Т
			gures are not available					OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

REMARKS - Pleas data were estimate	e use this space to explain a	ny significant year-to-ye	ar changes, to clarify resp	oonses, or indicate whe

18 CONTACT INFORMATION

Name of persor	n to contact	regarding t	this repo	ort <i>(Please p</i>	orint)	Title						
	Area code		Numbe	er	Extension		Area code					
Telephone						Fax						
			-									
E-mail address						Website address						

We suggest you keep a copy for your records.

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU FORM SA-56220A (DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date	
Need help or have questions?	
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https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your response. The U.S. Census Bureau	
is required by Section 9 of the same law to keep your information	
CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your	
business, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data. This collection has been approved	
by the Office of Management and	
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and	
appears at the upper right of this page. Without this approval, we	
could not conduct this survey.	
Authorization Code	To view Comer Boulton
Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
Authentication Code:	https://www.census.gov/programs-surveys/sas.htm
	https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS
Any significant changeFor establishments sold	https://www.census.gov/programs-surveys/sas.htm
Any significant changeFor establishments sold this firm.	https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS n this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by
 Any significant change For establishments sold this firm. Estimates are acceptabl 	https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS n this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available.
 Any significant change For establishments sold this firm. Estimates are acceptabl Enter "0" where applical 	https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS n this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available.
 Any significant change For establishments sold this firm. Estimates are acceptabl Enter "0" where applical Do not combine data fo 	https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by the if book figures are not available. Dele.
 Any significant change For establishments sold this firm. Estimates are acceptabl Enter "0" where applical Do not combine data fo Report data on an accru Figures should be round 	https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available. ole. In two or more detailed lines. al basis, except for payroll. \$ Bil. Mil. Thou. Dol. \$ Bil. Mil. Thou. Dol.
 Any significant change For establishments sold this firm. Estimates are acceptabl Enter "0" where applical Do not combine data fo Report data on an accru Figures should be round If a figure is \$1,030,280, 	https://www.census.gov/programs-surveys/sas.htm GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by the if book figures are not available. Dole. In two or more detailed lines. al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
 Any significant change For establishments sold this firm. Estimates are acceptabl Enter "0" where applical Do not combine data fo Report data on an accru Figures should be round If a figure is \$1,030,280, Include: 	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. Or acquired in 2018, report data only for the period the establishments were operated by the if book figures are not available. Dele. In two or more detailed lines. All basis, except for payroll. All bed to the nearest dollar. All bed to the nearest dollar. All basis, except for payroll.
 Any significant change For establishments sold this firm. Estimates are acceptabl Enter "0" where applical Do not combine data fo Report data on an accru Figures should be round If a figure is \$1,030,280, Include: Data for all Services est 	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. Or acquired in 2018, report data only for the period the establishments were operated by the if book figures are not available. Dele. In two or more detailed lines. All basis, except for payroll. All ded to the nearest dollar. All ded to the nearest dollar. All descriptions and basis, excluding data for Retail, Wholesale, Manufacturing, Mining, and
 Any significant change For establishments sold this firm. Estimates are acceptabl Enter "0" where applical Do not combine data fo Report data on an accru Figures should be round If a figure is \$1,030,280, Include: Data for all Services est Construction operations Data for auxiliary facilities 	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by expected in the information of the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected by expected in the period the establishments were operated by expected by expected by expected in the period the establishments were operated by expected by e
 Any significant change For establishments sold this firm. Estimates are acceptabl Enter "0" where applical Do not combine data fo Report data on an accru Figures should be round If a figure is \$1,030,280, Include: Data for all Services est Construction operations Data for auxiliary facilities 	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. Or acquired in 2018, report data only for the period the establishments were operated by a if book figures are not available. Dele. I two or more detailed lines. al basis, except for payroll. Aled to the nearest dollar. 456 it should be reported as Abblishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and as defined by the survey coverage in ①B.
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Any significant change For establishments sold this firm. Estimates are acceptable Enter "0" where applicated Do not combine data for Report data on an accrubing should be rounded if a figure is \$1,030,280, Include: Data for all Services est Construction operations Data for auxiliary facilities garages, central administration.	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by expected in the information of the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected in the period the establishments were operated by expected by expected by expected in the period the establishments were operated by expected by expected by expected in the period the establishments were operated by expected by e
 Any significant change For establishments sold this firm. Estimates are acceptable Enter "0" where applicated Do not combine data for the result of the round Figures should be round If a figure is \$1,030,280, Include: Data for all Services est Construction operations Data for auxiliary facilities garages, central administrations A. MAILING ADDRESS Is this firm's name and 	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by the if book figures are not available. ole. I two or more detailed lines. al basis, except for payroll. ded to the nearest dollar. 456 it should be reported as I O 3 O 2 8 O 4 5 6 ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ①B. es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
Any significant change For establishments sold this firm. Estimates are acceptabl Enter "0" where applicated Do not combine data for Report data on an accrue Figures should be rounded if a figure is \$1,030,280, Include: Data for all Services est Construction operations Data for auxiliary facilities garages, central administration. A. MAILING ADDRESS Is this firm's name and Yes	GENERAL INSTRUCTIONS In this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by a if book figures are not available. The or more detailed lines. T
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Form SA-56220A (DRAFT) Page 2

	1 3	7-30	220	(DRAFI)																	ı a	ye z
1	В.	SUR	(VE	COVERAG	ìΕ																	
		Did	this	firm provid	de 1	the b	usine	ss ac	ctivi	ities	desc	cribe	ed be	low?								
		0001		Yes																		
		0001		No - Specify	y th	his firn	n's bu	ısines	ss ac	ctivity	ty 7											
				0002																		
2	No	t App	olica	ble.																		
3	OR	GAN	IIZA	TIONAL CH	IA	NGE																
	A.	Did	this	firm experi	ien	ice an	y acq	quisit	tion	ıs, sa	ales,	mer	gers,	, and/	or div	estiture	es in 20	018?				
				Yes																		
		0016	П	No - Go to	A																	
					_																	
	B.			if the follow I that apply. It												a the re	nortina	neriod	avnla	in in I	TD.	
		Criec	JK al	і шасарріў. П	'' ''	nore u	iiaii Ui	ne or	iyaiii	izatio	Oriai C	Criarig	ge oc	currec	i uuiiii	y ine re	porting	Month			Year	
				Acquisition														WIOTILIT	Day		Tear	Т
				Sale				organ	nizati	ional	l char	nge .					0018					
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				Merger		Ent	ter det	tailed	d info	orma	ation	belov	w₹									
				Divestiture																		
		0017	Nam	ne of company	У												0019 E	IN (9 dig	gits)			
																		_				
		Addı	ress	(Number and s	stre	et, P.O	. Box,	etc.)														
		City,	tow	n, village, etc.												State	ZIP Co	de				
		,		· •															_			

REPORTING PERIOD			ar that ii	ncludes								
NOTE: Calendar year data are preferred. If they are unavailable, please months of data for the 2018 calendar year.	eport for the	e fiscal yea	ai tiiat ii		at least si							
What time period is covered by the data provided in this report?				20	18							
			Е	Beginni	ng Date							
Calendar year			Month	Day	Year							
Eigen or partial year. Papert beginning and anding dates												
Fiscal or partial year - Report beginning and ending dates		0007		Ending	n Data							
			Month		Year							
				,								
		8000										
Not Applicable.												
SALES, RECEIPTS, OR REVENUE												
What were the revenues for this firm in 2018?												
Include:												
• Report gross billings, except where noted elsewhere on the form.												
 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 												
 For locations that were sold or acquired during a year, only report for locations. 	the periods	that this fi	rm oper	rated th	ne							
Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.												
 Revenue from services performed by domestic locations of foreign pare Revenues from electronic sources. 	rent firms, s	ubsidiaries	s, brancl	hes, etc).							
· · · · · · · · · · · · · · · · · · ·	rent firms, s	ubsidiaries	s, branch	hes, etc).							
 Revenues from electronic sources. Exclude: Transfers made within the company.).							
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Form SA-56220A (DRAFT) Page 4

8	REVEN	UES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers en applications in 2018?	tering orders d	lirectly on	the firm	s website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers en applications in 2018?	tering orders d	lirectly on	third-par	ty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this th as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	itering orders v 2018?	ia any otl	ner electro	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	he t	otal 2018 revenues reported in ① ,		2018			2018	
			as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	
	A-C	abo	ove? Please provide an estimate if gures are not available.				OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued										
			Mark "X"								
			if None	\$ Bil.	Mil.	Thou.	Dol.				
1.	 A. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 	1821									
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822									
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823									
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	1860					1 1				
3.	Expensed purchases of software - 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	1826			1 1		1 1				
4.	Other Operating Expenses										
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831									
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below										
_		1879									
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	1900			1 1						
15	and 16 Not Applicable.										

1	8

18 CONTACT INFORMATION

Name of persor	to contact	regarding	this rep	port <i>(Please p</i>	orint)	Title						
	Area code		Numb	er	Extension		Area code		Number			
Telephone						Fax						
			-									
E-mail address						Website address						

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-56220E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date
Need help or have questions?
· ·
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F)
or Visit
https://www.census.gov/programs- surveys/sas/information.html
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data.
This collection has been approved
by the Office of Management and Budget (OMB). The eight-digit OMB
approval number is 0607-0422 and appears at the upper right of this
page. Without this approval, we
could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

above

_ \	
_	
_	_

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address

PENALTY FOR FAILURE TO REPORT

	(DRAFI)			1 49
B. SURVE	COVERAGE			
Did thi	firm provide the business activities described below?			
	Yes			
0001	res			
	No - Specify this firm's business activity			
	0002			
EDERAL	MPLOYER IDENTIFICATION NUMBER (EIN)			
	irm report payroll under EIN			
□ Y	S			
013	Estate a second O disin FINI AND data as well as first	EIN (S	9 digits)	
□ N	o - Enter current 9-digit EIN AND date payroll was first reported for this EIN		-	
			Month Day	Vaar
			Month Day	Year
		0088		
	TIONAL CHANGE			
		- i 20	1402	
A. Did till	firm experience any acquisitions, sales, mergers, and/or divestiture	5 III 20	710:	
0016	Yes			
	No - Go to 4			
	of the following organizational changes occurred in 2018?		. , ,	
Check a	I that apply. If more than one organizational change occurred during the rep	orting	-	ain in W .
	Acquisition		Month Day	Year
	Date of organizational change	. 0018		
0091	Sale AND			
0091	Merger			
	Enter detailed information below			
	Divestiture			
		<u> </u>	18.1 (2.11.1.1	
0017 Na	ne of company	0019 E	IN (9 digits)	
			-	
Address	(Number and street, P.O. Box, etc.)			
0:1	""	710.0	1	
City, tov	n, village, etc. State	ZIP Co	ae	

	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year	ar that in	ncludes	at least s
	months of data for the 2018 calendar year.		201	0
	What time period is covered by the data provided in this report?	В	201 Beginnin	
	Calendar year	Month	Day	Year
(0006			
	Fiscal or partial year - Report beginning and ending dates			
		Month	Ending Day	Year
		IVIOITEII	Day	i cai
	0008			
)	Not Applicable.			
) :	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
-	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	 Dues and assessments from members and affiliates. Amounts received for work subcontracted to others. 			
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods that this fire 	rm oper	ated the	e.
		оро.		•
	locations.			
	• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries	s, branch	nes, etc.	
•	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries Revenues from electronic sources. 	s, branch	nes, etc.	
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries Revenues from electronic sources. Exclude:	s, branch	nes, etc.	
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries Revenues from electronic sources. 			
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federa Rents from and revenue of separately operated departments, concessions, etc., which are lea 	al tax ag	jency.	
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federa Rents from and revenue of separately operated departments, concessions, etc., which are leased commissions from vending machine operators. 	al tax ag	jency. others.	
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federa Rents from and revenue of separately operated departments, concessions, etc., which are lea 	al tax ag	jency. others.	
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federa Rents from and revenue of separately operated departments, concessions, etc., which are lea Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis 	al tax agased to o	jency. others.	
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	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federa Rents from and revenue of separately operated departments, concessions, etc., which are lea Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis Commonwealth Territories, or U.S. possessions). Mark "X"	al tax agased to ostrict of	gency. others. Columb	oia, U.S.
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federa Rents from and revenue of separately operated departments, concessions, etc., which are lea Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis Commonwealth Territories, or U.S. possessions). Mark "X"	al tax agased to ostrict of	gency. others. Columb	pia, U.S.
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federa Rents from and revenue of separately operated departments, concessions, etc., which are lea Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis Commonwealth Territories, or U.S. possessions). Mark "X"	al tax agased to ostrict of	gency. others. Columb	pia, U.S.
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal real form and revenue of separately operated departments, concessions, etc., which are lease. Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District Commonwealth Territories, or U.S. possessions). Mark "X" if None \$Bil. Nonhazardous Waste Disposal Services - Include nonhazardous waste landfill disposal services, nonhazardous waste disposal services such as disposal of nonhazardous waste by methods other than landfill, sanitary landfill, or incineration (e.g., injection wells, spreading of municipal sludge on land, disposal maintenance and 	al tax agased to ostrict of	gency. others. Columb	pia, U.S.
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal real real real real real real real	al tax agased to ostrict of	gency. others. Columb	pia, U.S.
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federa Rents from and revenue of separately operated departments, concessions, etc., which are lea Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis Commonwealth Territories, or U.S. possessions). Mark "X" if None \$\frac{1}{2}\$ Bil. Nonhazardous Waste Disposal Services - Include nonhazardous waste landfill disposal services, and other nonhazardous waste disposal services such as disposal of nonhazardous waste by methods other than landfill, sanitary landfill, or incineration (e.g., injection wells, spreading of municipal sludge on land, disposal maintenance and closure services) Hazardous Waste Treatment and Disposal Services - Include hazardous waste treatment of biological infectious waste, radioactive 	al tax agased to ostrict of	gency. others. Columb	pia, U.S.
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federa Rents from and revenue of separately operated departments, concessions, etc., which are lea Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis Commonwealth Territories, or U.S. possessions). Mark "X" if None \$ Bil. Nonhazardous Waste Disposal Services - Include nonhazardous waste landfill disposal services, nonhazardous waste disposal services such as disposal of nonhazardous waste by methods other than landfill, sanitary landfill, or incineration (e.g., injection wells, spreading of municipal sludge on land, disposal maintenance and closure services) Hazardous Waste Treatment and Disposal Services - Include hazardous waste treatment of biological infectious waste, radioactive waste, and other hazardous waste (e.g., organic solvents, oil grease,	al tax agased to ostrict of	gency. others. Columb	pia, U.S.
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	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries. Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal Rents from and revenue of separately operated departments, concessions, etc., which are leaded Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District Commonwealth Territories, or U.S. possessions). Nonhazardous Waste Disposal Services - Include nonhazardous waste landfill disposal services, and other nonhazardous waste disposal services such as disposal of nonhazardous waste by methods other than landfill, sanitary landfill, or incineration (e.g., injection wells, spreading of municipal sludge on land, disposal maintenance and closure services) Hazardous Waste Treatment and Disposal Services - Include hazardous waste treatment of biological infectious waste, radioactive waste, and other hazardous waste (e.g., organic solvents, oil grease, inorganic sludges, heavy metal solutions, pesticides, PCB wastes, and used tires and batteries). Include disposal services of hazardous waste (e.g., by controlled confinement, landfilling, and other methods). Include disposal facilities and maintenance and closure services All other operating revenue - Revenue not reported in lines 1 and 2. If this item is greater than 20% of the total operating 	al tax agased to ostrict of	gency. others. Columb	oia, U.S.
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal Rents from and revenue of separately operated departments, concessions, etc., which are leaded to the commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District Commonwealth Territories, or U.S. possessions). Nonhazardous Waste Disposal Services - Include nonhazardous waste landfill disposal services, nonhazardous waste disposal services such as disposal of nonhazardous waste by methods other than landfill, sanitary landfill, or incineration (e.g., injection wells, spreading of municipal sludge on land, disposal maintenance and closure services) Hazardous Waste Treatment and Disposal Services - Include hazardous waste treatment of biological infectious waste, radioactive waste, and other hazardous waste (e.g., organic solvents, oil grease, and used tires and batteries). Include disposal services of hazardous waste (e.g., by controlled confinement, landfilling, and other methods). Include disposal facilities and maintenance and closure services All other operating revenue - Revenue not reported in lines 1 	al tax agased to ostrict of	gency. others. Columb	oia, U.S.
	Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federa Rents from and revenue of separately operated departments, concessions, etc., which are lea Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis Commonwealth Territories, or U.S. possessions). Nonhazardous Waste Disposal Services - Include nonhazardous waste landfill disposal services, nonhazardous waste incineration disposal services, and other nonhazardous waste by methods other than landfill, sanitary landfill, or incineration (e.g., injection wells, spreading of municipal sludge on land, disposal maintenance and closure services) Hazardous Waste Treatment and Disposal Services - Include hazardous waste treatment of biological infectious waste, radioactive waste, and other hazardous waste (e.g., organic solvents, oil grease, inorganic sludges, heavy metal solutions, pesticides, PCB wastes, and used tires and batteries). Include disposal services of hazardous waste (e.g., by controlled confinement, landfilling, and other methods). Include disposal facilities and maintenance and closure services All other operating revenue - Revenue not reported in lines 1 and 2. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below 7	al tax agased to ostrict of	gency. others. Columb	oia, U.S.
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiaries. Revenues from electronic sources. Exclude: Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or federal Rents from and revenue of separately operated departments, concessions, etc., which are leaded Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District Commonwealth Territories, or U.S. possessions). Nonhazardous Waste Disposal Services - Include nonhazardous waste landfill disposal services, and other nonhazardous waste disposal services such as disposal of nonhazardous waste by methods other than landfill, sanitary landfill, or incineration (e.g., injection wells, spreading of municipal sludge on land, disposal maintenance and closure services) Hazardous Waste Treatment and Disposal Services - Include hazardous waste treatment of biological infectious waste, radioactive waste, and other hazardous waste (e.g., organic solvents, oil grease, inorganic sludges, heavy metal solutions, pesticides, PCB wastes, and used tires and batteries). Include disposal services of hazardous waste (e.g., by controlled confinement, landfilling, and other methods). Include disposal facilities and maintenance and closure services All other operating revenue - Revenue not reported in lines 1 and 2. If this item is greater than 20% of the total operating 	al tax agased to ostrict of	gency. others. Columb	oia, U.S.

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8	REVEN	UES	FROM ELECTRONIC SOURCES						
			firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers en applications in 2018?	ntering orders	directly or	n third-pai	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	itering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	he t	otal 2018 revenues reported in ① ,		2018			2018	
			as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent	
	A-C	abo	ove? Please provide an estimate if gures are not available.				OR ₂₅₀₁		%
									_

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



RE	MARKS	. РІрась по	e this space	to evolain a	ny significa	nt vear-to-v	ear change	s to clarify r	esnonses o	r indicate w	he
da	ta were es	timated.	o tino opuco	to explain a	ny oiginnou	int your to y	our onungo	s, to clarify r	33p011303, 0	i iliaidato w	1101

CONTACT IN	FORMATI	ON						
Name of person	to contact	regarding this r	eport <i>(Please p</i>	orint)	Title			
-	Area code	Nun	nber	Extension	_	Area code	Number	
Telephone	' '	_	' ' '		Fax	' '		
E-mail address					Website address			

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-56291A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** Any significant change in this firm's operations should be noted in ①. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280456 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.

 Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A. MA	ILIN	G ADDRESS
	ls th	is fii	rm's name and mailing address the same as shown in the mailing address above?
	0005		Yes
	0035		No - Enter corrections in the mailing address above

FORM SA-56291A (DRAFT)

U	6. SURVEY COVERAGE			
	Did this firm provide the business activities described below?			
	Yes			
	0001			
	No - Specify this firm's business activity			
	0002			
0				
2	lot Applicable.			
3	ORGANIZATIONAL CHANGE			
	A. Did this firm experience any acquisitions, sales, mergers, and/or divestit	ures in 20)18?	
	□ Yes			
	□ No - <i>Go to</i> 4			
	8. Which of the following organizational changes occurred in 2018?			
	Check all that apply. If more than one organizational change occurred during the	reporting	period, expla	in in 🕡.
	Acquisition		Month Day	Year
	Date of organizational change	0018		
	Sale AND			
	Merger Enter detailed information below 7			
	Divestiture			
	0017 Name of company	0019 E	IN (9 digits)	
			-	
	Address (Number and street, P.O. Box, etc.)			
	City, town, village, etc.	ate ZIP Co		

SAL	☐ Calendar year ☐ Fiscal or partial year - Report beginning and ending dates							nning	
Not SAL	Fiscal or partial year - Report beginning and ending dates				I	Month	n Da	У	Year
SAL	The state of the s			0	007				
SAL							Enc	ling [Date
SAL					Ī	Month		Ť	Year
SAL									
SAL				0	800				
SAL	Applicable.								
Wha	LES, RECEIPTS, OR REVENUE								
	at were the revenues for this firm in 2018?								
	ude:								
	port gross billings, except where noted elsewhere on the form. les and assessments from members and affiliates.								
	nounts received for work subcontracted to others.								
	r locations that were sold or acquired during a year, only report for cations.	the per	iods t	hat this	s firn	n ope	erated	d the	
	venue from services performed by domestic locations of foreign par venues from electronic sources.	rent firn	ns, su	bsidia	ies,	brand	ches,	etc.	
	lude:								
	ansfers made within the company.								
	xes collected directly from customers or clients and paid directly to	a local.	state	, or fed	leral	tax a	agenc	y.	
	nts from and revenue of separately operated departments, concessi								
	mmissions from vending machine operators.								
• Re Co	venue of foreign subsidiaries (those located outside the U.S., i.e., ou ommonwealth Territories, or U.S. possessions).	utside th	ne 50	states,	Dist	rict c	of Col	umbi	a, U.S.
			rk "X"				2018		
		if I	Vone	\$ Bil.	I	/lil.	Т	hou.	Dol.
Non	hazardous Waste and Recyclable Material Consolidation, rage, and Preparation Services - Include nonhazardous								
recy	clable material recovery preparation services and operations of								
		3407							
Sale	e or brokerage of nonhazardous recyclable material e sale or brokerage of recyclable material (e.g. cardboard,								
pap	er, plastics, metals, glass, organic waste) recovered from the								
non	hazardous waste stream	3363							
	er Waste Management Services - Include septic tank services; ning and maintenance for nonhazardous waste holding and drain								
	ities; and portable toilet rental services	3408							
	other operating revenue - Revenue not reported in lines brough 3. If this item is greater than 20% of the total								
All of the ope	rating revenue, specify the primary source of the revenue								
All of the ope	rating revenue, specify the primary source of the revenue by 7								
All of the ope	w Z wo	1700		1				ı	
All ope	ow 7	1799							
All ope belo	w Z wo								

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year.

What time period is covered by the data provided in this report?

Form SA-56291A (DRAFT) Page 4

•											,-
8	RE	VEN	UES	FROM ELECTRONIC SOURCES							
	A.			firm have any revenues from customers opplications in 2018?	entering	g orders o	lirectly or	the firm	's websites	or	
		0040		Yes							
				No							
	В.			firm have any revenues from customers opplications in 2018?	entering	g orders o	lirectly or	third-pa	rty website	s or	
		0041		Yes							
				No							
	C.			firm have any revenues from customers of private networks, dedicated lines, etc.) in			via any otl	her electr	onic systen	ns	
		0042		Yes							
				No							
	D.			otal 2018 revenues reported in 0 ,			2018) [2018	
				s the dollar amount (or percentage) from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	
		A-C	abo	ve? Please provide an estimate if					OR 2501		%

_12	Not Applicable.
	riot Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14 OPERATING EXPENSES - Continued

Dol.

2018

Thou.

Mil.

Mark "X" sil.

1.	Personnel Costs							
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages	. 1821						
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	. 1822						
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	. 1823						
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	t . 1860					ı	ı
3.	Expensed purchases of software - 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							
4.	Other Operating Expenses							
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment						1	
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7							
				'	ı		I	
5.	TOTAL OPERATING EXPENSES	1879						
	Sum of lines 1a through 4b	. 1900						
(15)	and 16 Not Applicable.							

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D	REMARKS - Please data were estimate	e use this space	e to explain any s	ignificant year	r-to-year changes, t	to clarify respoi	nses, or indicat	e where
3	CONTACT INFOR	MATION						
	Name of person to co		this report (Please t	Title				
			, , , , , , , , , , , , , , , , , , , ,					
	Area	a code	Number	Extension		Area code	Number	
	Telephone		-		Fax		-	
		1		The second secon				
	E-mail address				Website address			
	E-mail address				Website address			



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-56291E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ I	Bil.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	4. N	ЛΑ
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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

		Yes
0035		
	П	No - Enter corrections in the m

No - Enter corrections in the mailing address above



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1 B. SURVEY COVERAGE					
Did this firm provide the business activities described below?					
Did tills film provide the business activities described below:					
Ves Yes					
No - Specify this firm's business activity					
0002					
2 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)					
Does this firm report payroll under EIN					
Yes					
0013		EIN (9	digits)		
No - Enter current 9-digit EIN AND date payroll was first			_		
reported for this EIN	0015				
			Month	Day	Year
		0088			
3 ORGANIZATIONAL CHANGE					
A. Did this firm experience any acquisitions, sales, mergers, and/or dive	stiture	s in 20	18?		
Yes					
0016					
No - Go to 4					
B. Which of the following organizational changes occurred in 2018?					
Check all that apply. If more than one organizational change occurred during	g the rep	porting	period,	explai	n in 🕡.
Acquisition			Month	Day	Year
Date of organizational change		. 0018	,		
Sale AND		'			
Merger					
Enter detailed information below?					
Divestiture					
0017 Name of company		0019 EI	N (9 dig	its)	
			_		
Address (Number and street, P.O. Box, etc.)					
City, town, village, etc.	State	ZIP Cod	10		
Gity, town, vinage, etc.	State	Z1F C00	ae e		
				-	

m SA-56291E (DRAFT) REPORTING PERIOD			Pag
	ar that i	naludad	a at laget ei
NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	ar that i	nciudes	s at least si
What time period is covered by the data provided in this report?		20	18
	E	Beginni	ng Date
Calendar year	Month	Day	Year
0006			
Fiscal or partial year - Report beginning and ending dates			
			g Date
	Month	Day	Year
		1	
0008			
Not Applicable.			
SALES, RECEIPTS, OR REVENUE			
What were the revenues for this firm in 2018?			
Include:			
 Report gross billings, except where noted elsewhere on the form. 			
 Dues and assessments from members and affiliates. 			
Amounts received for work subcontracted to others.			
 For locations that were sold or acquired during a year, only report for the periods that this filocations. 	rm ope	rated th	ne
• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries	, brancl	hes, etc	Э.
Revenues from electronic sources.			
Exclude:			
• Transfers made within the company.			
• Taxes collected directly from customers or clients and paid directly to a local, state, or feder			
• Rents from and revenue of separately operated departments, concessions, etc., which are lea	ased to	others.	
Commissions from vending machine operators.			

		Mark "X" if None	2018					
			\$ Bil.	Mil.	Thou.	Dol.		
1.	Nonhazardous Waste and Recyclable Material Consolidation, Storage, and Preparation Services - Include nonhazardous							
	recyclable material recovery preparation services and operations of nonhazardous waste transfer facilities			1 1		1 1		
2.	Sale or brokerage of nonhazardous recyclable material - the sale or brokerage of recyclable material (e.g. cardboard,							
	paper, plastics, metals, glass, organic waste) recovered from the nonhazardous waste stream							
3.	Other Waste Management Services - Include septic tank services;							
	cleaning and maintenance for nonhazardous waste holding and drain facilities; and portable toilet rental services							
4.	All other operating revenue - Revenue not reported in lines 1 through 3. If this item is greater than 20% of the total							

	operating revenue, specify the primary source of the revenue below 7						Ŀ
							E
							E
		1799	1				E
j.	TOTAL OPERATING REVENUE						E
	Sum of lines 1 through 4	1800					
7	Not Applicable.						ŀ
	THOU Applicable.						E

orn	1 S/	A-5629	1E	(DRAFT)									Pa	ige
8	RE	VENUE	S FR	OM ELECTI	RONIC SO	URCES								
	A.			n have any lications in		from cus	stomers er	ntering	orders d	lirectly or	the firm	's website	s or	
		0040	Yes	5										
			No											
	В.			n have any lications in		from cus	stomers er	ntering	orders d	lirectly or	third-pa	rty website	es or	
		0041	Yes	3										
			No											
	C.			n have any vate netwo						ia any otl	ner electr	onic syste	ms	
		0042	Yes	3										
			No											
	D.			2018 reve						2018			2018	
		what w	vas ti as fre	he dollar ar om the reve	nount (or enues ide	percenta ntified in	ige)	\$ Bil.	Mil.	Thou.	Dol.		Percen	t
		A-C ab	ove?	Please pro	vide an e	stimate if	f	'		' '	1 1	OB	' '	0/

9-(13	Not Applicable	
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

%

2501

14	OPERATING EXPENSES - Continued						
			Mark "X"	4 D ''		2018	
1.	Personnel Costs		if None	\$ Bil.	Mil.	Thou.	Dol.
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the	1821					1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	1860			1 1		1 1
3.	Expensed purchases of software - 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	1826					
4.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?						
_	TOTAL OPERATING EXPENSES	1879	Ш				
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	1900					
13	and 16 Not Applicable.						

	SA-56291E										Pag
R	REMARKS - F ata were esti	Please use the	nis space to	explain a	ny signific	ant year-to	-year chan	ges, to cla	rify respo	nses, or i	indicate whe
u.	ata word out	illatoa.									

CONTACT IN	FORMATI	ON							
Name of person	n to contact	regarding f	this repor	t (Please _l	print)	Title			
	Area code		Number		Extension		Area code	Number	
Telephone						Fax			
			-					-	
						Website address			

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SEF U.S. Econ U.S. FORM

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-61000A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	Bil. Mil.				Т	Thou.			Dol.		
•		1	0	3	0	2	8	0	4	5	6	

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A.	MAILING	ADDRES
------	---------	--------

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



Form SA-61000A (DRAFT)

1	В.	SURVE	Y COVERAG	E	
		Did thi	s firm provid	le the business activities described below?	
			Yes		
		0001	res		
			No - Specify	this firm's business activity	
			0002		
2		t Applic			
3			ATIONAL CH		
	A.	Did thi	s firm experi	ience any acquisitions, sales, mergers, and/or divestitures in 2018?	
		0016	Yes		
			No - Go to	9	
	B.	Which	of the follow	ving organizational changes occurred in 2018?	
				If more than one organizational change occurred during the reporting perio	d, explain in 🛈.
			Acquisition	Mont	th Day Year
			Acquisition	Date of organizational change	
		0091	Sale	> AND	
			Merger		
			Divestiture	Enter detailed information below	
			Divestiture	J	
		0017 Na	me of company	0019 EIN (9 c	ligits)
		Address	(Number and s	street, P.O. Box, etc.)	
		City, to	vn, village, etc.	State ZIP Code	
					-

Form SA-61000A (DRAFT) Page 3

4	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	ır that ir	ncludes	s at least six
	What time period is covered by the data provided in this report?		20	18
		В	eginni	ng Date
	Calendar year	Month	Day	Year
	0006			
	Fiscal or partial year - Report beginning and ending dates			
			Ending	g Date
		Month	Day	Year
			'	1 1 1
	0008			
5	TAX STATUS			
	A. Is this firm or organization operated on a not-for-profit basis?			
	Yes			
	0031 No - <i>Go to</i> 6			
	B. Was all or part of the income of this firm or organization exempt from Federal inc section 501 of the Internal Revenue Code?	ome ta	xes ur	nder
	Ongo Yes			

6 SALES, RECEIPTS, OR REVENUE

No

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. Possessions).

INSTRUCTIONS FOR TAXABLE FIRMS

Include:

- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.

Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.



Form	s SA	\-61 (000	A (DRAFT)					Page 4
6	SA	LES,	RE	CEIPTS, OR REVENUE - Continued					
								2018	
						\$ Bil.	Mil.	Thou	. Dol.
1.	то	TAL (OPE	RATING REVENUE	1800				
7	Not	t App	ical	ole.					
8	RE	VENU	JES	FROM ELECTRONIC SOURCES					
				firm have any revenues from customers entering applications in 2018?	orders directly	on the	firm's v	websites	s or
		0040		Yes					
				No					
				firm have any revenues from customers entering applications in 2018?	orders directly	on thir	d-party	website	es or
		0041		Yes					
				No					
	C.	Did t	his ı as	firm have any revenues from customers entering private networks, dedicated lines, etc.) in 2018?	orders via any	other e	ectroni	ic systeı	ns
		0042		Yes					
				No					
	D.	Of th	e t	otal 2018 revenues reported in 3 ,	2018				2018
				s the dollar amount (or percentage) s from the revenues identified in	Mil. Thou	. Do	ol.		Percent
		A-C	abo	ve? Please provide an estimate if jures are not available			C	OR ₂₅₀₁	%

	6	Nat Amalianla
9	= 13	Not Applicable

OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

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G EXPENSES - Cor Costs nnual payroll - Tot	ntinued										
nnual payroll - Tot											
nnual payroll - Tot				Mark "X"			2	2018			
nnual payroll - Tot				if None	\$ Bil.	Mi	l	Tho	ou.	D	ol.
or all employees as i er's Quarterly Federa that correspond to t er's Annual Federal 1	reported on this Il Tax Return, lir the survey perio	s firm's IRS Form ne 5(c) for the fou od or IRS Form 94	r 14				ı				
en stock options that er's cost for fringe equired programs ar insurance premiuma le service plans (e.gon equivalents for seli- ty administrators (To contribution plans (end other fringe bene sation insurance, un- e programs, life insu	are taxable to be benefits - Em nd programs no s for hospital pl ., dental, vision f-insured plans PAs); defined be e.g., profit sharii efits (e.g., Socia employment tax urance benefits,	employees as wan ployer's cost for the required by law lans, medical plans, medical plans, prescription dru and fees paid to enefit pension plang, 401K, stock of I Security, workers, state disability Medicare). Exclusive	ges . 1821 . ns, gs); nns; otion s'								
ary staff and lease Professional Employers for personnel. Incl	ed employee e er Organizations	xpense - Total co s (PEOs) and staff	osts								
clude expensed con s, fax machines, tele tors). Include mater others; materials and pplies; small tools; on and motor fuels. Repo	nputer hardwar ephones, shop a rials and supplied d parts used in containers and co ort packaged so	e and other equip and lab equipmen es used in providi repairs; office and other packaging oftware in line 3 a	oment t, ing i								
purchases of softwed, or vendor custor customized by oth icensing agreement	vare - Purchase mized software. ners, web-design s, upgrades of s	es of prepackaged Include software In services and Software, and	, e								
rating Expenses											
taken against tangib gible assets and impaseholds, tangible a ents, and amortizatio tents, copyrights). Ex	ole assets owner provements owners obtained in charges again sclude impairm	d and used by thi ned by this firm through capital le ast intangible asso nent	s ease ets 1831			1					
rted above, unless sons. Include office per purchases of merches. If this item is grage expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses, specing expenses expen	specifically exclusions postage paid an nandise for resa eater than 20 °	uded in the gener d package deliver ale and non-opera % of the total	al y.					T			
			1879		'	1		'		'	
FRATING EXPENS	FS		10/9								+
			1900		1	1					
O WE JUNEOUS TO SEE SEE SEE SEE THE THE SEE SEE SEE SEE SEE	en stock options that er's cost for fringe equired programs are insurance premium ple service plans (e.g. n equivalents for select ty administrators (Tocontribution plans (e.g. n equivalents for select ty administrators) (Indo other fringe benestation insurance, under programs, life insurance contributions. For staff and least Professional Employers for personnel. Include include expensed consistency. Include materials and implies; small tools; and motor fuels. Reprented equipment in purchases of software fees related to soft effect in the fees related to soft effect i	er's cost for fringe benefits - Emequired programs and programs not insurance premiums for hospital plate service plans (e.g., dental, vision nequivalents for self-insured plans rty administrators (TPAs); defined be contribution plans (e.g., profit sharind other fringe benefits (e.g., Social sation insurance, unemployment take programs, life insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, see contributions. For example, the insurance benefits, and amortization charges against tangible assets obtained benefits, and amortization charges against the seed of see see related to software upgrades of see fees related to software upgrades and improvements ow the seed of the	er's cost for fringe benefits - Employer's cost for equired programs and programs not required by law insurance premiums for hospital plans, medical plans de service plans (e.g., dental, vision, prescription drun equivalents for self-insured plans and fees paid to rety administrators (TPAs); defined benefit pension plans contribution plans (e.g., profit sharing, 401K, stock open and other fringe benefits (e.g., Social Security, worker sation insurance, unemployment tax, state disability see programs, life insurance benefits, Medicare). Exclusive contributions. **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense - Total contributions.** **Tary staff and leased employee expense of the parts and supplies (not fice).** **Tary staff and leased employee expense of the parts and supplies (not fice).** **Tary staff and leased employee expense of parts and parts used in repairs; office and parts used in repairs; office and parts and parts used in repairs; office and parts and parts and parts and parts and parts and parts and parts and parts and parts and parts and parts and parts and parts and parts and par	er's cost for fringe benefits - Employer's cost for equired programs and programs not required by law. insurance premiums for hospital plans, medical plans, ple service plans (e.g., dental, vision, prescription drugs); in equivalents for self-insured plans and fees paid to rty administrators (TPAs); defined benefit pension plans; contribution plans (e.g., profit sharing, 401K, stock option and other fringe benefits (e.g., Social Security, workers' sation insurance, unemployment tax, state disability see programs, life insurance benefits, Medicare). Exclude see contributions	er's cost for fringe benefits - Employer's cost for equired programs and programs not required by law. insurance premiums for hospital plans, medical plans, les ervice plans (e.g., dental, vision, prescription drugs); in equivalents for self-insured plans and fees paid to try administrators (TPAs); defined benefit pension plans; contribution plans (e.g., profit sharing, 401K, stock option and other fringe benefits (e.g., Social Security, workers' sation insurance, unemployment tax, state disability be programs, life insurance benefits, Medicare). Exclude secontributions. **Terofessional Employer Organizations (PEOs) and staffing is for personnel. Include all charges for payroll, benefits, vices **Professional Employer Organizations (PEOs) and staffing is for personnel. Include all charges for payroll, benefits, vices **Professional Employer Organizations (PEOs) and staffing is for personnel. Include all charges for payroll, benefits, vices **Professional Employer Organizations (PEOs) and staffing is for personnel. Include all charges for payroll, benefits, vices **Professional Employer Organizations (PEOs) and staffing is for personnel. Include all charges for payroll, benefits, vices **Professional Employer Organizations (PEOs) and staffing is for personnel. Include all charges for payroll, benefits, vices **Professional Employer Organizations (PEOs) and staffing is for personnel. Include all charges in providing others; materials and parts used in repairs; office and pipplies; small tools; containers and other peakaging others; materials and parts used in repairs; office and pipplies; small tools; containers and other packaging others; materials and parts used in repairs; office and pipplies; small tools; containers and other packaged, ed, or vendor customized software - Purchases of prepackaged, ed, or vendor customized software - Purchases of software, and efees related to software upgrades of software, and efees related to software upgrades of software, and efees related to software upgrades of soft	er's cost for fringe benefits - Employer's cost for equired programs and programs not required by law. insurance premiums for hospital plans, medical plans, gle service plans (e.g., dental, vision, prescription drugs); in equivalents for self-insured plans and fees paid to try administrators (TPAs); defined benefit pension plans; contribution plans (e.g., profit sharing, 401K, stock option and other fringe benefits (e.g., Social Security, workers' sation insurance, unemployment tax, state disability se programs, life insurance benefits, Medicare). Exclude excentributions. 1822 arry staff and leased employee expense - Total costs professional Employer Organizations (PEOs) and staffing for personnel. Include all charges for payroll, benefits, rices 1823 arguipment, materials, parts, and supplies (not for clude expensed computer hardware and other equipment s, fax machines, telephones, shop and lab equipment, tors). Include materials and supplies used in providing others; materials and parts used in repairs; office and applies; small tools; containers and other packaging and motor fuels. Report packaged software in line 3 and rented equipment in line 4b. 1860 purchases of software - Purchases of prepackaged, ed, or vendor customized software. Include software or customized by others, web-design services and licensing agreements, upgrades of software, and e fees related to software upgrades and alterations 1826 rating Expenses lation and amortization charges against intangible assets sents, and amortization charges against intangible assets ents, and amortization charges against intangible assets ents, and amortization charges against intangible assets ents, experience and more poperating expenses of merchandise for resale and non-operating s. If this item is greater than 20% of the total and expenses of merchandise for resale and non-operating s. If this item is greater than 20% of the total and expenses of merchandise for resale and non-operating s. If this item is greater than 20% of the total and expenses o	cer's cost for fringe benefits - Employer's cost for equired programs and programs not required by law. insurance premiums for hospital plans, medical plans, le service plans (e.g., dental, vision, prescription drugs); in equivalents for self-insured plans and fees paid to try administrators (TPAs); defined benefit pension plans; contribution plans (e.g., profit sharing, 401K, stock option and other fringe benefits (e.g., Social Security, workers' sastion insurance, unemployment tax, state disability se programs, life insurance benefits, Medicare). Exclude econtributions. **Tarry staff and leased employee expense - Total costs Professional Employer Organizations (PEOs) and staffing for personnel. Include all charges for payroll, benefits, rices **Tarry staff and leased employee expense - Total costs Professional Employer Organizations (PEOs) and staffing for personnel. 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Report packaged software in line 3 and rented equipment in line 4b. **Tarry purchases of software - Purchases of prepackaged, ed, or vendor customized software software provides and subsequent provides and subsequent provides and subsequent provides and subsequent provides and subsequent provides and subsequent provides and subsequent provides and subsequent provides and subsequent provides and subsequ	cer's cost for fringe benefits - Employer's cost for equired programs and programs not required by law. insurance premiums for hospital plans, medical plans, leg service plans (e.g., dental, vision, prescription drugs); in equivalents for self-insured plans and fees paid to try administrators (TPAs); defined benefit pension plans; contribution plans (e.g., profit sharing, 401K, stock option ind other fringe benefits (e.g., Social Security, workers' sation insurance, unemployment tax, state disability exprograms, life insurance benefits, Medicare). 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Include software by customized software upgrades of software, and effect effect of software upgrades of software, and effect effect of software upgrades and alterations 1826 rating Expenses iation and amortization charges - Include depreciation taken against tangible assets obtained through capital lease ents, and amortization charges against intangible assets tents, copyrights). Exclude impairment 1831 ber operating expenses - All other operating expenses rited above, unless specifically excluded in the general ons. Include office postage paid and package delivery. Profits and package delivery. Profits and package delivery. Profits and package delivery. Profits and package delivery. Profits and package delivery. Profits and package delivery. Profits and package delivery.	an stock options that are taxable to employee's as wages . 1821 are's cost for fringe benefits - Employee's cost for equired programs and programs not required by law. insurance premiums for hospital plans, medical plans, lie service plans (e.g., dental, vision, prescription drugs); ne equivalents for self-insured plans and fees paid to try administrators (TPAs); defined benefit pension plans; contribution plans (e.g., profit sharing, 401K, stock option ind other fringe benefits (e.g., Social Security, workers' sation insurance, unemployment tax, state disability be programs, life insurance benefits, Medicare). Exclude secontributions. arry staff and leased employee expense - Total costs Professional Employer Organizations (PEOs) and staffing for personnel. 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Include all charges for payroll, benefits, rices 1823 cquipment, materials, parts, and supplies (not for clude expensed computer hardware and other equipment, s, fax machines, telephones, shop and lab equipment, tors). Include materials and supplies used in providing others; materials and parts used in repairs; office and pipplies; small tools; containers and other packaging and motor fuels. Report packaged software in line 3 and rented equipment in line 4b. 1820 purchases of software - Purchases of prepackaged, etc. or customized by others, web-design services and licensing agreements, upgrades of software, and e fees related to software upgrades and alterations 1826 reperating Expenses include assets obtained through capital lease shifts, and amortization charges against intangible assets ents, copyrights). Exclude impairment 1827 training Expenses and improvements owned by this firm asseholds, tangible assets obtained through capital lease shifts, our programs of merchandise for resale and non-operating expenses of merchandise for resale and non-operating streams. Include office postage paid and package delivery, a purchases of merchandise for resale and non-operating streams. Include office postage paid and package delivery, a purchase of merchandise

) [REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate whe data were estimated.
(data were estimated.

18	CONTACT IN	FORMATI	ON									
	Name of person to contact regarding this report (Please print)						Title					
	Area code Number Extens		Extension		Area code Number							
	Telephone			-		1 1 1	Fax			-		
	E-mail address				Website address							

We suggest you keep a copy for your records.

MENTO O

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-61000E	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - This https://portal.census.gov	s survey should be completed online at:
Authentication Code:	To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	Bil. Mil.			Thou.			Dol.			
*		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING
		le thie fire

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

0035	Yes
	No - Enter corrections in the mailing address above

1 B. SURVEY COVERAGE				
Did this firm provide the business activities described below?				
Yes				
No. Consify this firm's business notivity.				
□ No - Specify this firm's business activity ¬				
0002				
2 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)				
Does this firm report payroll under EIN				
Does this fifth report payron under Line				
Yes				
0013	EIN (9	digits)		
No - Enter current 9-digit EIN AND date payroll was first	ı			1 1 1
reported for this EIN				
		Month	Day	Year
	8800			
3 ORGANIZATIONAL CHANGE				
	: 20	107		
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures	III 20	101		
Yes				
0016				
No - Go to 4				
B. Which of the following organizational changes occurred in 2018?				
Check all that apply. If more than one organizational change occurred during the repo	orting	period,	explair	n in 🕡.
		Month		Year
☐ Acquisition		WIOTILIT	Day	T Cui
Date of organizational change	. 0018			1 1 1
Sale > AND				
Merger				
Enter detailed information below?				
Divestiture				
0017 Name of company	0019 EII	N (9 dig	its)	
Address (Number and street, P.O. Box, etc.)				
City, town, village, etc.	ZIP Cod	de .		
State 1		ie		
			-	

Form SA-61000E (DRAFT) Page 3

4	REP	OR	TING PERIOD			
			alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that ir	ncludes	s at least six
	Wha	at ti	me period is covered by the data provided in this report?		20	18
				В	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year
			8000			
5	TAX	(ST	ATUS			
	A. I	s th	is firm or organization operated on a not-for-profit basis?			
	0	0031	Yes			

section 501 of the Internal Revenue Code?

B. Was all or part of the income of this firm or organization exempt from Federal income taxes under

O030 Yes

6 SALES, RECEIPTS, OR REVENUE

No - Go to 6

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. Possessions).

INSTRUCTIONS FOR TAXABLE FIRMS

Include:

- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.

Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.



Forn	ı S <i>F</i>	A-61 (000	E (DRAFT)						Paç	ge 4
6	SA	LES,	RE	CEIPTS, OR REVENUE - Continued							
								2	018		
						:	\$ Bil.	Mil.	Thou	. Dol.	
1.	то	TAL	OPI	RATING REVENUE		. 1800					
7	Not	t App	lical	ole.							
8	RE	VENU	JES	FROM ELECTRONIC SOURCES							
				firm have any revenues from customers entering polications in 2018?	ng orders dir	ectly o	n the fi	m's we	ebsite	s or	
		0040		Yes							
				No							
				firm have any revenues from customers entering polications in 2018?	ng orders dir	ectly o	n third-	oarty w	ebsite	es or	
		0041		Yes							
				No							
	C.	Did t	his 1 as	firm have any revenues from customers entering private networks, dedicated lines, etc.) in 2015	ng orders via 8?	a any ot	her elec	tronic	syste	ms	
		0042		Yes							
				No							
	D.	Of th	e t	otal 2018 revenues reported in ① ,	20)18				2018	
				s the dollar amount (or percentage) s from the revenues identified in		Thou.	Dol.			Percent	
		A-C	abo	ve? Please provide an estimate if gures are not available				OR	2501		%
					•						

	6	Nat Amalianla
9	= 13	Not Applicable

OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued					
		Mark ")			2018	
1.	Personnel Costs	if Non	\$ Bil.	Mil.	Thou.	Dol.
1.	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 18	321				
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	322				
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	323				1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.	360		1 1		1 1
3.	Expensed purchases of software - 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 18	326				
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	331		1 1		
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?					
5.	TOTAL OPERATING EXPENSES	379				
J.	Constitute de de la la de	900				
15	and 16 Not Applicable.					

	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify response data were estimated.	es, or indicate whe
(data were estimated.	

Area code

Telephone

E-mail address

Number

Area code

Fax

Number

Extension

SERVICE ANNUAL SURVEY
U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-62000A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your	
business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data. This collection has been approved	
by the Office of Management and	
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and	
appears at the upper right of this page. Without this approval, we	
could not conduct this survey.	
INTERNET REPORTING - This https://portal.census.gov Authentication Code:	s survey should be completed online at: To view Survey Results:
	https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
 Any significant change i 	n this firm's operations should be noted in 😈.
 For establishments sold this firm. 	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
•Enter "0" where applicat	
	r two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	
<u> </u>	456 it should be reported as $ 1030280736 $
Include: • Data for all Services est	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
Construction operations	as defined by the survey coverage in 1 B.
 Data for auxiliary faciliting garages, central administration 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	d mailing address the same as shown in the mailing address above?
Yes	
0035	
□ No - Enter co	prrections in the mailing address above

0111	J	4-62000	JA (DRAFT)																				Page 2
1	В.	SURVE	Y COVERAGE																				
		Did this	firm provide	the bu	sine	ess a	acti	iviti	ies d	desci	ribed	d bel	ow?										
		0001	Yes																				
			No - Specify t	this firm	ı's bu	usine	iess .	activ	ivity ,	7													
			0002																				
<u> </u>	Nia	+ Λl:																					
2		t Applica		NCE																			
3			ATIONAL CHA s firm experie		v acc	auis	sitio	ons.	sala	les. n	mera	iers.	and	/or di	ives	titure	s in 2	0187	•				
			Yes		,	quio	0.0.0	J J ,	, oui			,0.0,	CIII CI				J -						
		0016																					
			No - Go to 4																				
			of the followi Il that apply. If												rina	ho ro	ortina	nor	iod	OV	dain	in 🗭	
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			_)																			
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				. 50	_		`											-					
		Address	(Number and str	reet, P.O.	Box,	, etc.)	.)																
		City town	n, village, etc.													State	ZIP C	odo					
		City, tow	n, village, etc.													State	ZIF C	oue					
																					-		

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year or other partial year data included in the 2018 calendar year.

What time period is covered by the data provided in this report?

	Calendar year
6	Fiscal year - Report beginning and ending dates

		20	18
	E	Beginni	ng Date
	Month	Day	Year
0007			
		Ending	g Date
	Month	Day	Year
			1 1 1
8000			

5 TAX STATUS

0006

A. Is this firm or organization operated on a not-for-profit basis?

Partial year - Report beginning and ending dates

0004	Yes
0031	No - Go to G

B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code?

	Yes
0030	
	No



What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAXABLE FIRMS

Include:

- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.

Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.

	Mark "X"			2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts					
 a. Government payers - Report revenues from the following sources: 					
1. Medicare - Fee for service only from parts A, B and D (exclude part C)					
2. Medicaid - Fee for service only					
3. Workers' compensation					
4. All other government programs - Include programs such as but not limited to: Children's Health Insurance Program (CHIP), Department of Defense (DOD), Civilian Health and Medical Programs of the Department of Veterans Affairs (CHAMPVA), TRICARE, Substance Abuse and Mental Health Services Administration (SAMHSA), and Indian Health Services					
(IHS)					
b. Revenue from health care providers - Include revenue from hospitals, health practitioners, outpatient care facilities, etc 9129					

CONTINUE WITH 6 ON PAGE 5

Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, caleteria and parking lot receipts - Continued c. Private insurance 1. Private health insurance, including Medicare and Medicaid managed care plans. Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans. Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance. 2. Property and casualty insurance - Include revenue from auto and homeowners insurance and other accident/liability insurance. Exclude workers' compensation insurance. 4112 d. Patient out-of-pocket from patients and their families - Include all deductibles and co-insurance from private health insurance, Medicare, Medicare, Medicare, and other public programs paid by the beneficiary or the family of the beneficiary 4112 d. All other sources of revenue for patient care - Include all other sources of revenue for patient care - Include all other sources of revenue for patient care - Include all other sources of revenue for medical administration and other administrative services, incentive payments, management fees, medical director fees, etc. 4103 Non-Patient Care Revenue a. Contributions, gifts, and grants received b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold 7142 Revenue from health practitioners, hospitals, outpatient care services provided, Include revenue for medical administration and other health care practitioners for non-patient care services provided, Include revenue for medical administration and other health care practitioners	your the v repor disco rever	sources of revenue in each of the below categories. Include		\$ Bil.	Mil.		Do
your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts - Continued C. Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance	your the v repor disco rever	sources of revenue in each of the below categories. Include					
1. Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administerated by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance		rting period. This figure should be reported net of any negotiated bunts and write-downs for bad debt. Exclude non-patient care nue such as grants, subsidies, contributions, philanthropy, and					
Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance	c. P	rivate insurance					
2. Property and casualty insurance - Include revenue from auto and homeowners insurance and other accident/liability insurance. Exclude workers' compensation insurance. d. Patient out-of-pocket from patients and their families - Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary. e. All other sources of revenue for patient care - Include all other sources of revenue for patient care not included in lines 1a1 through 1d - Specify 7 Non-Patient Care Revenue a. Contributions, gifts, and grants received b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold 1742 c. Revenue from health care providers for non-patient care - Include revenue from health practitioners, hospitals, outpatient care facilities, and all other health care practitioners for non-patient care services provided. Include revenue for medical administration and other administrative services, incentive payments, management fees, medical director fees, etc. 4113 d. All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below 7 TOTAL REVENUE Sum of lines 1a1 through 2d 1800	1.	Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and	111				
Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary	2.	Property and casualty insurance - Include revenue from auto and homeowners insurance and other accident/liability					
all other sources of revenue for patient care not included in lines 1a1 through 1d - Specify 7 Non-Patient Care Revenue a. Contributions, gifts, and grants received 1741 b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold 1742 c. Revenue from health care providers for non-patient care - Include revenue from health practitioners, hospitals, outpatient care facilities, and all other health care practitioners for non-patient care services provided. Include revenue for medical administration and other administrative services, incentive payments, management fees, medical director fees, etc. 4113 d. All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below 7 TOTAL REVENUE Sum of lines 1a1 through 2d 1800	In in	nclude all deductibles and co-insurance from private health issurance, Medicare, Medicaid, and other public programs paid by	171				
A. Contributions, gifts, and grants received	al	Il other sources of revenue for patient care not included in					
A. Contributions, gifts, and grants received							
a. Contributions, gifts, and grants received 1741 b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold 1742 c. Revenue from health care providers for non-patient care - Include revenue from health practitioners, hospitals, outpatient care facilities, and all other health care practitioners for non-patient care services provided. Include revenue for medical administration and other administrative services, incentive payments, management fees, medical director fees, etc. 4113 d. All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below 7 TOTAL REVENUE Sum of lines 1a1 through 2d 1800	Non-		103				
b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold					1 1		T
dividends. Exclude gains (losses) from assets sold			741		++		++
Include revenue from health practitioners, hospitals, outpatient care facilities, and all other health care practitioners for non-patient care services provided. Include revenue for medical administration and other administrative services, incentive payments, management fees, medical director fees, etc			742				
and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below 7 TOTAL REVENUE Sum of lines 1a1 through 2d	In ca pa ac	aclude revenue from health practitioners, hospitals, outpatient are facilities, and all other health care practitioners for nonatient care services provided. Include revenue for medical dministration and other administrative services, incentive	113				
TOTAL REVENUE Sum of lines 1a1 through 2d	ar pa	nd non-operating revenue (e.g., gift shop sales, cafeteria sales, arking lot receipts, florist receipts) - Specify the primary source					
TOTAL REVENUE Sum of lines 1a1 through 2d			105				
	TOT		105				
	Sum	of lines 1a1 through 2d	800				
Not Applicable.	Not A	Applicable.					

Form	SA-62000A (DRAFT)						Page 6
8	REVENUES FROM ELECTRONIC SOURCES						
	A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018? Yes						
	□ No						
	C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as private networks, dedicated lines, etc.) in 2018?						
	☐ Yes						
	□ No						
	D. Of the total 2018 revenues reported in 6 , what was the dollar amount (or percentage) that was from the revenues identified in	2018]	2018
		\$ Bil.	Mil.	Thou.	Dol.		Percent
	A-C above? Please provide an estimate if exact figures are not available		' '			OR ₂₅₀₁	%
9	Not Applicable.						
10	PATIENT VISITS 2018						
	What was the total number of patient encounters in 2018, including office based visits, home based visits, tele-health visits, and visits in other health care settings? 4184						
0	Not Applicable.						
12	A. Did your firm have expenses for electronic health record systems and related software and services to install and/or maintain these systems in 2018? Yes No - Go to C						
						2018	
					Bil. Mi		u. Dol.
	B. What were the total expenses for electronic health record systems in 2018?						
13 Not Applicable.							

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

xpenses not reported elsewhere.					
	Mark "X"				
	if None	\$ Bil.	Mil.	Thou.	Dol.
wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
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, life insurance benefits, Medicare). Exclude employee contributions.				1 1	
. Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					1 1
expensed Materials, Parts, and Supplies (not for resale)					
 Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. 4011 					
for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged					1 1
xpensed Purchased Services					
Expensed purchases of software - 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	П		1 1		
	Personnel Costs Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Medical supplies - Materials and supplies (not for resale) Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. Medical supplies - Materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (c.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b. Expensed Purchased Services Expensed Purchased Services Expensed purchases of software - Purchases of prep	Personnel Costs Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages	Personnel Costs Defersonnel Costs Defersonnel Costs Deferso annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944, Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages 1821 Deferming Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. Deferming Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services. Expensed Materials, Parts, and Supplies (not for resale) Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. Expensed equipment, CPUs, monitors). Include materials and supplies used in repairs; office and janitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3a and leased and rented equipment in line 4b. Expensed Purchased Services Expensed Purchased Services to others, web-design services and purchases, licensing agreements, upgrades of software, and	Personnel Costs Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821 Demployer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment. CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b. Expensed Purchased Services Expensed Purchased Services Expensed or vendor customized software. Include software developed or customized by others, web-design	Personnel Costs Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages 1821 Employer's cost for fringe benefits - 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); and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Exclude employee contributions. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffling agencies for personnel. Include all charges for payroll, benefits, and services Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. Expensed Materials, Parts, and Supplies (not for resale) Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. Expensed purchases of software - Purchases of prepackaged in repairs; office and janitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged in repairs; office and janitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3a and leased and rented equipment in line 4b. Expensed purchases of software - Purchases

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14						Page 8
	OPERATING EXPENSES - Continued					
		Mark "X" if None	4.50		2018	
		ii ivone	\$ Bil.	Mil.	Thou.	Dol.
3.	Expensed Purchased Services - Continued					
	b. Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance premiums and amounts set aside for self-insurance 4010					
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment			1 1	1 1	1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
_	1879					
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b					
1 5	and 16 Not Applicable.					

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Name of person to contact regarding this report (Please print)						Title					
	Area code		Number		Extension			Area code		Number	
Telephone			-				Fax			-	
E-mail address					Website address						

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-62000E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.		\$ Bil. Mil.		Thou.			Dol.			
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



Did this firm provide the business activities described below?				
Yes				
0001				
□ No - Specify this firm's business activity 7				
0000				
0002				
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)				
Does this firm report payroll under EIN				
☐ Yes				
0013	E	IN (9 digit	s)	
No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	0015	_		
		Mon	h Day	Year
		IVIOII	.ii Day	I Gai
		0088		
ORGANIZATIONAL CHANGE				
A. Did this firm experience any acquisitions, sales, mergers, and/or	divestitures i	n 2018?		
Voc				
YEC				
Ves				
0016	?			
0016 No - Go to 4		ting perio	d, explai	in in ① .
No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred do		ting perio		in in ① . Year
No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred do Acquisition	uring the repoi	Mont		I
No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred do Acquisition Date of organizational change	uring the repoi	Mont		I
No - Go to B. Which of the following organizational changes occurred in 20183 Check all that apply. If more than one organizational change occurred do Acquisition Date of organizational change	uring the repoi	Mont		I
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred do Acquisition Date of organizational change	uring the repoi	Mont		I
No - Go to B. Which of the following organizational changes occurred in 20183 Check all that apply. If more than one organizational change occurred do Acquisition Date of organizational change	uring the repoi	Mont		I
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred do Acquisition Date of organizational change	uring the repor	0018 Mont	h Day	I
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred do Acquisition Date of organizational change	uring the repor	Mont	h Day	I
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred do Acquisition Date of organizational change	uring the repor	0018 Mont	h Day	I
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred do Acquisition Date of organizational change	uring the repor	0018 Mont	h Day	I
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred do Acquisition Date of organizational change	uring the repor	0018 Mont	h Day	I
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred do Acquisition Date of organizational change	uring the repor	0018 Mont	h Day	I
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred do Acquisition Sale AND Enter detailed information below Output Name of company Address (Number and street, P.O. Box, etc.)	uring the repor	0018 Mont	h Day	I

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year or other partial year data included in the 2018 calendar year.

What time period is covered by the data provided in this report?

	Calendar year	
0006	Fiscal year - Report beginning and ending dates	`
	Partial year - Report heginning and ending dates	

	2018							
	Beginning Date							
	Мо	nth	D	ay	Year			
0007								
	Ending Date							
	Мо	Month		Day		Υe		
8000								

5 TAX STATUS

A. Is this firm or organization operated on a not-for-profit basis?

0031	Yes
0031	No - Go to 6

B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code?

		Yes
0030	П	No

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAXABLE FIRMS

Include:

- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.

Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

1

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.

		if None	\$ Bil.	Mil.	Thou.	Dol.
•	Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts					

your sources of revenue in each of the below categories. Include
the value of total patient care operating receipts collected for the
reporting period. This figure should be reported net of any negotiated
discounts and write-downs for bad debt. Exclude non-patient care
revenue such as grants, subsidies, contributions, philanthropy, and
sales from gift shops, cafeteria and parking lot receipts
a. Government pavers - Report revenues from the following

les from gift shops, cafeteria and parking lot receipts				
Government payers - Report revenues from the following sources:				
1. Medicare - Fee for service only from parts A, B and D (exclude part C)				
2. Medicaid - Fee for service only				Ē
3. Workers' compensation				
4. All other government programs - Include programs such as but not limited to: Children's Health Insurance Program (CHIP), Department of Defense (DOD), Civilian Health and Medical Programs of the Department of Veterans Affairs (CHAMPVA), TRICARE, Substance Abuse and Mental Health				
Services Administration (SAMHSA), and Indian Health Services (IHS)				F
Revenue from health care providers - Include revenue from hospitals, health practitioners, outpatient care facilities, etc 9129				

CONTINUE WITH 6 ON PAGE 5

2018

Mark "X"

Form SA-62000E	(DRAFT)
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6	SA	ALES, RECEIPTS, OR REVENUE - Continued							
			1	Mark "X"			2	2018	
				if None	\$ Bil.	Mi	١.	Thou	. Dol.
1.	yo the rep dis	et Patient Care Revenue - Using net patient revenues, report ur sources of revenue in each of the below categories. Include e value of total patient care operating receipts collected for the porting period. This figure should be reported net of any negotiated scounts and write-downs for bad debt. Exclude non-patient care wenue such as grants, subsidies, contributions, philanthropy, and les from gift shops, cafeteria and parking lot receipts - Continued	l						
	C.	Private insurance							
		1. Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance	. 4111						
		2. Property and casualty insurance - Include revenue from auto and homeowners insurance and other accident/liability insurance. Exclude workers' compensation insurance	. 4112						
	d.	Patient out-of-pocket from patients and their families -							
		Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary					1		
	e. All other sources of revenue for patient care - Include all other sources of revenue for patient care not included in lines 1a1 through 1d - Specify								
							T		
			4103						
2.	No	on-Patient Care Revenue							
	a.	Contributions, gifts, and grants received	. 1741						
		Investment and property income - Include interest and	. 1741						
		dividends. Exclude gains (losses) from assets sold	. 1742						
	C.	Revenue from health care providers for non-patient care - Include revenue from health practitioners, hospitals, outpatient care facilities, and all other health care practitioners for non-patient care services provided. Include revenue for medical administration and other administrative services, incentive payments, management fees, medical director fees, etc	. 4113		, ,		1		
	d.	All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below?							
		TAL DEVENUE	4105	Ш			_		
3.		OTAL REVENUE Im of lines 1a1 through 2d	1800						
7	No	ot Applicable.							

orm	5	A-6200	JE (DRAFT)					Page
8	RE	VENUE	FROM ELECTRONIC SOURCES					
	A.	Did this	firm have any revenues from customers ento applications in 2018?	ering orders directly	on the	firm's v	vebsites	or
		0040	Yes					
			No					
	В.		firm have any revenues from customers ento applications in 2018?	ering orders directly	on thi	rd-party	website	es or
		0041	Yes					
			No					
	C.	Did this	s firm have any revenues from customers ent s private networks, dedicated lines, etc.) in 2	ering orders via any 018?	other e	electroni	c syster	ns
		0042	Yes					
			No					
	D.	Of the	otal 2018 revenues reported in 6 ,	2018				2018
		that wa	s from the revenues identified in	\$ Bil. Mil. Thou	i. D	ol.		Percent
		A-C abo	ove? Please provide an estimate if gures are not available			0	R 2501	%
9	No	t Applica	ble.					
10	PA	ATIENT \	VISITS					2018
	10/1	ho4 11100	the total number of nations encounters in 20	10 including office	boood		1	Number
	vis	sits, hon	the total number of patient encounters in 20 ne based visits, tele-health visits, and visits in	other health care s	ettings	? 4184		
1	No	t Applica	ble.					
12	EL	ECTRO	IIC HEALTH RECORDS					
	A.		r firm have expenses for electronic health re and/or maintain these systems in 2018?	cord systems and re	lated s	oftware	and ser	vices to
			Yes					
			No - Go to 📭					
					4.5 "		2018	5.
	R	What w	ere the total expenses for electronic health r	ecord systems	\$ Bil.	Mil.	Thou	. Dol.
	٥.		?	4014				
13	No	t Applica	ble.					

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other

			2018						
		Mark "X" if None	\$ Bi	1	Mil.	201	Thou.		Dol.
Р	Personnel Costs		ΨΟΙ		IVIII.		Tilou.		DOI.
а	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 183	21					1 1		1 1
b	Lemployer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	22							
С	E. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	23							
E	expensed Materials, Parts, and Supplies (not for resale)								
а	 Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. 40° 	11 🗆			1 1		1 1		
b	b. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b.	50							
E	xpensed Purchased Services								
а	Expensed purchases of software - 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 182	26							

Form	SA-	62000	0E	(DRAFT)
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OPERATING EXPENSES - Continued							
		N/II		2			
	Mark " if Nor		Bil.	Mil	_	O18 Thou.	Dol.
Evnenced Purchased Services - Continued		<u> </u>					20
liability insurance. Include professional liability insurance							
·	4010						
charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets	1831			I		1 1	
	1879						
TOTAL OPERATING EXPENSES	1070						
	1900			ı		1 1	1 1
and 16 Not Applicable							
uata were estimated.							
	Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below? TOTAL OPERATING EXPENSES Sum of lines 1a through 4b and 16 Not Applicable.	b. Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance premiums and amounts set aside for self-insurance premiums and amounts set aside for self-insurance	b. Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance premiums and amounts set aside for self-insurance	Expensed Purchased Services - Continued b. Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance premiums and amounts set aside for self-insurance	Expensed Purchased Services - Continued b. Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance premiums and amounts set aside for self-insurance	Expensed Purchased Services - Continued b. Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance premiums and amounts set aside for self-insurance	Expensed Purchased Services - Continued b. Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance premiums and amounts set aside for self-insurance

Form SA-62000E (DRAFT) Page 9

				Title			
	Area code	N	Number	Extension		Area code	Number
Telephone			-		Fax		-
E-mail address					Website address		

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration

SERVICES REDORT

U.S. CENSUS BUREAU	2016 ANNOAL SERVICES REPORT
FORM SA-62150A	(DRAFT)
	(DKAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau	
is required by Section 9 of the same law to keep your information	
CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
o publicly release your responses in a way that could identify your	
pusiness, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity	
risks through screening of the systems that transmit your data.	
This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we	
could not conduct this survey.	
INTERNET REPORTING - Thi https://portal.census.gov	s survey should be completed online at:
iittps://portai.ceiisus.gov	
Authentication Code:	To view Survey Results:
	https://www.census.gov/programs-surveys/sas.htm
	GENERAL INSTRUCTIONS
, ,	in this firm's operations should be noted in ① .
 For establishments sold this firm. 	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
Enter "0" where applica	
	r two or more detailed lines.
•	ıal basis, except for payroll. \$ Bil. Mil. Thou. Dol.
 Figures should be round 	
If a figure is \$1,030,280,	456 it should be reported as $ 1030280736 $
Include:	
 Data for all Services est Construction operations 	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and as defined by the survey coverage in 1 B.
 Data for auxiliary faciliti garages, central admini 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name an	d mailing address the same as shown in the mailing address above?
	<u> </u>

Yes

No - Enter corrections in the mailing address above

Form SA-62150A (DRAFT)

Page 2

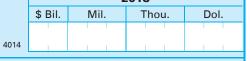
			,-																		
1	B.	SURVE	Y COV	ERAGE																	
		Did thi	is firm	provide	the bu	usines	ss ac	ctivi	ities (desc	ribed	l belo	w?								
			Yes																		
		0001																			
			No - 3	Specify th	his firn	n's bu	ısines	ss ac	ctivity	/ /											
			0002																		
2	Nο	t Applic	able																		
3				AL CHAI																	
	A.	Did thi	is firm	experien	nce an	y acq	quisit	tion	s, sal	ıles, r	merg	ers, a	nd/o	r dive	stiture	s in 2	018?				
			Yes																		
		0016																			
			No - (Go to 4																	
	B.	Which	of the	followin	a ora	aniza	ationa	al ch	hang	ies od	ccurr	ed in	2018	37							
				apply. If r											the rei	ortina	perio	od. exi	olain	in 1	
				,,,	١			Ü			Ü			Ü	•	J	Mon			Year	
			Acqui	sition													IVIOII	tii De	ı y	Tear	
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			Dives	titure																	
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		0017 INA	me of co	mpany												0019 E	1111 (9	aigits)			
																	-			1 1	
		Address	s (Numbe	er and stre	eet, P.O	. Box,	etc.)														
		0:													0	710.0					
		City, to	wn, villag	je, etc.											State	ZIP Co					
																			-		

_	SA-62150A (draft)					
4	REPORTING PERIOD					
_ !	NOTE: Calendar year data are preferred. If they are unavailable, please repo	ort for the	fiscal ye	ar that	includes a	nt
	east six months of data for the 2018 calendar year or other partial year dat	a included	d in the 2	018 ca	lendar yea	ır.
١	What time period is covered by the data provided in this report?					
					2018	3
	☐ Calendar year				Beginning	Date
				Montl	n Day	Year
	Fiscal year - Report beginning and ending dates		0007		'	' ' '
C	11Scal year - Neport beginning and ending dates		0007		Ending I	Date
				Montl		Year
	Double Lyon Penert beginning and anding dates					
	Partial year - Report beginning and ending dates		8000			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
١	What were the revenues for this firm in 2018?					
	nclude:					
	Report gross billings, except where noted elsewhere on the form.					
	Dues and assessments from members and affiliates. Amounts received for work subcontracted to others.					
	For locations that were sold or acquired during a year, only report for the	periods tl	hat this f	irm ope	erated the	
	locations.					
	 Revenue from services performed by domestic locations of foreign parent Revenues from electronic sources. 	firms, su	bsidiarie	s, branc	cnes, etc.	
	Exclude:					
	Transfers made within the company.					
	Taxes collected directly from customers or clients and paid directly to a lo					
•	Rents from and revenue of separately operated departments, concessions					
•	Rents from and revenue of separately operated departments, concessions Commissions from vending machine operators.	, etc., whi	ch are le	ased to	others.	a U.S
•	Rents from and revenue of separately operated departments, concessions	, etc., whi	ch are le	ased to	others.	a, U.S.
•	Rents from and revenue of separately operated departments, concessions Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the U.S.)	, etc., whi	ch are le	ased to	others.	a, U.S.
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1. I	Rents from and revenue of separately operated departments, concessions Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). Net Patient Care Revenue - Using net patient revenues, report Your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts a. Government payers - Report revenues from the following sources: 1. Medicare - Fee for service only from parts A, B and D (exclude part C)	Mark "X" if None	ch are le states, D	ased to	others. of Columbi	
1. I	Rents from and revenue of separately operated departments, concessions Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include he value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts a. Government payers - Report revenues from the following sources: 1. Medicare - Fee for service only from parts A, B and D (exclude part C)	Mark "X" if None	ch are le states, D	ased to	others. of Columbi	
1. I	Rents from and revenue of separately operated departments, concessions of Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts a. Government payers - Report revenues from the following sources: 1. Medicare - Fee for service only from parts A, B and D (exclude part C)	Mark "X" if None	ch are le states, D	ased to	others. of Columbi	
1. I	Rents from and revenue of separately operated departments, concessions Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include he value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts a. Government payers - Report revenues from the following sources: 1. Medicare - Fee for service only from parts A, B and D (exclude part C)	Mark "X" if None	ch are le states, D	ased to	others. of Columbi	
1. I	Rents from and revenue of separately operated departments, concessions of Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include he value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts a. Government payers - Report revenues from the following sources: 1. Medicare - Fee for service only from parts A, B and D (exclude part C)	Mark "X" if None	ch are le states, D	ased to	others. of Columbi	
1. I	Rents from and revenue of separately operated departments, concessions of Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts a. Government payers - Report revenues from the following sources: 1. Medicare - Fee for service only from parts A, B and D (exclude part C)	Mark "X" if None	ch are le states, D	ased to	others. of Columbi	
1. I	Rents from and revenue of separately operated departments, concessions of Commissions from vending machine operators. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include he value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts a. Government payers - Report revenues from the following sources: 1. Medicare - Fee for service only from parts A, B and D (exclude part C)	Mark "X" if None	ch are le states, D	ased to	others. of Columbi	

SALES, RECEIPTS, OR REVENUE - Continued

Form	S	A-62	2150	Α	(DRAFT)																	Pa	age
8	RE	VEN	IUES	FRO	OM ELI	ECTR	ONIC	sol	URCE	S													
	A.				n have ication				from	custo	omers	ente	ring	orders	dir	ectly	on on	the f	firm's	s websit	es c	or	
		0040		Yes																			
				No																			
	В.	Did mol	this	firn appli	n have ication	any r is in 2	even 2018?	ues ?	from	custo	omers	ente	ring	orders	dir	ectly	on on	third	d-part	ty webs	tes	or	
		0041		Yes																			
				No																			
	C.	Did (suc	this	firn priv	n have vate no	any r etwor	even ks, d	ues edic	from ated	custo lines,	omers etc.)	ente in 20	ring)18?	orders	via	any	oth	er el	ectro	nic syst	ems	S	
		0042		Yes																			
				No																			
	D.	Of t	the t	otal	2018 i	reven	ues r	epor	rted i	n 6 ,	. \				20	18						2018	3
		tha	t wa	s fro	m the	rever	nues	iden	tified	l in Č	‡)	\$	Bil.	Mil.		Thou	J.	Do	ıl.		L	Percer	nt
		A-C exa	abo ct fi	ve? gure	Please s are r	prov	ide a vailab	n es le.	timat	te if	250	00						<u>'</u>		OR ₂₅₀	1		9
9	Œ	No	ot Ap	plica	ble.																		
12	EL	ECT	RON	IC H	EALTH	I REC	ORDS	S															
	A.	Did inst	you tall a	r firi nd/o	n have r mair	expe	enses these	for sys	elect tems	ronic in 20	healt	h red	ord	system	ıs a	nd re	late	d so	ftwa	re and s	ervi	ces to	
				Yes																			
				No ·	Go to	1																	
																				2019			

What were																							
in 2018? .	 •		 ٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠			٠	٠	٠	٠	٠	٠	٠	٠







3



What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
F	Personnel Costs					
а	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					1 1
b	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, life insurance benefits, Medicare). Exclude employee contributions					
C	E. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
E	expensed Materials, Parts, and Supplies (not for resale)					
	 Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. 4011 					
b	b. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b 1860		1			
E	Expensed Purchased Services					
	LExpensed purchases of software - 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 1826					

Form SA-62150	DA (DRAFT)
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14	OPERATING EXPENSES - Continued					
		Mark "X"		2	018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
3.	Expensed Purchased Services - Continued					
	 Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance 					
	premiums and amounts set aside for self-insurance 4010			1 1		1 1
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment			1 1	1 1	1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
	1879					
5 .	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b					

	age 8
REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate w data were estimated.	here

CONT	TACT IN	FORMATI	ON							
Name	of persor	to contact	regarding	this re	eport <i>(Please p</i>	orint)	Title			
		Area code		Num	ber	Extension		Area code	Number	
Telep	ohone						Fax			
				-					-	
	l address						Website address			

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-62150E (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at:

https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
>		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	4. N	ЛΑ
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ILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above

D. CURVEY COVERAGE				
B. SURVEY COVERAGE				
Did this firm provide the business activities described below?				
Yes				
0001				
No - Specify this firm's business activity				
0002				
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)				
Does this firm report payroll under EIN				
Yes			,	
No - Enter current 9-digit FIN AND date payroll was first	EIN (S	digits)	
☐ No - Enter current 9-digit EIN AND date payroll was first reported for this EIN		-		
		Month	Dov	Voor
		IVIOIILI	Day	Year
	0088			1 1 1
ODCANIZATIONAL CHANGE				
ORGANIZATIONAL CHANGE		403		
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures	s in 20	18?		
Yes				
0016 No - Go to 4				
No - do to 🚭				
B. Which of the following organizational changes occurred in 2018?				_
Check all that apply. If more than one organizational change occurred during the rep	orting	period	, explai	n in T D.
Acquisition		Month	Day	Year
Date of organizational change	0040	'	'	
□ Sale	. 0018			
0091 AND				
☐ Merger Enter detailed information below ₹				
Divestiture				
0017 Name of company	0019 EI	N (9 di	gits)	
		-		
Address (Number and street, P.O. Box, etc.)				
City, town, village, etc.	ZIP Co	de		
			-	

Form	SA-62150E (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please re least six months of data for the 2018 calendar year or other partial year d					
	What time period is covered by the data provided in this report?					
					2018	
	Calendar year				Beginning	
				Month	Day	Year
	Fiscal year - Report beginning and ending dates		0007			1 1 1
					Ending D	ate
				Month	Day	Year
	Partial year - Report beginning and ending dates		0008			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 					
	Amounts received for work subcontracted to others.					
	• For locations that were sold or acquired during a year, only report for the	ne periods t	hat this fi	rm ope	rated the	
	locations.	nt firms	المنامات المام		shoo oto	
	 Revenue from services performed by domestic locations of foreign pare Revenues from electronic sources. 	nt iirms, su	ibsidiaries	s, branc	nes, etc.	
	Exclude:					
	• Transfers made within the company.					
	• Taxes collected directly from customers or clients and paid directly to a				•	
	 Rents from and revenue of separately operated departments, concession Commissions from vending machine operators. 	ns, etc., wn	ich are lea	asea to	others.	
	• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the U.S.,	side the 50	states, Di	strict o	f Columbia	, U.S.
	Commonwealth Territories, or U.S. possessions).					
		Mark "X" if None	A D''		2018	
1.	Net Patient Care Revenue - Using net patient revenues, report	II INOITE	\$ Bil.	Mil.	Thou.	Dol.
	your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts					
	 a. Government payers - Report revenues from the following sources: 					
	1. Medicare - Fee for service only from parts A, B and D (exclude part C)	6				
	2. Medicaid - Fee for service only	7				
	3. Workers' compensation	8				
	4. All other government programs - Include programs such as but not limited to: Children's Health Insurance Program (CHIP), Department of Defense (DOD), Civilian Health and Medical Programs of the Department of Veterans Affairs (CHAMPVA), TRICARE, Substance Abuse and Mental Health Services Administration (SAMHSA), and Indian Health Services (IHS)	9 🔲		1 1		
	b. Revenue from health care providers - Include revenue from hospitals, health practitioners, outpatient care facilities, etc 912			+ +		
	CONTINUE WITH 6 ON PAGE 4			, 1		

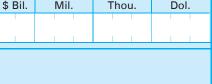
Form	SA-62	150E	(DRAFT)
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6	SA	LES, RECEIPTS, OR REVENUE - Continued									
_				Mark "X"			2	018			
				if None	\$ Bil.	Mil.		Tho	u.	Dol.	
1.	yo the rep dis	et Patient Care Revenue - Using net patient revenues, report our sources of revenue in each of the below categories. Include e value of total patient care operating receipts collected for the porting period. This figure should be reported net of any negotiated acounts and write-downs for bad debt. Exclude non-patient care remue such as grants, subsidies, contributions, philanthropy, and es from gift shops, cafeteria and parking lot receipts - Continued	I								
	C.	Private insurance									
		1. Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance	. 4111								
		2. Property and casualty insurance - Include revenue from									
		auto and homeowners insurance and other accident/liability insurance. Exclude workers' compensation insurance	. 4112								
	d.	Patient out-of-pocket from patients and their families - Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary	, . 4102								
	e.	All other sources of revenue for patient care - Include all other sources of revenue for patient care not included in lines 1a1 through 1d - Specify									
			4103								
2.	No	n-Patient Care Revenue									
		Contributions sifts and grants received	47.4		'	1		ı		1 1	
		Contributions, gifts, and grants received Investment and property income - Include interest and	. 1/41					+	+	+++	_
	IJ.	dividends. Exclude gains (losses) from assets sold	. 1742							1 1	
	C.	Revenue from health care providers for non-patient care - Include revenue from health practitioners, hospitals, outpatient care facilities, and all other health care practitioners for non-patient care services provided. Include revenue for medical administration and other administrative services, incentive payments, management fees, medical director fees, etc	. 4113								
	d.	All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below									
3.	T	TAL REVENUE	4105					_		\rightarrow	_
J .		m of lines 1a1 through 2d	. 1800			·		<u> </u>			

7 Not Applicable.

Forn	า S	A-62	150	DE (DRAFT)							Pag	је
8		Did	this	FROM ELECTRONIC SOURCES firm have any revenues from customers erapplications in 2018?	ntering or	ders dire	ectly o	n the	firm's	website	s or	
		0040		Yes								
				No								
	В.	Did mol	this oile a	firm have any revenues from customers en applications in 2018?	ntering or	ders dire	ectly o	n thi	rd-part	y website	es or	
		0041		Yes								
	C	Did	thie	No firm have any revenues from customers er	ntering or	dere via	any o	hor c	lectro	nic evete	me	
	Ο.			s private networks, dedicated lines, etc.) in		ucis viu	uny o		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	illo syste		
		0042	Ш	Yes								
				No								
	D.	Of t	he t	otal 2018 revenues reported in 6 ,		20	18				2018	
				as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	С	ol.		Percent	
				s from the revenues identified in ve? Please provide an estimate if			1					_
		exa	ct fi	gures are not available						OR ₂₅₀₁		%
9	-Œ	No	t Ap	plicable.								
12	EL	ECT	RON	IC HEALTH RECORDS								
	A.	Did inst	you all a	r firm have expenses for electronic health i ind/or maintain these systems in 2018?	record sys	stems ar	nd rela	ted s	oftwar	e and ser	vices to	
				Yes								
				No - Go to 🕜			_					
										2018		
								\$ Bil.	Mil.	Thou	ı. Dol.	
	В.	Wha	at w	ere the total expenses for electronic health	record sy	ystems		1	' '			

	in 2018? .	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠
3	Not Applicable																				



3

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

		Mark "X"	2018				
		if None	\$ Bil.	Mil.		Thou.	Do
9	ersonnel Costs						
a.	Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					1 1	
).	Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions						
-	Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits,						
	and services						
	spensed Materials, Parts, and Supplies (not for resale)						
۱.	Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b . 4011						
Э.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b 1860						
Ex	pensed Purchased Services						
	Expensed purchases of software - 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 1826						

Form SA-62150E	(DRAFT)
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14) OF	PERATING EXPENSES - Continued					
		Mark "X"	,		2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
3. Ex	pensed Purchased Services - Continued					
b.	Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance premiums and amounts set aside for self-insurance	4010				
4. Ot	ther Operating Expenses	4010				
	Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets					
b.	All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below	1831				
		1879			1 1	
5. TC	OTAL OPERATING EXPENSES					
Su	ım of lines 1a through 4b	1900				

R	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate who lata were estimated.
d	lata were estimated.

18

CONTACT INFORMATION

Name of persor	n to contact	regarding	this report (<i>Please</i>	print)	Title						
	Area code		Number	Extension		Area code		Number			
Telephone					Fax						
			-					-			
E-mail address					Website address						

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-62190A	(DRAFT)
Due Date	
Need help or have questions? Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs-	
surveys/sas/information.html YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses	
in a way that could identify your business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity	
systems that transmit your data. This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
https://portal.census.gov Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
	n this firm's operations should be noted in ① .
this firm.	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
Enter "0" where applicateDo not combine data for	r two or more detailed lines.
•	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	ded to the nearest dollar. 1 0 3 0 2 8 0 4 5 6
Include:	430 it should be reported as
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Construction operations • Data for auxiliary faciliting garages, central adminis 1 A. MAILING ADDRESS Is this firm's name and Yes) as defined by the survey coverage in 1 B. es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
Construction operations • Data for auxiliary faciliting garages, central adminis 1 A. MAILING ADDRESS Is this firm's name and Yes	as defined by the survey coverage in ①B. es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services. d mailing address the same as shown in the mailing address above?
Construction operations • Data for auxiliary faciliting garages, central adminis 1 A. MAILING ADDRESS Is this firm's name and Yes) as defined by the survey coverage in 1 B. es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.

Form SA-62190A (DRAFT) Page 2

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				Yes																											
		0016																													
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REPORTING PERIOD

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year or other partial year data included in the 2018 calendar year.

What time period is covered by the data provided in this report?

	Calendar year
0006	Fiscal year - Report beginning and ending dates
	Partial year - Report beginning and ending dates

		2018										
		Beginning Date										
	Moi	nth	Da	ay	Year							
0007												
	Ending Date											
	Moi	nth	Da	ay		Yε	ear					
8000												

5 TAX STATUS

A. Is this firm or organization operated on a not-for-profit basis?

0031	Yes
0031	No - Go to 6

B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code?

	Yes
0030	
	No



SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAXABLE FIRMS

Include:

- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.

Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

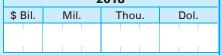
1.

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.

	IVIAIK A		-		
	if None	\$ Bil.	Mil.	Thou.	Dol.
Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts					
 a. Government payers - Report revenues from the following sources: 					
1. Medicare - Fee for service only from parts A, B and D (exclude part C)					
2. Medicaid - Fee for service only					
3. Workers' compensation		,			
4. All other government programs - Include programs such as but not limited to: Children's Health Insurance Program (CHIP), Department of Defense (DOD), Civilian Health and Medical Programs of the Department of Veterans Affairs (CHAMPVA), TRICARE, Substance Abuse and Mental Health Services Administration (SAMHSA), and Indian Health Services (IHS)			1 1	1 1	
b. Revenue from health care providers - Include revenue from hospitals, health practitioners, outpatient care facilities, etc 9129					

		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Do
yo the rep dis	et Patient Care Revenue - Using net patient revenues, report ur sources of revenue in each of the below categories. Include e value of total patient care operating receipts collected for the porting period. This figure should be reported net of any negotiated acounts and write-downs for bad debt. Exclude non-patient care wenue such as grants, subsidies, contributions, philanthropy, and es from gift shops, cafeteria and parking lot receipts - Continued					
C.	Private insurance					
	1. Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance 4111					
	2. Property and casualty insurance - Include revenue from auto and homeowners insurance and other accident/liability insurance. Exclude workers' compensation insurance 4112					
	Patient out-of-pocket from patients and their families - Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary					
e.	All other sources of revenue for patient care - Include all other sources of revenue for patient care not included in lines 1a1 through 1d - Specify					
	4103			 		
No	on-Patient Care Revenue					
				1 1		
	Contributions, gifts, and grants received			-	++++	
IJ.	dividends. Exclude gains (losses) from assets sold					
C.	Revenue from health care providers for non-patient care - Include revenue from health practitioners, hospitals, outpatient care facilities, and all other health care practitioners for non-patient care services provided. Include revenue for medical administration and other administrative services, incentive payments, management fees, medical director fees, etc 4113					
d.	All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below?					
				1 1		
TC	DTAL REVENUE					
	m of lines 1a1 through 2d					
_						

What were					
in 2018? .	 	 	 	 	



. 4014

Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other

	expenses not reported elsewhere.					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs					
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
	c. Temporary staff and leased employee expense - Total costs					
	paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
2.	Expensed Materials, Parts, and Supplies (not for resale)					
	a. Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b . 4011					
	b. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b 1860					
3.	Expensed Purchased Services					
	a. Expensed purchases of software - 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 1826					
	CONTINUE WITH 🔼 ON PAGE 8					

Form	SA-62	190A	(DRAFT)
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14 OPERATING EXPENSES - Continued

Other Operating Expenses

Expensed Purchased Services - Continued

b. Professional liability insurance - The cost of professional liability insurance. **Include** professional liability insurance

(e.g., patents, copyrights). **Exclude** impairment

a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets

b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the

premiums and amounts set aside for self-insurance 4010

Dol.

2018

Thou.

Mil.

Mark "X" if None

1879

\$ Bil.

Sum of lines 1a through 4b

15 and 16 Not Applicable.

expenses below 7

TOTAL OPERATING EXPENSES

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)	CONTACT INFORMATION	
	Name of person to contact regarding this report (Please print)	Title
	Area code Number Extension	Area code Number
	Telephone -	Fax ' - ' -
	E-mail address	Website address

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-62190E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil.			Mil.		T	hοι	ı.		Dol.	
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- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MA	ILIN
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IG ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	No - Enter corrections in the mailing address above



3. SURVEY COVERAGE Did this firm provide the business activities described below? Yes	Yes	GIIDIVE	OVERAGE				
PEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	Yes No - Specify this firm's business activity Yes						
No - Specify this firm's business activity	DERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Des this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN	Did this f	m provide the business activities described below?				
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A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to No - Go to S. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Acquisition Date of organizational change	Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale AND Enter detailed information below? Divestiture Divestiture Oo17 Name of company Oo19 EIN (9 digits) Address (Number and street, P.O. Box, etc.)	RGANIZAT	DNAL CHANGE				
Yes No - Go to Sale Date of organizational change occurred during the reporting period, explain in Date of organizational change Date of organizat	Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Acquisition Date of organizational change AND Enter detailed information below Divestiture Divestiture Output Divestiture Output Divestiture City, town, village, etc. State ZIP Code			in 20	18?		
No - Go to 8. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale No - Go to No	Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Acquisition		s				
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change	Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Acquisition	0016					
Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change	Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change		- Go to 4				
Acquisition Date of organizational change	Acquisition Sale AND Interdetailed information below Divestiture Divestiture Divestiture Divestiture Divestiture Divestiture City, town, village, etc. Month Day Month Day Month Day Month Day AND Enter detailed information below State ZIP Code						
Acquisition Sale Merger Divestiture Dive	Acquisition Sale AND Intermediate of organizational change	Check all t	at apply. If more than one organizational change occurred during the rep	orting			
Sale AND Enter detailed information below Divestiture Out Name of company Out Name of company Address (Number and street, P.O. Box, etc.)	Sale AND Enter detailed information below Divestiture Out Name of company Out Name of co		quisition		Montr	n Day	,
Merger Divestiture Divestiture Output Divestiture Divestiture Divestiture Divestiture Output Divestiture Divestiture Output Divestiture Divestiture Output Divestiture Divestiture Output Divestiture Output Divestiture Output Divestiture Output Divestiture Output Divestiture Output Divestiture Output Divestiture Output Divestiture Output Divestiture Output Divestiture Output Divestiture Divestiture Output Div	AND Merger Enter detailed information below 7 Divestiture Dive		Date of organizational change	. 0018			
Divestiture Output Divestitu	Divestiture Divestiture Output Divestiture Outp	0091	> AND				
Name of company Out Name of company Out EIN (9 digits) Address (Number and street, P.O. Box, etc.)	O017 Name of company O019 EIN (9 digits) Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code		Enter detailed information below 7				
Address (Number and street, P.O. Box, etc.)	Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code		vactiture				
Address (Number and street, P.O. Box, etc.)	Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code		vestiture				
	City, town, village, etc. State ZIP Code		J	0019 FI	N (9 di	aits)	
	City, town, village, etc. State ZIP Code		J	0019 EI	N (9 di	gits)	
City, town, village, etc. State ZIP Code		0017 Name	f company	0019 EI	N (9 di -	gits)	
City, town, village, etc.		0017 Name	f company	0019 EI	N (9 di	gits)	
		0017 Name	mber and street, P.O. Box, etc.)		-	gits)	
		0017 Name	mber and street, P.O. Box, etc.)		-		

4	REPORTING PERIOD				
	NOTE: Calendar year data are preferred. If they are unavailable least six months of data for the 2018 calendar year or other pa				
	What time period is covered by the data provided in this	report?			
				20	18
	Calendar year		E	Beginni	ng Date
			Month	Day	Year
	Fiscal year - Report beginning and ending dates	0007			
				Ending	g Date
			Month	Day	Year
	Partial year - Report beginning and ending dates	0008			

	TAX	ST/	THE
(D	IAA	SIA	1103

A.	ls	this	firm	or	organization	operated	on a	a not-for-pr	ofit basis?
----	----	------	------	----	--------------	----------	------	--------------	-------------

		Yes
0031		
	Ш	No - Go to G

В.	Was all or part of the income of this firm or organization exempt from Federal income taxes under
	section 501 of the Internal Revenue Code?

	Yes
0030	
	No



SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAXABLE FIRMS

Include:

- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.

Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

1.

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.

	Mark "X"			2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts					
 Government payers - Report revenues from the following sources: 					
1. Medicare - Fee for service only from parts A, B and D (exclude part C)					
2. Medicaid - Fee for service only					
3. Workers' compensation					
4. All other government programs - Include programs such as but not limited to: Children's Health Insurance Program (CHIP), Department of Defense (DOD), Civilian Health and Medical Programs of the Department of Veterans Affairs (CHAMPVA), TRICARE, Substance Abuse and Mental Health Services Administration (SAMHSA), and Indian Health Services					
(IHS)4109					
b. Revenue from health care providers - Include revenue from hospitals, health practitioners, outpatient care facilities, etc. 9129					

CONTINUE WITH 6 ON PAGE 5

	ark "X" : None :	\$ Bil.	Mil	Thou	1.	Do
your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts - Continued c. Private insurance 1. Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance						
 Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance 4111 Property and casualty insurance - Include revenue from auto and homeowners insurance and other accident/liability insurance. Exclude workers' compensation insurance 4112 Patient out-of-pocket from patients and their families - Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary						
Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance						-
 2. Property and casualty insurance - Include revenue from auto and homeowners insurance and other accident/liability insurance. Exclude workers' compensation insurance 4112 d. Patient out-of-pocket from patients and their families - Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary						
Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary						
all other sources of revenue for patient care not included in lines 1a1 through 1d - Specify 7						
Non-Patient Care nevenue						
a. Contributions, gifts, and grants received			-			
dividends. Exclude gains (losses) from assets sold						
c. Revenue from health care providers for non-patient care - Include revenue from health practitioners, hospitals, outpatient care facilities, and all other health care practitioners for non-patient care services provided. Include revenue for medical administration and other administrative services, incentive payments, management fees, medical director fees, etc 4113			1			
d. All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below						
4105	\vdash					
TOTAL REVENUE						
Sum of lines 1a1 through 2d						

Form	S	A-62	2190	E	(DRA	·FT)																				Pa	ige
8	RE	VEN	IUES	FRO	M	ELEC	TRO	NIC	sou	JRCE	ES																
	A.					ve ai				from	ı cu	stom	ers e	nte	ring	ore	ders	dir	ectly	on	the	firm	's w	ebsite	es oi	r	
		0040		Yes																							
				No																							
	В.					ve ai				from	ı cu	stom	ers e	nte	ring	ore	ders	dir	ectly	on	thi	rd-pa	rty v	vebsit	es o	or	
		0041		Yes																							
				No																							
	C.	Did (su	this	firn priv	ha vate	ve ai	ny re work	eveni s, de	ues edic	from ated	n cus I line	stom es, et	ers e :c.) in	nte 20	ring 18?	ore	ders	via	any	oth	er e	lectr	onic	syste	ems		
		0042		Yes																							
				No																							
	D.	Of	the t	otal	201	8 re	venu	es re	epor	rted	in 6),						20	18				1			2018	
		wha	at wa	as th s fro	e de m t	ollar he re	amo	unt ues i	(or p	perce tifie	enta d in	ige)		\$	Bil.		Mil.	Ī	Thou		D	ol.				Percen	
		A-C	abo	ve?	Plea	ise p	rovi	de aı	n es	tima	ite if		. 2500										OF	R 2501			9
9-	Œ	No	ot Ap	plica	ble.																						
12	EL	ECT	RON	IC H	EAL	TH F	RECC)RDS	3																		
	Α.											ic he 2018		rec	ord	sys	tem	s a	nd rel	late	d s	oftwa	are a	nd se	rvic	es to	
				Yes																							
				No -	Go	to 🕊	9																				

В.	What were	the	total	ехре	nses	for	ele	ctro	nic	hea	iti	ı r	ec	orc	l s	ys	te	m	S		
	in 2018? .																			. 4014	

	-	2010	
\$ Bil.	Mil.	Thou.	Dol.



13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X" if None			2018	
		d Dil	N / I : I	There	D-I
rsonnel Costs	ii ivone	\$ Bil.	Mil.	Thou.	Dol.
Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the	821		1 1		1 1
Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	822				
Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	823				
pensed Materials, Parts, and Supplies (not for resale)					
Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b .	011				
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b.	860				
pensed Purchased Services					
Expensed purchases of software - 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 18	826		1 1		
	Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Densed Materials, Parts, and Supplies (not for resale) Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b. Densed Purchased Services Expensed purchases of software - Purchases of prepackaged, custom coded, or vendor customized software. Include software developed or customized by others, web-design services and purchases, licensing agreements, upgrades o	Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages	Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821 Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821 Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions	Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). 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14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
3.	Expensed Purchased Services - Continued					
	 Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance 					
	premiums and amounts set aside for self-insurance 40	10				
4.	Other Operating Expenses					
	 Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this 					
	firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease					
	agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	21	'			
	b. All other operating expenses - All other operating expenses	31				
	not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery.					
	Exclude purchases of merchandise for resale and non-operating					
	expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the					
	expenses below 7					
	18	79				
5.	TOTAL OPERATING EXPENSES	00				
•	Sum of lines 1a through 4b	00				
1	and 16 Not Applicable.					

) [REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate when data were estimated.
,	uata were estimateu.

1	8
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CONTACT INFORMATION

Name of persor	n to contact	regarding	this report <i>(Please p</i>	orint)	Title		
	Area code		Number	Extension		Area code	Number
Telephone					Fax		
			-				-
E-mail address					Website address		

We suggest you keep a copy for your records.

SERV U.S. DE Economi U.S. CE FORM

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-62200A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? 0035 No - Enter corrections in the mailing address above

1 B.	01101/5						
	SURVE	COVERAGE					
	Did thi	firm provide the business a	activities described below?				
		Vaa					
	0001	Yes					
		No - Specify this firm's busine	ess activity 7				
		0002					
2 No	t Applica	ole.					
3 OR	RGANIZ	TIONAL CHANGE					
			sitions, sales, mergers, and/or	r divestiture:	s in 2018	?	
	0016	Yes					
		No - Go to 4					
В.	Which	f the following organization	nal changes occurred in 2018	3?			
			organizational change occurred o		orting per	iod, explai	n in 🕡.
					Мо	nth Day	Year
		Acquisition Data of orga	anizational change		2010		
		Sale Date of orga	inizational change		. 0018		
	0091	Sale	_				
	0031	> AND	_				
		Merger	ed information below z				
		Merger	ed information below 7				
		Merger Divestiture AND Enter detaile	ed information below 🍞		coso EINI (G	digital	
		Merger	ed information below		0019 EIN (S	digits)	1 1 1
	0017 Na	Merger Enter detaile Divestiture e of company			0019 EIN (S	digits)	
	0017 Na	Merger Divestiture AND Enter detaile				digits)	
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	0017 Na Address	Merger Enter detaile Divestiture e of company		State		digits)	
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	0017 Na Address	Merger Divestiture ne of company (Number and street, P.O. Box, etc.)		State	-		
	0017 Na Address	Merger Divestiture ne of company (Number and street, P.O. Box, etc.)		State	-		
	0017 Na Address	Merger Divestiture ne of company (Number and street, P.O. Box, etc.)		State	-		
	0017 Na Address	Merger Divestiture ne of company (Number and street, P.O. Box, etc.)		State	-		
	0017 Na Address	Merger Divestiture ne of company (Number and street, P.O. Box, etc.)		State	-		

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year or other partial year data included in the 2018 calendar year.

What time period is covered by the data provided in this report?

	Calendar year
006	Fiscal year - Report beginning and ending dates
	Partial year - Report beginning and ending dates

	2018							
		Е	Begi	nni	ng I	Dat	е	
	Мо	nth	D	ay		Υe	ar	
0007								
	Ending Date							
	Мо	nth	D	ay		Yε	ear	
8000								

5 TAX STATUS

A. Is this firm or organization operated on a not-for-profit basis?

	Yes
0031	No - Go to G

B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code?

	Yes
0030	
	No

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

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- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
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Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).

Mark "X"

Gross receipts from fundraising activities.

Exclude:

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.

	if None	\$ Bil.	Mil.	Thou.	Dol.
Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts					
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1. Medicare - Fee for service only from parts A, B and D (exclude part C)					
2. Medicaid - Fee for service only					
3. Workers' compensation		,			' '
4. All other government programs - Include programs such as but not limited to: Children's Health Insurance Program (CHIP), Department of Defense (DOD), Civilian Health and Medical Programs of the Department of Veterans Affairs (CHAMPVA), TRICARE, Substance Abuse and Mental Health					
Services Administration (SAMHSA), and Indian Health Services (IHS)		'			, ,
b. Revenue from health care providers - Include revenue from hospitals, health practitioners, outpatient care facilities, etc 9129					

CONTINUE WITH 6 ON PAGE 5

	LES, RECEIPTS, OR REVENUE - Continued	Mark "X"			20	018	
		if None	\$ Bil.	Mil		Thou.	Do
the rep dis rev	t Patient Care Revenue - Using net patient revenues, report ur sources of revenue in each of the below categories. Include value of total patient care operating receipts collected for the porting period. This figure should be reported net of any negotiated counts and write-downs for bad debt. Exclude non-patient care renue such as grants, subsidies, contributions, philanthropy, and res from gift shops, cafeteria and parking lot receipts - Continued						
C.	Private insurance						
	1. Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance 4111						
	2. Property and casualty insurance - Include revenue from auto and homeowners insurance and other accident/liability insurance. Exclude workers' compensation insurance 4112						
d.	Patient out-of-pocket from patients and their families - Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary			ı			
e.	All other sources of revenue for patient care - Include all other sources of revenue for patient care not included in lines 1a1 through 1d - Specify						
	4103						
No	n-Patient Care Revenue						
a.	Contributions, gifts, and grants received						
	Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold 1742						-
C.	Revenue from health care providers for non-patient care - Include revenue from health practitioners, hospitals, outpatient care facilities, and all other health care practitioners for non-patient care services provided. Include revenue for medical administration and other administrative services, incentive payments, management fees, medical director fees, etc 4113						
d.	All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below?						
	TAL REVENUE					++	
то							

orm	SA	-62	200	OA (DRAFT)
8	RE\	/EN	UES	FROM ELECTRONIC SOURCES
,				firm have any revenues from customers entering orders directly on the firm's websites or applications in 2018?
	(0040		Yes
				No
I				firm have any revenues from customers entering orders directly on third-party websites or applications in 2018?
	(0041		Yes
				No
(C. I	Did (suc	this h as	firm have any revenues from customers entering orders via any other electronic systems private networks, dedicated lines, etc.) in 2018?
	C	0042		Yes
				No

2018				
\$ Bil.	Mil.	Thou.	Dol.	
1				

Percent **OR** ₂₅₀₁ %

2018

9 and 10 Not Applicable.

CONTINUE ON PAGE 7

11 INPATIENT/OUTPATIENT ACTIVITY

A. Inpatient days and outpatient visits

Inpatient Days - The unit of measure in which lodging was provided and services rendered to inpatients.

- A patient who is formally admitted and who is discharged or dies on the same day is counted as one patient day, regardless of the number of hours the patient occupies a hospital bed. For patients switched from observation to inpatient status, the patient day count should begin on the day the patient was officially admitted as an inpatient. Do not include nursery days unless they are related to neonatal intermediate or intensive care units.

		- 1					
ı	n	C	П	П	м	Δ	
	ш	•			м	ᆫ	

• Inpatient acute and sub-acute days

- Swing bed days
- Distinct part unit days
- Skilled nursing facilities days
- Long term care days
- Neonatal days

Exclude:

- Nursery days
- Newborn days

Outpatient Visits - A visit by a patient who is not lodged in the hospital while receiving medical, dental, or other services. Each appearance of an outpatient in each unit constitutes one visit regardless of the number of diagnostic and/or therapeutic treatments that the patient receives. Patients switched from observation to inpatient status, should be counted as outpatient visits and subsequently as inpatient days.

Include:

- Observation services
- Emergency department visits
- Outpatient surgeries

		2018	
		Number	
1. What were this firm's inpatient days in 2018?	4180	+++	
2. What were this firm's outpatient visits in 2018?	4181	· · ·	'
B. Inpatient and outpatient net patient care revenue			
How much of the net patient care revenue reported in 6, lines 1a1 through 1e, was received following categories? If 6, lines 1a1 through 1e, does not equal your net patient care revenue your reported figures in 6, lines 1a1 through 1e.	from the e please ad	ljust	
		201	8
		Numb	oer
1. Inpatient care services	4192		%
2. Outpatient care services	4193	+	%

12	ELECTE.	ONIA	LEALTH	RECORDS
ш4	ELECIN	DIVID	REALIR	NECONDS

A. Did your firm have expenses for electronic health record systems and related software and services to install and/or maintain these systems in 2018?

	Yes
--	-----

No - Go to 14

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
4				



Not Applicable.

100%

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other

		8.4 1 113.411			2018	
		Mark "X" if None	\$ Bil.	Mil.	Thou.	Dol.
1	Personnel Costs		Ψ Βπ.	IVIII.	Tilou.	D01.
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 18	21		1 1		1 1
ı	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, life insurance benefits, Medicare). Exclude employee contributions.	22				
(Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	123				
ı	Expensed Materials, Parts, and Supplies (not for resale)					
á	 Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. 	11 🗆				
1	b. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b.	60				
ı	Expensed Purchased Services					
į	Expensed purchases of software - 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 18	226		1 1		

Form	SA-	6 2200 /	A (DRAFT)	
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4) (OPERATING EXPENSES - Continued					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol
E	Expensed Purchased Services - Continued					
k	b. Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance premiums and amounts set aside for self-insurance					
(Other Operating Expenses					
ŧ	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					
k	not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
	1879					
1	TOTAL OPERATING EXPENSES					
5	Sum of lines 1a through 4b					1

		ige 1
) [REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate w data were estimated.	here

18	CONTACT IN	FORMATI	ON							
	Name of person to contact regarding this report (Please print) Title									
		Area code		Number	Extension		Area code		Number	
	Telephone			-		Fax			-	
	E-mail address					Website address				

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-62200E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

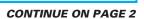
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→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING	ADDRESS
		Is this firm	's name an

and mailing address the same as shown in the mailing address above?

	Ш	Yes
0035		
		No - Enter corrections in the mailing address above



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B. SURVEY COVERAGE Did this firm provide the business activities described below? Yes
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN OND - Enter current 9-digit EIN AND date payroll was first reported for this EIN
No - Specify this firm's business activity
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
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REDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes O113 No - Enter current 9-digit EIN AND date payroll was first reported for this EIN O015 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes O116 No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Month Day
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? ORGANIZATIONAL CHANGE
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Month. Day
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Month. Day
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Month Day
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Month. Day
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Month. Day
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Month. Day
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Month. Day
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Month.
Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Month. Day
No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain i
■ No - Go to ② B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain i
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain i
Check all that apply. If more than one organizational change occurred during the reporting period, explain i
Month Day
Month Day
A '-'t'
Acquisition Date of organizational change
Sale
0091 AND
☐ Merger Enter detailed information below
Divestiture
0017 Name of company 0019 EIN (9 digits)
Address (Number and street, P.O. Box, etc.)
Address (Number and street, P.O. Box, etc.)
Address (Number and street, P.O. Box, etc.) City, town, village, etc. State ZIP Code
City, town, village, etc. State ZIP Code

REPORTING PERIOD

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year or other partial year data included in the 2018 calendar year.

What time period is covered by the data provided in this report?

	Calendar year
0006	Fiscal year - Report beginning and ending dates
	Partial year - Report beginning and ending dates

	2018							
		E	Begi	nni	ng l	Dat	е	
	Мо	nth	Da	ay		Yε	ar	
0007								
			En	ding	g Da	ate		
	Мо	nth	Da	ay		Yε	ar	
8000								

5 TAX STATUS

A. Is this firm or organization operated on a not-for-profit basis?

	Yes
0031	
	No - Go to 6

B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code?

		Yes
0030	П	No

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAXABLE FIRMS

Include:

- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.

Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.

Mark "X"		2018					
if None	\$ Bil.	Mil.	Thou.	Dol.			

1.	Net Patient Care Revenue - Using net patient revenues, report
	your sources of revenue in each of the below categories. Include
	the value of total patient care operating receipts collected for the
	reporting period. This figure should be reported net of any negotiated
	discounts and write-downs for bad debt. Exclude non-patient care
	revenue such as grants, subsidies, contributions, philanthropy, and
	sales from gift shops, cafeteria and parking lot receipts
	a. Government payers - Report revenues from the following

a.	Government payers -	Report	revenues	from	the	following
	sources:					

1. Medicare - Fee for service only from parts A, B and D (exclude part C)	4106		
2. Medicaid - Fee for service only	4107		
3. Workers' compensation	4108		
4. All other government programs - Include programs such			

All other government programs - include programs such
as but not limited to: Children's Health Insurance Program
(CHIP), Department of Defense (DOD), Civilian Health and
Medical Programs of the Department of Veterans Affairs
(CHAMPVA), TRICARE, Substance Abuse and Mental Health
Services Administration (SAMHSA), and Indian Health Services
(IHS)

h	Povenue from health care providers. Include revenue from		Ī		
D.	Revenue from health care providers - Include revenue from				
	hospitals, health practitioners, outpatient care facilities, etc 9129	ш		1	1

CONTINUE WITH 6 ON	I PAGF	5
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Form	SA-62200E	(DRAFT)
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6	SA	ALES, RECEIPTS, OR REVENUE - Continued							
			Mark "X"			2018			
			if None	\$ Bil.	Mil.	Thou.	Dol.		
1.	yo the rep dis	et Patient Care Revenue - Using net patient revenues, report ur sources of revenue in each of the below categories. Include e value of total patient care operating receipts collected for the porting period. This figure should be reported net of any negotiated scounts and write-downs for bad debt. Exclude non-patient care venue such as grants, subsidies, contributions, philanthropy, and les from gift shops, cafeteria and parking lot receipts - Continued							
	C.	Private insurance							
		1. Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Federal, State, and Local government health insurance 41	11 🔲		1 1		1 1		
		2. Property and casualty insurance - Include revenue from auto and homeowners insurance and other accident/liability insurance. Exclude workers' compensation insurance 41	12						
	d.	Patient out-of-pocket from patients and their families - Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary	71						
	e.	All other sources of revenue for patient care - Include all other sources of revenue for patient care not included in lines 1a1 through 1d - Specify							
		41	03						
2.	No	on-Patient Care Revenue					1 1		
	a.	Contributions, gifts, and grants received	′41		1 1		1 1		
	b.	Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold	42						
	C.	Revenue from health care providers for non-patient care - Include revenue from health practitioners, hospitals, outpatient care facilities, and all other health care practitioners for non-patient care services provided. Include revenue for medical administration and other administrative services, incentive payments, management fees, medical director fees, etc 41	12		1 1				
	d.	All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below?							
2	T		05						
3.		OTAL REVENUE Im of lines 1a1 through 2d	300				1 1		

7 Not Applicable.

orm	ı SA	A-62	200	DE (DRAFT)
8	RE	VEN	UES	FROM ELECTRONIC SOURCES
	A.			firm have any revenues from customers entering orders directly on the firm's websites or applications in 2018?
		0040		Yes
				No
	В.	Did mok	this	firm have any revenues from customers entering orders directly on third-party websites or applications in 2018?
		0041		Yes
				No
	C.	Did (suc	this h as	firm have any revenues from customers entering orders via any other electronic systems private networks, dedicated lines, etc.) in 2018?
		0042		Yes
				No

2018						
\$ Bil.	Mil.	Thou.	Dol.			
				0.0		
	1 1	1 1	1 1	OR		

Percent % 2501

2018

9 and 10 Not Applicable.

2018

11 INPATIENT/OUTPATIENT ACTIVITY

A. Inpatient days and outpatient visits

Inpatient Days - The unit of measure in which lodging was provided and services rendered to inpatients.

- A patient who is formally admitted and who is discharged or dies on the same day is counted as one patient day, regardless of the number of hours the patient occupies a hospital bed. For patients switched from observation to inpatient status, the patient day count should begin on the day the patient was officially admitted as an inpatient. Do not include nursery days unless they are related to neonatal intermediate or intensive care units.

Include:

- Inpatient acute and sub-acute days
- Swing bed days
- Distinct part unit days
- Skilled nursing facilities days
- Long term care days
- Neonatal days

Exclude:

- Nursery days
- Newborn days

Outpatient Visits - A visit by a patient who is not lodged in the hospital while receiving medical, dental, or other services. Each appearance of an outpatient in each unit constitutes one visit regardless of the number of diagnostic and/or therapeutic treatments that the patient receives. Patients switched from observation to inpatient status, should be counted as outpatient visits and subsequently as inpatient days.

- Observation services
- Emergency department visits
- Outpatient surgeries

		Numbe	er	
1. What were this firm's inpatient days in 2018?	4180	1 1		
2. What were this firm's outpatient visits in 2018?	4181	1 1		

B. Inpatient and outpatient net patient care revenue

How much of the net patient care revenue reported in 6, lines 1a1 through 1e, was received from the following categories? If 6, lines 1a1 through 1e, does not equal your net patient care revenue please adjust your reported figures in 6, lines 1a1 through 1e.

	Number			
1. Inpatient care services				%
2. Outpatient care services				%
	1	0	0	%

4.2	FLECTO	ONLIA		RECORDS
12	ELECIK	UNIC	HEALIH	RECURDS

A. Did your firm have expenses for electronic health record systems and related software and services to install and/or maintain these systems in 2018?

No -	Go	to	14

B. What were the total expenses for electronic health record systems

	2018									
	\$ Bil.	Mil.	Thou.	Dol.						
14	1	1 1	1 1	1 1						

7.7	
	-51 I
ν-	

Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None	\$ Bil.	Mil.	201	Thou.	Dol.
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Form SA-62200	E (DRAFT)	
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orn	n SA-62200E (DRAFT)					Page
14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
3.	Expensed Purchased Services - Continued					
	b. Professional liability insurance - The cost of professional liability insurance. Include professional liability insurance premiums and amounts set aside for self-insurance			1 1		
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment			1 1		
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
	1879			1 1		1 1
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b)		i		
1	and 16 Not Applicable.					

R	EMARKS - Please use this space to explain any significant yea ata were estimated.	r-to-year changes, to clarify responses, or indicate who
d	ata were estimated.	

CONTACT IN	CONTACT INFORMATION												
Name of person to contact regarding this report (Please print)					Title								
										E			
	Area code		Number	Extension		Area code		Number					
Telephone			_		Fax					E			
			-					-					
E-mail address					Website address								

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-62300A	(DRAFT)
Due Date	
Need help or have questions? Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs-	
surveys/sas/information.html YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the systems that transmit your data.	
This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
https://portal.census.gov Authentication Code:	s survey should be completed online at: To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
	GENERAL INSTRUCTIONS
	n this firm's operations should be noted in ①.
 For establishments sold this firm. 	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
 Enter "0" where applicable Do not combine data for 	ole. r two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	
• If a figure is \$1,030,280,4	456 it should be reported as $ + 1030280736 $
 Data for all Services esta 	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
•	as defined by the survey coverage in 1 B. es primarily engaged in supporting services to those establishment(s) such as warehouses,
garages, central adminis	strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	mailing address the same as shown in the mailing address above?
Yes	
0035	propertions in the mailing address shows
□ NO - Enter co	prrections in the mailing address above

Form SA-62300A (DRAFT) Page 2

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1	В.	SUF	RVEY	(CO	/ERAG	ìΕ																								
		Did	this	firm	provid	de 1	the	busi	ines	SS &	act	tivi	ties	s de	scri	ibed	belo	w?												
				Yes																										
		0001												_																
			Ш	No -	Specify	y th	his t	firm's	s bu	isine	iess	s ac	ctivit	ty 🗾	,															
				0002																										
_				-																										-
2			plical																											4
3					AL CH																									
	A.	Did	this	firm	experi	ien	ıce	any a	acq	quis	sitio	ions	s, s	sales	s, m	erge	ers, a	ınd/d	or di	ives	titure	s in	20	18?						
		0016		Yes																										
		0016		No -	Go to	4																								ı
	_	18/1.				_												004												
	В.				follow apply. I															ina	the re	porti	na	nerio	nd.	expi	lain	in Œ).	
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																					l _	1								
		City	, towr	n, villa	ge, etc.																State	ZIP	Cod					1		
																											-			

A. Is this firm or organization operated on a not-for-profit basis?

0021	Yes
0031	No - Go to 6

B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code?

	Yes
0030	No

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- · Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAXABLE FIRMS

Include:

- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.

Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.

 Mark "X"
 2018

 if None
 \$ Bil.
 Mil.
 Thou.
 Dol.

1.	Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and
	sales from gift shops, cafeteria and parking lot receipts
	a. Government payers - Report revenues from the following

a. Government payers - Report revenues from the following sources:

Medicare - Fee for service only from parts A B and D

	(exclude part C)	4106
2	Medicaid - Foo for service only	4107

4106	_
	_



3.	Workers'	compensation		

08	



4. All other government programs - Include programs such as but not limited to: Children's Health Insurance Program (CHIP), Department of Defense (DOD), Civilian Health and Medical Programs of the Department of Veterans Affairs (CHAMPVA), TRICARE, Substance Abuse and Mental Health Services Administration (SAMHSA), and Indian Health Services (IHS)

41	09	

1				

CONTINUE WITH 6 ON PAGE 5

SALES, RECEIPTS, OR REVENUE - Continued **Mark *X** 1. Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lof receipts - Continued D. Private insurance 1. Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administered by private insurance and Medicaid managed care plans, Medicaid managed care plans, and the managed care plans, and the substance of the sub	1. Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts - Continued b. Private insurance 1. Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicare part C (man	-orm	1 SA-6230UA (DRAFT)					Page 5
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c. Social security benefits - Report direct payment of social security benefits on behalf of patients	c. Social security benefits - Report direct payment of social security benefits on behalf of patients		auto and homeowners insurance and other accident/liability			1 1		
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Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary	Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary		security benefits on behalf of patients	72				
e. All other sources of revenue for patient care - Include all other sources of revenue for patient care not included in lines 1a1 through 1d - Specify 7 2. Non-Patient Care Revenue a. Contributions, gifts, and grants received b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold c. All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below 7 3. TOTAL REVENUE Sum of lines 1a1 through 2c 1800	e. All other sources of revenue for patient care - Include all other sources of revenue for patient care not included in lines 1a1 through 1d - Specify 7 2. Non-Patient Care Revenue a. Contributions, gifts, and grants received b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold c. All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below 7 3. TOTAL REVENUE Sum of lines 1a1 through 2c 1800		Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by	71		1 1		
2. Non-Patient Care Revenue a. Contributions, gifts, and grants received	2. Non-Patient Care Revenue a. Contributions, gifts, and grants received		e. All other sources of revenue for patient care - Include all other sources of revenue for patient care not included in					
2. Non-Patient Care Revenue a. Contributions, gifts, and grants received	2. Non-Patient Care Revenue a. Contributions, gifts, and grants received							
b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold	b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold	2.		J3 🗀				
b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold	b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold		a Contributions gifts and grants received	11				
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and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below? 3. TOTAL REVENUE Sum of lines 1a1 through 2c	and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below? 3. TOTAL REVENUE Sum of lines 1a1 through 2c		- Control of the Cont	42				
3. TOTAL REVENUE Sum of lines 1a1 through 2c	3. TOTAL REVENUE Sum of lines 1a1 through 2c		and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - <i>Specify the primary source</i>					
3. TOTAL REVENUE Sum of lines 1a1 through 2c	3. TOTAL REVENUE Sum of lines 1a1 through 2c		411	ns.				
		3.						
Not Applicable.	Not Applicable.		Sum of lines 1a1 through 2c	00				
		7	Not Applicable.					

orn	ı S	A-62	300	A (DRAFT)							Page
8				FROM ELECTRONIC SOURCES firm have any revenues from customers en	nterino	orders d	irectly	on the	firm's v	vehsites	or
	Α.			applications in 2018?		g ordere c	ootiy	011 1110	, , , , , , , , , , , , , , , , , , , ,		.
		0040		Yes							
	В.	Did	this	No firm have any revenues from customers en	nterino	a orders d	irectly	on thi	rd-partv	website	es or
				applications in 2018?					,		
		0041		Yes							
				No							
	C.	Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	ntering 2018	g orders v	ia any	other e	electroni	ic syster	ns
		0042		Yes							
				No							
	D.	Of t	he t	otal 2018 revenues reported in ① ,			2018			Г	2018
		whathat	t wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou		ol.		Percent
		A-C	abo	ve? Please provide an estimate if gures are not available					C	OR ₂₅₀₁	9/
9	-Œ	No	t Ap	plicable.							
12	EL	ECTI	RON	IC HEALTH RECORDS							
	A.	Did inst	you all a	r firm have expenses for electronic health nd/or maintain these systems in 2018?	record	systems	and rel	ated s	oftware	and ser	vices to
				Yes							
				No - Go to 🕜							
								4 D.I	8.411	2018	
	В	10/le -	. 4	and the testal annual for all atmosts he although				\$ Bil.	Mil.	Thou.	Dol.

What were												
in 2018? .	 	 	٠	 	٠	 ٠		٠	٠	٠		 ٠

\$ Bil.	Mil.	Thou.	Dol.					

. . 4014



13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other

		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
P	ersonnel Costs					
а	• Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages	321				1 1
b	Lemployer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	322				
C	Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	323				
Ε	xpensed Materials, Parts, and Supplies (not for resale)					
а	 Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. 	011				
b	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b.	360				
Е	xpensed Purchased Services					
а	Expensed purchases of software - 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 18	326				1 1

Form	SA.	-62300A	(DRAFT)
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FUIII	SA-623UUA (DRAFT)					Page 8
14	OPERATING EXPENSES - Continued					
		Mark "X"		-	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
3.	Expensed Purchased Services - Continued					
О.	b. Professional liability insurance - The cost of professional					
	liability insurance. Include professional liability insurance					
	premiums and amounts set aside for self-insurance	10				
4.	Other Operating Expenses					
	 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this 					
	firm, tangible assets and improvements owned by this firm					
	within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets			1 1		
	(e.g., patents, copyrights). Exclude impairment	31		1 1		
	b. All other operating expenses - All other operating expenses					
	not reported above, unless specifically excluded in the general					
	instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating					
	expenses. If this item is greater than 20% of the total					
	operating expenses, specify the primary source of the expenses below ⊋					
	expenses below /					
	18	79				
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b	00				

SA-62300A (DRAFT) Pag REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate whe
REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate who data were estimated.

18

CONTACT INFORMATION										
Name of person to contact regarding this report (Please print) Title										
	Area code		Number	Extension		Area code		Number		
Telephone					Fax					
			-					_		
E-mail address	E-mail address					Website address				

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-62300E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.	Mil.		T	Thou.		Dol.			
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING ADDRES	SS
		le this firm's name	an.

this firm's name and mailing address the same as shown in the mailing address above?

	Ш	Yes			
0035					
			_		

No - Enter corrections in the mailing address above



B. SURVEY COVERAGE

Ending Date

Year

Day

Month

0008

5	TAX	STA	TUS
---	-----	-----	-----

A. Is this firm or organization operated on a not-for-profit basis?

Partial year - Report beginning and ending dates

0021	Yes
0031	No - Go to

B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code?

	Yes
0030	
	No

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAXABLE FIRMS

Include:

- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.

Exclude:

- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.

Mark "X"		_	2018	
if None	\$ Bil.	Mil.	Thou.	Dol.

1.	Net Patient Care Revenue - Using net patient revenues, report
	your sources of revenue in each of the below categories. Include
	the value of total patient care operating receipts collected for the
	reporting period. This figure should be reported net of any negotiated
	discounts and write-downs for bad debt. Exclude non-patient care
	revenue such as grants, subsidies, contributions, philanthropy, and
	sales from gift shops, cafeteria and parking lot receipts

a. Government payers - Report revenues from the following sources:

1.	(exclude part C)	4106							
2.	Medicaid - Fee for service only	4107							
3.	Workers' compensation	4108					,		
4.	All other government programs - Include programs such as but not limited to: Children's Health Insurance Program (CHIP), Department of Defense (DOD), Civilian Health and Medical Programs of the Department of Veterans Affairs (CHAMPVA), TRICARE, Substance Abuse and Mental Health Services Administration (SAMHSA), and Indian Health Services			<u> </u>	ı				
	(IHS)	4100							I

CONTINUE WITH 6 ON PAGE 5

····	SA-02300E (DRAFI)					rage
6	SALES, RECEIPTS, OR REVENUE - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Net Patient Care Revenue - Using net patient revenues, report your sources of revenue in each of the below categories. Include the value of total patient care operating receipts collected for the reporting period. This figure should be reported net of any negotiated discounts and write-downs for bad debt. Exclude non-patient care revenue such as grants, subsidies, contributions, philanthropy, and sales from gift shops, cafeteria and parking lot receipts - Continued					
	b. Private insurance					
	Private health insurance, including Medicare and Medicaid managed care plans - Include revenue from medical plans administered by private insurers, including employer sponsored, other group plans, Medicare part C (managed care plans), Medicaid managed care plans, and Edda Care plans).	П		1 1		
	Federal, State, and Local government health insurance 4111					
	 Property and casualty insurance - Include revenue from auto and homeowners insurance and other accident/liability insurance. Exclude workers' compensation insurance 4112 					
	c. Social security benefits - Report direct payment of social security benefits on behalf of patients	. 🗆				
	d. Patient out-of-pocket from patients and their families - Include all deductibles and co-insurance from private health insurance, Medicare, Medicaid, and other public programs paid by the beneficiary or the family of the beneficiary			1 1		
	e. All other sources of revenue for patient care - Include all other sources of revenue for patient care not included in lines 1a1 through 1d - Specify					
	4103	. 📙				
2.	Non-Patient Care Revenue					
	- Contributions wifts and avents received		'	1 1		
	a. Contributions, gifts, and grants received					
	b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold	. 🗆				
	c. All other non-patient care revenue - Include other operating and non-operating revenue (e.g., gift shop sales, cafeteria sales, parking lot receipts, florist receipts) - Specify the primary source of revenue below?					
				1 1		
	4105	. 📙				
3.	TOTAL REVENUE Sum of lines 1a1 through 2c					
7	Not Applicable.					

orm	ı S	A-62	300	ÞΕ	(DRAFT)										Page
8	RE	VEN	UES	FRO	M ELE	CTRON	IC SOL	JRCES							
	A.					any revo s in 201		from c	ustomers (entering	orders	directly o	n the firm	's website	s or
		0040		Yes											
				No											
	В.					any revo s in 201		from c	ustomers (entering	orders	directly o	n third-pa	rty websit	es or
		0041		Yes											
				No											
	C.	Did (suc	this h as	firm priv	have a	any revo tworks,	enues dedic	from c ated li	ustomers ones, etc.) i	entering n 2018?	orders	via any o	ther electr	onic syste	ms
		0042		Yes											
				No											
	D.	Of t	he t	otal	2018 r	evenues	repor	rted in	6,			2018			2018
		that	wa	s fro	m the i	r amou evenue	s iden	tified i	n	\$ Bil.	Mil.	Thou.	Dol.		Percent
		A-C exa	abo ct fi	ve? gure	Please s are n	provide ot avail	an es able.	timate	if 2500		<u> </u>			OR ₂₅₀₁	9/
9	Œ	No	t Ap	plica	ble.										
12	EL	ECT	RON	IIC H	EALTH	RECOR	DS								
	A.								onic health n 2018?	record	systems	s and rela	ted softwa	are and se	rvices to
				Yes											

	Yes
	No - <i>Go to</i> 1

	\$ Bil.	Mil.	Thou.	Dol.
B. What were the total expenses for electronic health record systems in 2018?				

13	Not	App	icable
----	-----	-----	--------

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other

		N.A. 1 113211	2018						
		Mark "X" if None	\$ B	I.	Mil.	20	Tho	1.	Dol.
F	Personnel Costs		و پ				. 1101		501.
a	wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182	1 🔲					-		
b	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, life insurance benefits, Medicare). Exclude employee contributions	2							
C	E. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3 🗆							
Е	expensed Materials, Parts, and Supplies (not for resale)								
а	 Medical supplies - Materials and supplies used in providing medical services to others. Report medical equipment in line 2b. 401 	1							
b	b. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3a and leased and rented equipment in line 4b 186	0 🗆							1 1
E	xpensed Purchased Services								
а	Expensed purchases of software - 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 182	6							

Form SA-62300E (D	RAFT)
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	Mark "X"		:	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
ensed Purchased Services - Continued					
rofessional liability insurance - The cost of professional ability insurance. Include professional liability insurance					
remiums and amounts set aside for self-insurance 4	1010		1 1		1 1
r Operating Expenses					
epreciation and amortization charges - Include depreciation narges taken against tangible assets owned and used by this rm, tangible assets and improvements owned by this firm ithin leaseholds, tangible assets obtained through capital lease greements, and amortization charges against intangible assets u.g., patents, copyrights). Exclude impairment	831		1 1		1 1
Il other operating expenses - All other operating expenses of reported above, unless specifically excluded in the general structions. Include office postage paid and package delivery. xclude purchases of merchandise for resale and non-operating xpenses. If this item is greater than 20% of the total perating expenses, specify the primary source of the xpenses below 7					
1	879				
AL OPERATING EXPENSES					
of lines 1a through 4b	900				
	remiums and amounts set aside for self-insurance	remiums and amounts set aside for self-insurance	remiums and amounts set aside for self-insurance	remiums and amounts set aside for self-insurance	remiums and amounts set aside for self-insurance

R	EMARKS	OE (DRAFT - Please us	o explain an	y significant y	year-to-year (changes, to cla	rify responses,	Pa or indicate wh
d	ata were e	estimated.						

Name of person to contact regarding this report (Please print) Title										
	Area code		Number	Extension		Area code		Number		
Telephone			_		Fax					
E-mail address					Website address					

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU FORM

2018 ANNUAL SERVICES REPORT

SA-62400AT	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	s survey should be completed online at:
https://portal.census.gov	
Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
	GENERAL INSTRUCTIONS
	n this firm's operations should be noted in 12 . or acquired in 2018, report data only for the period the establishments were operated by
this firm.	e if book figures are not available.
• Enter "0" where applicat	
	r two or more detailed lines.
• Figures should be round	
• It a figure is \$1,030,280,4 Include:	456 it should be reported as
 Data for all Services esta 	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in 1 B.
 Data for auxiliary facilities 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	<u> </u>
	d mailing address the same as shown in the mailing address above?
Yes	
No - Enter co	prrections in the mailing address above
LINO - EINEF CC	medions in the maining address above

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8
7
35
U

	-02400A1 (DRAFI)	raye
1	SURVEY COVERAGE	
	Did this firm provide the business activities described below?	
	T West	
	Yes	
	□ No - Specify this firm's business activity ₹	
	0002	
2	Applicable.	
3	GANIZATIONAL CHANGE	
	Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?	
	☐ Yes	
	016 Na Ca ta O	
	□ No - Go to 4	
	Which of the following organizational changes occurred in 2018?	
	Check all that apply. If more than one organizational change occurred during the reporting period, explain in 🤇	D.
	Month Day	Year
	Acquisition Pote of organizational change	1 1
	☐ Sale	
	O91 AND	
	Merger Enter detailed information below	
	☐ Divestiture	
	Name of company 0017 Name of company 0019 EIN (9 digits)	
	Address (Number and street, P.O. Box, etc.)	
	City, town, village, etc. State ZIP Code	
	State Zii Gode	

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-orn	1 SA-624UUAI (DRAFT)				Page 3		
4	REPORTING PERIOD						
	NOTE: Calendar year data are preferred. If they are unavailable, please report	t for the fiscal yea	ar that i	ncludes a	at least six		
	months of data for the 2018 calendar year. What time period is covered by the data provided in this report?			2018	3		
			Beginning Date				
	Calendar year		Month	Day	Year		
	Fiscal or partial year - Report beginning and ending dates	0007					
	, , , , , , , , , , , , , , , , , , , ,			Ending	Date		
			Month	Day	Year		
		0008					
A	TAX STATUS						
5	A. Is this firm or organization operated on a not-for-profit basis?						
	Ves Yes						
	□ No - <i>Go to</i> 6						
	B. Was all or part of the income of this firm or organization exempt f	rom Federal inc	ome ta	xes und	ler		
	section 501 of the Internal Revenue Code?						
	Yes						
	0030 No						
6	SALES, RECEIPTS, OR REVENUE						
	What were the revenues for this firm in 2018? Include:						
	Report gross billings, except where noted elsewhere on the form.						
	• Dues and assessments from members and affiliates.						
	Revenues from electronic sources.						
	Exclude: • Transfers made within the company.						
	• Taxes collected directly from customers or clients and paid directly to a local						
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside Commonwealth Territories, or U.S. possessions). 	the 50 states, Di	strict of	Columb	ia, U.S.		
	INSTRUCTIONS FOR TAXABLE FIRMS						
	Include:						
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the p locations. 	eriods that this fi	rm oper	ated the			
	• Revenue from services performed by domestic locations of foreign parent f	irms, subsidiaries	, brancl	nes, etc.			
	Exclude:						
	 Rents from and revenue of separately operated departments, concessions, Commissions from vending machine operators. 	etc., which are lea	asea to	otners.			
		Mark "X"	2	2018			
		if None \$ Bil.	Mil.	Thou.	Dol.		
1.	TOTAL OPERATING REVENUE						
	Not Applicable.						
V	Not Applicable.						

Forn	n SA	-624	400	AT (DRAFT)	Page
8	REV	/ENU	JES	FROM ELECTRONIC SOURCES	
				firm have any revenues from customers entering orders directly on the firm's websites of applications in 2018?	r
	0(0040		Yes	
				No	
				firm have any revenues from customers entering orders directly on third-party websites of applications in 2018?	or
	00	0041		Yes	
				No	
	C. [Did t	his 1 as	firm have any revenues from customers entering orders via any other electronic systems private networks, dedicated lines, etc.) in 2018?	
	0	0042		Yes	
				No	
	D. C	Of th	ne to	otal 2018 revenues reported in 6 ,	2018

what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if

2018							
\$ Bil.	Mil.	Thou.	Dol.				
	1 1	1 1					

Percent OR ₂₅₀₁ %

13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



a. Gr wa Em								_
a. Gr wa Em		Mark "X" if None	\$ Bil.	Mil.	2018 Thou		Dol.	
a. Gr wa Em	onnel Costs	ii ivoile	φ DII.	IVIII.	11101	J.	D01.	
Ém	ross annual payroll - Total annual Medicare salaries and ages for all employees as reported on this firm's IRS Form 941, apployer's Quarterly Federal Tax Return, line 5(c) for the four arters that correspond to the survey period or IRS Form 944 apployer's Annual Federal Tax Return, line 4(c). Include the read on stock options that are taxable to employees as wages.	1821						
leg Inc and pre thii dei pla cor ins em	nployer's cost for fringe benefits - Employer's cost for gally required programs and programs not required by law. clude insurance premiums for hospital plans, medical plans, d single service plans (e.g., dental, vision, prescription drugs); emium equivalents for self-insured plans and fees paid to ird-party administrators (TPAs); defined benefit pension plans; fined contribution plans (e.g., profit sharing, 401K, stock option ans); and other fringe benefits (e.g., Social Security, workers' mpensation insurance, unemployment tax, state disability surance programs, life insurance benefits, Medicare). Exclude aployee contributions.	1822		1 1				
pai age and	interpretation in the content of the	1823						
resale (e.g., c CPUs, service janitor materi	nsed equipment, materials, parts, and supplies (not for e) - Include expensed computer hardware and other equipment copiers, fax machines, telephones, shop and lab equipment, monitors). Include materials and supplies used in providing es to others; materials and parts used in repairs; office and rial supplies; small tools; containers and other packaging ials; and motor fuels. Report packaged software in line 3 and d and rented equipment in line 4b.	1860				1		
custor develo purcha	nsed purchases of software - Purchases of prepackaged, m coded, or vendor customized software. Include software oped or customized by others, web-design services and ases, licensing agreements, upgrades of software, and enance fees related to software upgrades and alterations	1826		1 1			1 1	
4. Other	r Operating Expenses							
cha firr wit agu (e.g b. All not ins Ex exp	epreciation and amortization charges - Include depreciation arges taken against tangible assets owned and used by this m, tangible assets and improvements owned by this firm thin leaseholds, tangible assets obtained through capital lease reements, and amortization charges against intangible assets g., patents, copyrights). Exclude impairment	1831					1 1	
		1879		1 1			ı T	
5. TOTA	AL OPERATING EXPENSES	18/9						
		1900						

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	REMARKS - F	Please use t mated.	nis space	to explai	n any si	ignificant yea	ir-to-year chang	es, to clari	respo	11565, 01	maicate	where
3	CONTACT IN	FORMATIO	ON									
3	CONTACT IN			his report	(Please p	orint)	Title					
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3	Name of perso	n to contact r	regarding t	this report Number	(Please <u>r</u>	Extension		Area (N	umber	
3		n to contact r	regarding t		(Please p		Title Fa				umber	
3	Name of perso	Area code	regarding t	Number	(Please p	Extension	Fa	х				
3	Name of perso	Area code	regarding t	Number	(Please <u>r</u>	Extension		х				

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-62400ATE (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	ֆВII.	IVIII.	i nou.	Doi.
→	1	030	280	456

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	Α.	MA

LING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



Form SA-62400ATE(DRAFT) Page 2

OIII OA OL-TOAT LIDRATI)				r ago z
1 B. SURVEY COVERAGE				
Did this firm provide the business activities described below?				
Ves				
☐ No - Specify this firm's business activity 7				
0002				
2 Not Applicable.				
3 ORGANIZATIONAL CHANGE				
A. Did this firm experience any acquisitions, sales, mergers, and/or divestiture	s in 20	187		
	<u>_</u>			
Ves				
☐ No - <i>Go to</i> 4				
B. Which of the following organizational changes occurred in 2018?				
Check all that apply. If more than one organizational change occurred during the re	porting	period,	explair	n in ① .
	J	Month	Day	Year
Acquisition				
Date of organizational change	. 0018			
0091 AND				
Merger Enter detailed information below 7				
Divestiture				
News of services	[5]	INI /O -1:	·+-\	
0017 Name of company	0019	IN (9 dig	its)	
		-		
Address (Number and street, P.O. Box, etc.)				
City, town, village, etc.	ZIP Co	de		
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NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year	ear that i	ncludes	at least six
months of data for the 2018 calendar year. What time period is covered by the data provided in this report?		201	18
what time period is covered by the data provided in this report:		Zo Beginnir	
Calendar year	Month	Day	Year
Fiscal or partial year - Report beginning and ending dates	,		
riscal of partial year - neport beginning and ending dates	'	Ending	Date
	Month	Ī	Year
000	3		
TAX STATUS			
A. Is this firm or organization operated on a not-for-profit basis?			
Yes			
0031			
No - Go to 6			
B. Was all or part of the income of this firm or organization exempt from Federal in section 501 of the Internal Revenue Code?	come ta	ixes un	der
U Yes 0030			
□ No			
SALES, RECEIPTS, OR REVENUE			
What were the revenues for this firm in 2018?			
Include: Report gross billings, except where noted elsewhere on the form.			
• Dues and assessments from members and affiliates.			
Revenues from electronic sources.			
Exclude:			
 Transfers made within the company. Taxes collected directly from customers or clients and paid directly to a local, state, or fede 	ral tav ar	nancv	
 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Commonwealth Territories, or U.S. possessions). 			bia, U.S.
INSTRUCTIONS FOR TAX-EXEMPT FIRMS			
Include:			
 Program service revenue for services provided in the applicable period, whether or not pay 	ment wa	s receiv	ed in the
 applicable period. Gross sales of merchandise minus returns and allowances. 			
• Income from interest, dividends, gross rents (including display space rentals and share of re	eceipts fr	om dep	artments
operated by other companies), royalties, and other investments.			
 Gross contributions, gifts, and grants (whether or not restricted for use in operations). Commissions earned from the sale of merchandise owned by others (including commission 	s from v	endina	machine
operators).		0.1.4.1.9	
• Grose receipte from fundraising activities			
• Gross receipts from fundraising activities.			
Exclude:			
· · · · · · · · · · · · · · · · · · ·			
Exclude: Gross receipts of departments or concessions operated by other companies. Amounts transferred to operating funds from capital or reserve funds.	:	2018	
Exclude: • Gross receipts of departments or concessions operated by other companies.	Mil.	2018 Thou	. Dol.
Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. **Mark "X" if None \$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\\$\			. Dol.
Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. **Mark "X" if None \$\frac{1}{3}\$ Bil. **Non-Operating Revenue** (Lines 1a through 1d to be completed by tax-exempt firms only)			. Dol.
Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. **Mark "X" if None \$\\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$. Dol.
Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. **Mark "X" if None \$\\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$ \\$. Dol.

6	SALES, RECEIPTS, OR REVENUE - Continued							
				Mark "X"			2018	
				if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Non-Operating Revenue (Lines 1a through 1d to be comptax-exempt firms only) - Continued	•						
	c. Program service - Include revenue from the sale of any admissions (excluding state, local, or admission taxes); the facilities; the operation of schools, classes, training facilities instructional services; registration fees received in connect a meeting or convention; equipment rental services; governments; and other fees received for providing a service	ne use of ies, and ction with ernment	1743					
	d. All other non-operating revenue - Revenue not reported lines 1a through 1c. Include capital gains and losses. It item is greater than 20% of the total revenue, speciprimary source of revenue below 7	ed in f this						
			1809					1 1
2.	TOTAL REVENUE		1000					
	Sum of lines 1a through 1d		1800					
7	Not Applicable.							
8	REVENUES FROM ELECTRONIC SOURCES							
	NOTE: For tax-exempt firms, please include monetary donati	ons receiv	ed or	nline as F	Revenue	from Ele	ctronic S	ources.
	A. Did this firm have any revenues from customers en mobile applications in 2018?	tering or	ders (directly	on the	firm's w	ebsites	or
	□ Yes							
	No							
	B. Did this firm have any revenues from customers en mobile applications in 2018?	tering or	ders (directly	on thire	d-party w	vebsites	or
	O041 Yes							
	□ No			_				
	C. Did this firm have any revenues from customers en (such as private networks, dedicated lines, etc.) in 2	tering ord 2018?	ders v	ia any d	other el	ectronic	system	S
	U Yes 0042							
	□ No							
	D. Of the total 2018 revenues reported in 6 ,			2018				2018
	what was the dollar amount (or percentage) that was from the revenues identified in	\$ Bil.	Mil.	Thou.	Do	ıl.		Percent
	A-C above? Please provide an estimate if					OF		%
	exact figures are not available						2501	
9-	Not Applicable.							

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewnere.					
	Mark "X"			2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
Expensed purchases of software - 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 1826			1 1		1 1
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment					

CONTINUE WITH 14 ON PAGE 6

Form SA-62400ATE(DRAFT) Page 6

FUIII	I SA-02400A I EDRAFI)					raye
14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		1879				
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	. 1900		i	i	
1	and 16 Not Applicable.					

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2018 ANNUAL SERVICES REPORT

SA-62400ET	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau	
is required by Section 9 of the same law to keep your information	
CONFIDENTIAL and can use your responses only to produce statistics.	
The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your	
business, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data.	
This collection has been approved by the Office of Management and	
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and	
appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - This https://portal.census.gov	s survey should be completed online at:
Authentication Code:	To view Survey Results:
	https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
Throughout this survey, a	ny reference to "this firm" is referring to the EIN that is printed in the mailing address
area or the new EIN that v	was provided as a response in ②. Any responses related to "this firm" should only
include data for the EIN re	
	n this firm's operations should be noted in ① .
this firm.	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
• Enter "0" where applicab	
	r two or more detailed lines.
·	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	
, and the second	456 it should be reported as 1030280736
Include:	ablishments (avaluding data for Datail Whalasala Manufacturing Mining and
• Data for all Services esta Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) operating under the EIN printed in the mailing address area.
·	es primarily engaged in supporting services to those establishment(s) such as warehouses,
garages, central adminis	strative offices, and repair services.
A MANUELO ADDETEC	
1 A. MAILING ADDRESS	

Is this firm's name and mailing address the same as shown in the mailing address above?

No - Enter corrections in the mailing address above

0035

Yes

OL-TO				1 4
SURVE	Y COVERAGE			
Did this	s firm provide the business activities described below?			
	Yes			
0001	103			
	No - Specify this firm's business activity			
	0002			
DERAL F	EMPLOYER IDENTIFICATION NUMBER (EIN)			
	firm report payroll under EIN			
Ye) S	EINI /	0 -1:-:(-)	
□ No	o - Enter current 9-digit EIN AND date payroll was first	EIIV (9 digits)	1 1 1
	reported for this EIN	5	-	1 1 1
			Month Day	Year
				1 1
		0088		
GANIZA	ATIONAL CHANGE			
	s firm experience any acquisitions, sales, mergers, and/or divestiture	es in 20	018?	
0016	Yes			
	No - Go to 4			
Mhiah c	of the following organizational changes occurred in 2018?			
	Il that apply. If more than one organizational change occurred during the re	nortina	neriod expla	in in 🕡
oneon ar	That apply in more than one organizational onlying occurred daring the re	porting	Month Day	Year
	Acquisition		WOTH Day	Teal
	Date of organizational change	0018		
0091	Sale AND			
	Merger Enter detailed information below.			
	Enter detailed information below			
	Divestiture			
0017 Nan	me of company	0019 E	IN (9 digits)	
	and the A			
			-	
Address	(Number and street, P.O. Box, etc.)			
City, tow	n, village, etc.	ZIP Co	ode	
Address	(Number and street, P.O. Box, etc.) /n, village, etc.	ZIP Cc	-	

Form	SA-62400ET (DRAFT)			Page 3										
4	REPORTING PERIOD													
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year.													
	What time period is covered by the data provided in this report?		2018											
		В	eginning	Date										
	Calendar year	Month	Day	Year										
	Fiscal or partial year - Report beginning and ending dates	07												
	Thousand partial year inspect beginning and entiring autoo in the interest to		Ending C	ate										
		Month	Day	Year										
		08												
5	TAX STATUS													
	A. Is this firm or organization operated on a not-for-profit basis?													
	U Yes Ves													
	No - Go to 6													
	B. Was all or part of the income of this firm or organization exempt from Federal income taxes under													
	B. Was all or part of the income of this firm or organization exempt from Federal income taxes under section 501 of the Internal Revenue Code?													
	☐ Yes													
	0030													
	□ No													
6	SALES, RECEIPTS, OR REVENUE													
U	What were the revenues for this firm in 2018?													
	Include:													
	 Report gross billings, except where noted elsewhere on the form. 													
	 Report gross billings, except where noted elsewhere on the form. Dues and assessments from members and affiliates. 													
	Revenues from electronic sources.													
	Exclude:													
	• Transfers made within the company.													
	 Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency. Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. 													
	Commonwealth Territories, or U.S. possessions).													
	INCTRUCTIONS FOR TAYABLE FIRMS													
	INSTRUCTIONS FOR TAXABLE FIRMS													
	Include: • Amounts received for work subcontracted to others.													
	 For locations that were sold or acquired during a year, only report for the periods that this 	firm oper	ated the											
	locations.													
	 Revenue from services performed by domestic locations of foreign parent firms, subsidiari 	es, branch	ies, etc.											
	Exclude:													
	 Rents from and revenue of separately operated departments, concessions, etc., which are Commissions from vending machine operators. 	eased to	others.											
			040											
	Mark "X" if None \$Bil.	Mil.	018 Thou.	Dol.										
	\$ BII.	IVIII.	mou.	DOI.										
1.	TOTAL OPERATING REVENUE		1 1											
9	Not Applicable													

Form	s S	A-62	2400	DET (DRAFT)	Page
8	RE	VEN	UES	FROM ELECTRONIC SOURCES	
	A.			firm have any revenues from customers entering orders directly on the firm's websites or applications in 2018?	
		0040		Yes	
				No	
	В.			firm have any revenues from customers entering orders directly on third-party websites or applications in 2018?	
		0041		Yes	
				No	
	C.	Did (suc	this ch as	firm have any revenues from customers entering orders via any other electronic systems private networks, dedicated lines, etc.) in 2018?	
		0042		Yes	
				No	
	D.	Of t	he t	otal 2018 revenues reported in G.	140

what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if

2018												
\$ Bil.	Mil.	Thou.	Dol.									
	1 1											

Percent OR ₂₅₀₁ %

13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14 OPERATING EXPENSES - Continued

		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs					
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1821				
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.					
3.	Expensed purchases of software - 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	1826				
4.	Other Operating Expenses					
	 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total 	1831				
	operating expenses, specify the primary source of the expenses below \nearrow					
5.	TOTAL OPERATING EXPENSES	1879				
٠.		1900	,			
1B	and 16 Not Applicable.					

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D	REMARKS - R data were esti	Please use t mated.	this space	to explain	any się	gnificant yea	r-to-year chang	es, to c	larify re	sponses,	or indicat	e where
3	CONTACT IN											
	Name of person to contact regarding this report (Please print)						Title					
		n to contact i										
	Name of person	Area code		Number		Extension	Fa		rea code		Number	
	Name of person	Area code		Number -		Extension	Fa:	х	rea code		Number	1 1
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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-62400ETE (DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F)

https://www.census.gov/programssurveys/sas/information.html

or Visit

YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ Bil.			Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

U	A. IVIA	ILIN	G ADDRESS
	ls th	is fi	rm's name and mailing address the same as shown in the mailing address above?
	0035		Yes
			No - Enter corrections in the mailing address above



. SURVEY C	OVEDACE					
	OVERAGE					
Did this fir	m provide t	he business activities described below?				
Ye	es					
0001						
☐ No	o - Specify th	is firm's business activity 🍞				
0002	2					
EDERAL EMP	PLOYER IDE	NTIFICATION NUMBER (EIN)				
		roll under EIN				
	,					
Yes Yes			EINI /	O dia:+	۵۱	
	Enter current	9-digit EIN AND date payroll was first	EIIV (9 digit	S)	
		his EIN	15	-	1 1	
				-		
				Mont	h Day	Yea
				Mont	th Day	Yea
			0088		h Day	Yea
PRGANIZATIO	ONAL CHAN	IGE	0088		h Day	Yea
		IGE ce any acquisitions, sales, mergers, and/or divestitu			h Day	Yea
. Did this fir	rm experien				th Day	Yea
	rm experien				h Day	Yea
A. Did this fir	rm experien				h Day	Yea
. Did this fir	rm experien es o - Go to 4	ce any acquisitions, sales, mergers, and/or divestitu			h Day	Yea
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What time period is covered by the data provided in this report?			201	8
		В	eginnin	g Date
Calendar year		Month	Day	Year
Fiscal or partial year - Report beginning and ending dates	0007			
			Ending	Date
		Month	Day	Year
	0008		'	1 1
TAX STATUS	0000			
A. Is this firm or organization operated on a not-for-profit basis?				
Yes				
0031 No - <i>Go to</i> 6				
B. Was all or part of the income of this firm or organization exempt from Fo	deral inc	ome ta	xes un	der
section 501 of the Internal Revenue Code?				
0030				
□ No				
SALES, RECEIPTS, OR REVENUE				
What were the revenues for this firm in 2018?				
Include:				
• Report gross billings, except where noted elsewhere on the form.				
• Dues and assessments from members and affiliates.				
Revenues from electronic sources.				
Exclude:				
Transfers made within the company.				
	or fodore	1 +01/ 00	10001	
• Taxes collected directly from customers or clients and paid directly to a local, state				
 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 Commonwealth Territories, or U.S. possessions). 	states, Dis	STRICT OF	Column	oia, U.S.
INSTRUCTIONS FOR TAX-EXEMPT FIRMS				
Include:				
 Program service revenue for services provided in the applicable period, whether o 	r not pavm	ent was	s receiv	ed in the
applicable period.	- 1 /			
Gross sales of merchandise minus returns and allowances.				
• Income from interest, dividends, gross rents (including display space rentals and s	hare of rec	eipts fr	om dep	artment
operated by other companies), royalties, and other investments.				
• Gross contributions, gifts, and grants (whether or not restricted for use in operation	nmissions	from v	ending	machine
• Commissions earned from the sale of merchandise owned by others (including co				
 Commissions earned from the sale of merchandise owned by others (including co operators). 	111110010110			
• Commissions earned from the sale of merchandise owned by others (including co	111113313113			
 Commissions earned from the sale of merchandise owned by others (including co operators). 				
 Commissions earned from the sale of merchandise owned by others (including co operators). Gross receipts from fundraising activities. Exclude: Gross receipts of departments or concessions operated by other companies. 				
 Commissions earned from the sale of merchandise owned by others (including co operators). Gross receipts from fundraising activities. Exclude:				
 Commissions earned from the sale of merchandise owned by others (including co operators). Gross receipts from fundraising activities. Exclude: Gross receipts of departments or concessions operated by other companies. Amounts transferred to operating funds from capital or reserve funds. 		2	018	
 Commissions earned from the sale of merchandise owned by others (including co operators). Gross receipts from fundraising activities. Exclude: Gross receipts of departments or concessions operated by other companies. 	\$ Bil.	2 Mil.	2 018 Thou.	Do
 Commissions earned from the sale of merchandise owned by others (including co operators). Gross receipts from fundraising activities. Exclude: Gross receipts of departments or concessions operated by other companies. Amounts transferred to operating funds from capital or reserve funds. Mark "X"				Do
 Commissions earned from the sale of merchandise owned by others (including co operators). Gross receipts from fundraising activities. Exclude: Gross receipts of departments or concessions operated by other companies. Amounts transferred to operating funds from capital or reserve funds. Mark "X if None Non-Operating Revenue Contributions, gifts, and grants received - Include in-kind (non-cash) contributions such as food items, clothing and other 				Do
 Commissions earned from the sale of merchandise owned by others (including co operators). Gross receipts from fundraising activities. Exclude: Gross receipts of departments or concessions operated by other companies. Amounts transferred to operating funds from capital or reserve funds. Mark "X if None Non-Operating Revenue Contributions, gifts, and grants received - Include in-kind 				Do

Form	SA-62400ETE(DRAFT)					Page 4
6	SALES, RECEIPTS, OR REVENUE - Continued					
Ŭ			Mark "X"		2018	
			if None	\$ Bil. Mi	I. Tho	u. Dol.
1.	 Non-Operating Revenue - Continued Program service - Include revenue from the sale of any admissions (excluding state, local, or admission taxes); the facilities; the operation of schools, classes, training facilitie instructional services; registration fees received in connect a meeting or convention; equipment rental services; gover contracts; and other fees received for providing a service 	s, and ion with	3 🔲			
	d. All other non-operating revenue - Revenue not reporte lines 1a through 1c. Include capital gains and losses. If item is greater than 20% of the total revenue, specif primary source of revenue below	this				
		1809	9 🗆			
2.	TOTAL REVENUE Sum of lines 1a through 1d	1900	n			
2	Not Applicable.		,			
8	REVENUES FROM ELECTRONIC SOURCES					
0	NOTE: For tax-exempt firms, please include monetary donation	ns received	online as F	Revenue from	n Electronic	Sources
	A. Did this firm have any revenues from customers ent					
	mobile applications in 2018?	oraci	uncomy		o moderno	0 01
	Yes					
	0040					
	No					
	B. Did this firm have any revenues from customers entemobile applications in 2018?	ering order	s directly	on third-pa	rty websit	es or
	Yes					
	0041					
	□ No					
	C. Did this firm have any revenues from customers ent (such as private networks, dedicated lines, etc.) in 2		s via any o	other electr	onic syste	ms
	□ Yes					
	□ No					
	D. Of the total 2018 revenues reported in (5), what was the dollar amount (or percentage)		2018			2018
	that was from the revenues identified in A-C above? Please provide an estimate if	Bil. Mil.	Thou.	Dol.		Percent
	exact figures are not available				OR ₂₅₀₁	%
9.	Not Applicable.					
	The second secon					

OPERATING EXPENSES What were the operating

What were the operating expenses for this firm in 2018?

- **Exclude:**
- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported elsewhere.					
	Mark "X" if None	2018			
		\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		1 1
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b			1 1		
Expensed purchases of software - 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 1826					
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents copyrights) Fyclude impairment					1 1

CONTINUE WITH 14 ON PAGE 6

Form SA-62400ETE(DRAFT) Page 6

14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		1879				
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b	. 1900	1	1 1		
15	and 16 Not Applicable.					

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Ð	REMARKS - F	Please use mated.	this space	e to explair	າ any siຕຸ	gnificant yea	r-to-year changes,	to clarify re	sponses,	or indicate	e where
18	CONTACT IN	FORMAT	ION								
	Name of person	n to contact	regarding	this report (Please p	rint)	Title				
		T						1			
	Telephone	Area code		Number		Extension	Fax	Area code		Number	1 1
	E-mail address						Website address			-	
	211 213 21 23						12 223.000				
							NNUAL SERVICE				

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-71000A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information **CONFIDENTIAL** and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html **GENERAL INSTRUCTIONS** • Any significant change in this firm's operations should be noted in 12. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. \$ Bil. Mil. Thou. Dol. • Figures should be rounded to the nearest dollar. 030280 • If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above

Form SA-71000A (DRAFT) Page 2

B. SURVEY COVERAGE Did this firm provide the business activities described below? Yes
No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 Solution ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 No - Go to
No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 No - Go to
No - Specify this firm's business activity 7 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
No - Specify this firm's business activity 7 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
No - Specify this firm's business activity 7 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
No - Specify this firm's business activity 7 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
No - Specify this firm's business activity 7 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
No - Specify this firm's business activity 7 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
No - Specify this firm's business activity 7 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
No - Specify this firm's business activity 7 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
No - Specify this firm's business activity 7 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
No - Specify this firm's business activity 7 No - Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
2 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes O116 No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change
2 Not Applicable. 3 ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale AND Inter detailed information below? Divestiture Out Name of company Address (Number and street, P.O. Box, etc.)
ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale Nosale AND Enter detailed information below? Divestiture Out Name of company Address (Number and street, P.O. Box, etc.)
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes One Go to Set to
Yes No - Go to
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Acquisition Sale Outer Month Day Year Month Day Year AND Enter detailed information below Divestiture Outer Name of company Outer In (9 digits) Address (Number and street, P.O. Box, etc.)
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale AND Interdetailed information below Divestiture Divestiture Output Divestiture Address (Number and street, P.O. Box, etc.)
Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale AND Inter detailed information below Divestiture Divestiture Date of organizational change
Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale AND Inter detailed information below Divestiture Divestiture Date of organizational change
Acquisition Sale
Date of organizational change
Sale AND Enter detailed information below Divestiture Out Name of company Address (Number and street, P.O. Box, etc.)
Merger Divestiture Outh Name of company Outh Name of company AND Enter detailed information below 7 Outh Name of company Address (Number and street, P.O. Box, etc.)
Divestiture Divestiture D
Divestiture Out Name of company Out Sell (9 digits) Address (Number and street, P.O. Box, etc.)
Name of company Out Name of company Out EIN (9 digits) Address (Number and street, P.O. Box, etc.)
Address (Number and street, P.O. Box, etc.)
City, town, village, etc.

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4	REP	ORT	TING PERIOD			
			alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that i	ncludes	s at least six
	Wha	t tii	me period is covered by the data provided in this report?		20	18
				E	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006		Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Report gross receipts for casinos.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Commissions, fees, and revenue from admissions and the use of facilities.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Revenue from casino hotels.

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
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1. TOTAL OPERATING REVE	NUE
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Not Applicable.

Form SA-71000A (DRAFT) Page 4

8	REVEN	UES	FROM ELECTRONIC SOURCES						
	A. Did mol	this	firm have any revenues from customers er applications in 2018?	ntering orders	directly o	n the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers er applications in 2018?	ntering orders	directly o	n third-pa	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this th as	firm have any revenues from customers er private networks, dedicated lines, etc.) in	ntering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	the t	otal 2018 revenues reported in 6 ,		2018		l	2018	
			as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percen	t
	A-C	abo	ve? Please provide an estimate if gures are not available.				OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued						
		1	Mark "X"			2018	
			if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs						
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	. 1821					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	. 1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	. 1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b.				1 1		
3.	Expensed purchases of software - 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	. 1826					
4.	 Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment 						
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7						
		1879		1	1 1	1 1	
5.	TOTAL OPERATING EXPENSES	_					
	Sum of lines 1a through 4b	. 1900		ı	1 1	1 1	
15	and 16 Not Applicable.						

)	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate when data were estimated.
(data were estimated.

Area code

Telephone

E-mail address

Number

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

Extension

Area code

Fax

Website address

Number

71000012

OF THE

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programs- surveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. The 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 3 of the same law to keep your information responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB), The eight-digit OMB approval number is 6607-0422 and appears at the upper right of this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov Authentication Code: To view Survey Results:	FORM		
Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programs- survey/sea/information.html YOUR RESPONSE IS REQUIRED BY LAW, "Tile 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information Cospination of the same law to keep your information Cospination of the same law to keep your information Cospination of the same law to keep your information Cospination of the same law to keep your information Cospination of the same law to keep your information Cospination of the same law to keep your information The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity Intis collection has been approved Diagget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov Authentication Code: To view Survey Results:	SA-71000E	(DRAFT)	
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	Authentication Code:	ŀ	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ Bil.		Bil. Mil.		Thou.			Dol.			
*		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

0035	Yes
	No - Enter corrections in the mailing address above



S. SURVEY	COVEDACE					
	COVERAGE					
Did this fi	irm provide 1	the business activities described below?				
	'es					
0001	CS					
	lo - Specify th	is firm's business activity 🍞				
00	002					
EDERAL EN	IPLOYER IDE	ENTIFICATION NUMBER (EIN)				
		roll under EIN				
	горого раз,					
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O016 P	irm experien 'es lo - <i>Go to</i> 4	ce any acquisitions, sales, mergers, and/or divestitu		3	ith Day	Yea
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Form SA-71000E (DRAFT) Page 3

4	REP	ORT	TING PERIOD			
			alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that i	ncludes	s at least six
	Wha	t tir	me period is covered by the data provided in this report?		20	18
				E	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
			Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Report gross receipts for casinos.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Commissions, fees, and revenue from admissions and the use of facilities.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Revenue from casino hotels.

	2018								
	\$ Bil.	Mil.	Thou.	Dol.					
00		1 1	1 1	1 1					

1. TOTAL OPERATING REVE	NUE
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1800

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L Z	
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Not Applicable.

Form SA-71000E (DRAFT) Page 4

8	RE	VEN	UES	FROM ELECTRONIC SOURCES							
	A.	Did mob	this	firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	the firm	's website	s or	
		0040		Yes							
				No							
	В.			firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	n third-pai	rty websit	es or	
		0041		Yes							
				No							
	C.	Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	tering 2018?	orders v	ia any otl	her electr	onic syste	ms	
		0042		Yes							
				No							
	D.			otal 2018 revenues reported in G ,		:	2018			2018	
		that	wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	
		A-C exac	abo et fi	ve? Please provide an estimate if gures are not available	<u>'</u>	' '		' '	OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



OPERATING EXPENSES - Continued

2018

Mark "X"

ו	REMARKS - Ple	ease use this s	pace to explain	any significan	t year-to-year c	nanges, to clarify	responses, or	indicate whe
(data were estim	nated.						

Area code

Telephone

E-mail address

Number

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.
We suggest you keep a copy for your records.

Extension

Area code

Fax

Website address

Number

71003016

U.S. C Econom U.S. C FORM

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

Need help or have questions? Call 1477737-8860, option "I" (800 am - 500 pm ET M-F) (800 pm - 150 pm ET M-F) (800 pm - 150 pm ET M-F) (800 pm - 150 pm ET M-F) (800 pm ET M-F	Due Date	
Call 1877-787-880, option 17 (800 am. 500 pm. ET, MF) or Visit https://www.assus.gov/programs-survey/sestinformation.html VOUR RESPONSE IS REQUIRED BY LAW, Title 13 United States the Call States of Ca		
Call 1:877-378-9880, quotion 1* [800 a.m. 5.00 pm. ET. Mr-F] or Visit https://www.census.gov/programs- surveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States EX LAW. Title 13 United States EX LAW. Title 13 United States EX LAW. Title 13 United States EX LAW. Title 13 United States EX LAW. Title 13 United States EX LAW. Title 13 United States EX LAW. Title 13 United States EX LAW. Title 13 United States EX LAW. Title 13 United States EX LAW. Section 224 and 225 require your response. The U.S. Census Bureau same law to keep your information CONNIDENTIAL and can use your. The Census Bureau is not permitted to publicly release your responses In a part of the Census Bureau is not permitted to publicly release your responses In a part of the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the publicly release your responses In a passing state of the Census Bureau same law to keep your information CONSIDENTIAL and can use your the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau is not permitted the Census Bureau th		
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VOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and Sections 224 and 225 require your responses. The U.S. Census Bureau is required by Section 8 of the Constitution. Constitution of the Con	or Visit	
Sections 23 and 25 require your responses to 15. Census Burnesu is required by Sections 24 and 25 require your responses. The U.S. Census Burnesu is required by Sections 9 of the form of the consultation of	https://www.census.gov/programs- surveys/sas/information.html	
Authentication Code: GENERAL INSTRUCTIONS Any significant change in this firm's operations should be noted in this firm. For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. Estimates are acceptable if book figures are not available. Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. Figures should be rounded to the nearest dollar. If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in Description. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? Yes	BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	s survey should be completed online at:
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GENERAL INSTRUCTIONS • Any significant change in this firm's operations should be noted in ①. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. • Do not combine data for two or more detailed lines. • Report data on an accrual basis, except for payroll. • Figures should be rounded to the nearest dollar. • If a figure is \$1,030,280,456 it should be reported as Include: • Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in ①B. • Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.		
• Any significant change in this firm's operations should be noted in ♥. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. • Do not combine data for two or more detailed lines. • Report data on an accrual basis, except for payroll. • Figures should be rounded to the nearest dollar. • If a figure is \$1,030,280,456 it should be reported as Include: • Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in ♠B. • Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. 1 A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? — Yes — Yes	Authentication Code:	•
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• For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. • Do not combine data for two or more detailed lines. • Report data on an accrual basis, except for payroll. • Figures should be rounded to the nearest dollar. • If a figure is \$1,030,280,456 it should be reported as • Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in • B. • Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. 1 A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? • Yes		
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	City, town, village, etc.
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Form	SA-71002AT (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please rep months of data for the 2018 calendar year.	ort for the	fiscal ye	ar that in	ncludes	at least six
	What time period is covered by the data provided in this report?				201	8
					Beginnin	g Date
	Calendar year			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates		0007			
					Ending	Date
				Month	Day	Year
					1	1 1 1
			8000			
5	TAX STATUS					
	A. Is this firm or organization operated on a not-for-profit basis?					
	Yes					
	0031					
	No - Go to 6					
	B. Was all or part of the income of this firm or organization exemps section 501 of the Internal Revenue Code?	t from Fe	deral inc	ome ta	xes und	ler
	Yes					
	0030					
	□ No					
6	SALES, RECEIPTS, OR REVENUE					
0	What were the revenues for this firm in 2018?					
	Include:					
	• Report gross billings, except where noted elsewhere on the form.					
	• Dues and assessments from members and affiliates.					
	 Revenue from admissions, use of facilities, instructional services, and equal to the services. 	uipment re	ental fees			
	Revenues from electronic sources. Exclude:					
	Transfers made within the company.					
	Taxes collected directly from customers or clients and paid directly to a least control of the control of	ocal, state,	, or feder	al tax aç	gency.	
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outsi Commonwealth Territories, or U.S. possessions). 	de the 50	states, D	strict of	Columb	ia, U.S.
	INSTRUCTIONS FOR TAXABLE FIRMS					
	Include:					
	Amounts received for work subcontracted to others.					
	 For locations that were sold or acquired during a year, only report for the locations. 	periods t	hat this f	rm oper	ated the	}
	 Revenue from services performed by domestic locations of foreign paren 	t firms, su	bsidiaries	s, branch	nes, etc.	
	Exclude:					
	 Rents from and revenue of separately operated departments, concessions Commissions from vending machine operators. 	s, etc., whi	ich are le	ased to	others.	
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	TOTAL OPERATING REVENUE		'	1 1	' '	
V	Not Applicable.					

Form	sA-7	1002	PAT (DRAFT)	Page
8	REVE	NUES	FROM ELECTRONIC SOURCES	
			firm have any revenues from customers entering orders directly on the firm's websites or applications in 2018?	
	004		Yes	
			No	
	B. Di	d this	firm have any revenues from customers entering orders directly on third-party websites or applications in 2018?	
	004		Yes	
			No	
	C. Di	d this ich as	firm have any revenues from customers entering orders via any other electronic systems private networks, dedicated lines, etc.) in 2018?	
	004:	2	Yes	
			No	

D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available.

	2	2018	
\$ Bil.	Mil.	Thou.	Dol.
	1 1	1 1	1 1

2018 Percent OR ₂₅₀₁ %

13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14 OPERATING EXPENSES - Continued

# Average of the property of t			Mark "X"			2018	
a. Gross annual payroll. Total annual Medicare salaries and wagss for all employees as reported on this firm's IRS Form 941. Engleyer's Centrely Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944. Employer's Annual Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944. Employer's cost for fringe benefits - Employer's cost for group of the survey period or IRS Form 944. 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, life insurance benefits, Medicare). Exclude employee contributions. 2. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment, cPC)s, monitors). Include 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 and providing services to others: materials and parts used in repairs; office and janitorial supplies; small tools, containers and other packaging and providing services to others: materials and parts used in repairs; office and janitorial supplies; small tools, containers and other packaging materials and parts and parts to the packaging materials and parts used in repairs; office and janitorial supplies; small tools, containers and other packaging materials and parts and parts to the packaging materials and parts and the packaging materials and parts and the packaging materials and parts and parts and parts and parts and parts and parts and parts and parts and parts and parts and parts an				\$ Bil.	Mil.	Thou.	Dol.
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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, life insurance benefits, Medicare). Exclude employee contributions. c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services 2. Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax materials and parts used in repairs, office and janitorial supplies; small tools, containers and other packaging materials; and motor fuels. Report packaged software in line 3 and leased and rented equipment in line 4b. 3. Expensed purchases of software - 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. a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets e.g., patents, copyrights). Exclude impairment b. All other operating expenses - All other operating expenses, if this item is greater than 20% of the total operating expenses, from the part of the expenses below 7		wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services		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, life insurance benefits, Medicare). Exclude					
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3. Expensed purchases of software - 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	2.	resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	3.	Expensed purchases of software - 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					
charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	4.	Other Operating Expenses					
b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below? 5. TOTAL OPERATING EXPENSES		a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets					
5. TOTAL OPERATING EXPENSES		not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the					
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CONTACT INFORMATION	
Name of person to contact regarding this report (Please print)	Title
Area code Number Extension	Area code Number
Telephone -	Fax
E-mail address	Website address

We suggest you keep a copy for your records.



2018 ANNUAL SERVICES REPORT

SA-71002A7	(DRAFT)
Due Date	
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surveys/sas/information.html YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau	
is required by Section 9 of the same law to keep your information	
CONFIDENTIAL and can use your responses only to produce statistics.	
The Census Bureau is not permitted to publicly release your responses	
in a way that could identify your business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data. This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - Thi https://portal.census.gov	s survey should be completed online at:
Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	https://www.consus.gov/programs surveys/sus.html
	GENERAL INSTRUCTIONS
 Anv significant change i 	in this firm's operations should be noted in ① .
	or acquired in 2018, report data only for the period the establishments were operated by
this firm.	"The all Common and a clickle
• Estimates are acceptable • Enter "0" where applical	e if book figures are not available.
The state of the s	r two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
Figures should be round	$I(A \land A) \cup I(A \land A)$
ŭ .	456 it should be reported as $ 1030280736 $
Include: • Data for all Services est	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
Construction operations	as defined by the survey coverage in O B.
	es primarily engaged in supporting services to those establishment(s) such as warehouses,
garages, central adminis	strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	d mailing address the same as shown in the mailing address above?
Yes	
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□ No - Enter co	prrections in the mailing address above

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	. SU	RVEY C	OVERAGE				
	Did	l this fir	m provide	the business activities described below?			
	0001	Yes	S				
		☐ No	- Specify tl	nis firm's business activity 🍞			
				,			
		0002	2				
N	lot Ap	oplicable.					
			NAL CHAI	JGE			
				ce any acquisitions, sales, mergers, and/or divestitures i	n 2018?		
				,,,	0 . 0 .		
	0016	Yes	S				
		☐ No	- Go to 4				
R	Wh	ich of th	ne followin	g organizational changes occurred in 2018?			
Ĭ				nore than one organizational change occurred during the repor	rting period,	. explai	n in 🕡.
)		Month	Day	Year
		☐ Ac	quisition	Data of annoning tional about			
		Sal	le	Date of organizational change	0018		
	0091		erger	- AND			
		L IVIE	rigei	Enter detailed information below			
		☐ Div	vestiture				
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	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least smonths of data for the 2018 calendar year.									
	What ti	ime p	eriod is covered by the data provided in this report?		201					
		Cale	ndar year	Month	Beginnin Day	g Date Year				
	0006	Outo	ndar your	WIGHT	Day	Teal				
		Fisc	al or partial year - Report beginning and ending dates			1 1				
					Ending	Date				
				Month	Day	Year				
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			0008							
5	TAX S	ΓΑΤυ	S							
	A. Is th	nis fir	m or organization operated on a not-for-profit basis?							
	0031		'es							
	0001		No - Go to 6							
	B. Was sect	tion 5	r part of the income of this firm or organization exempt from Federal inc O1 of the Internal Revenue Code? 'es	ome ta	xes une	ier				
6	SALES		EIPTS, OR REVENUE							
	What were the revenues for this firm in 2018? Include:									
	Report gross billings, except where noted elsewhere on the form.									
		_	sessments from members and affiliates.							
			m admissions, use of facilities, instructional services, and equipment rental fees.							
	• Reven	ues fr	om electronic sources.							
	Exclud	e:								
	TaxesReven	collecture of	ade within the company. ted directly from customers or clients and paid directly to a local, state, or federa foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis alth Territories, or U.S. possessions).			ia, U.S.				
	INSTRU	JCTIC	NS FOR TAX-EXEMPT FIRMS							
	Include									
	 Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period. 									
	Gross sales of merchandise minus returns and allowances.									
	• Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments									
	operated by other companies), royalties, and other investments.									
	 Gross contributions, gifts, and grants (whether or not restricted for use in operations). Commissions earned from the sale of merchandise owned by others (including commissions from yending machine). 									
	 Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators). 									
Gross receipts from fundraising activities.										
Exclude:										
	• Gross	receip	ets of departments or concessions operated by other companies.							
	Amounts transferred to operating funds from capital or reserve funds.									
			AA 1 1120	2	2018					
			Mark "X"							
			Mark "X" if None \$ Bil.	Mil.	Thou.	Dol				
1.	Non-O	oerati				Dol				
1.			if None \$ Bil.			Dol				
1.	a. Con	tribu	if None \$ Bil. ng Revenue tions, gifts, and grants received			Dol				
1.	a. Con	tribu	if None \$ Bil.			Dol				

6	SALES, RECEIPTS, OR REVENUE - Continued					
			Mark "X" if None	\$ Bil.	2018 Mil. The	ou. Dol.
1	Non Operating Poyonus Continued		n none	р БП.	IVIII. I III	ou. Doi.
1.	 Non-Operating Revenue - Continued Program service - Include revenue from the sale of an admissions (excluding state, local, or admission taxes); t facilities; the operation of schools, classes, training facilities instructional services; registration fees received in connea meeting or convention; equipment rental services; gov contracts; and other fees received for providing a service. 	ne use of ies, and ction with ernment				
	d. All other non-operating revenue - Revenue not report lines 1a through 1c. Include capital gains and losses. I item is greater than 20% of the total revenue, spec primary source of revenue below	f this				
		1809				
2.	TOTAL REVENUE	.555				
	Sum of lines 1a through 1d	1800				
7	Not Applicable.					
8	REVENUES FROM ELECTRONIC SOURCES					
	NOTE: For tax-exempt firms, please include monetary donat	ions received o	nline as R	evenue fr	om Electron	ic Sources.
	A. Did this firm have any revenues from customers en mobile applications in 2018? Yes	tering orders	directly (on the fir	m's websit	es or
	0040 No					
	B. Did this firm have any revenues from customers en mobile applications in 2018?	tering orders	directly o	on third- _l	oarty websi	tes or
	U Yes 0041					
	No					
	C. Did this firm have any revenues from customers en (such as private networks, dedicated lines, etc.) in	tering orders 2018?	via any o	ther elec	tronic syst	ems
	□ Yes					
	□ No					
	INO					
	D. Of the total 2018 revenues reported in 6 ,		2018			2018
	what was the dollar amount (or percentage) that was from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percent
	A-C above? Please provide an estimate if exact figures are not available				OR ₂₅₀₁	%
9	-13 Not Applicable.					

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Form SA-71002ATE(DRAFT) **14** OPERATING EXPENSES What were the operating expenses for this firm in 2018? **Exclude:** Transfers made within the company. · Capitalized expenses.

- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other

expenses not reported elsewhere.							
	Mark "X"	2018					
	if None	\$ Bil.	Mil.	Thou.	Dol.		
Personnel Costs							
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1				
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions							
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					1 1		
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b							
Expensed purchases of software - 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 1826							
Other Operating Expenses							
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment							

CONTINUE WITH 14 ON PAGE 6

Other Operating Expenses - Continued b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 TOTAL OPERATING EXPENSES Sum of lines 1a through 4b 1900	Other Operating Expenses - Continued b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below TOTAL OPERATING EXPENSES	OPERATING EXPENSES - Continued						
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TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	expenses below						
Sum of lines 1a through 4b	Sum of lines 1a through 4b	TOTAL OPERATING EVERNORS	1879					
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	REMARKS - Please use this space to explain any significant year data were estimated.	ar-to-year changes, to clarify responses, or indicate wher
	data were estimated.	
3	CONTACT INFORMATION	
	Name of person to contact regarding this report (Please print)	Title
	Area code Number Extension	Area code Number
	Telephone -	Fax -
	E-mail address	Website address

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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-71002ET (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

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nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	MAILING	ADDRES
		le this firm	's name a

Is this firm's name and mailing address the same as shown in the mailing address above?

	Ш	Yes
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		No - Enter corrections in the mailing address above



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Forn	SA-71002ET (DRAFT)				Page 3
4	REPORTING PERIOD				
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the months of data for the 2018 calendar year.	fiscal ye	ar that i	ncludes	at least six
	What time period is covered by the data provided in this report?			20	18
			E	Beginnir	ng Date
	Calendar year		Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates	0007			
				Ending	
			Month	Day	Year
		0008			
5	TAX STATUS				
	A. Is this firm or organization operated on a not-for-profit basis?				
	U Yes 0031				
	No - Go to 6				
					_
	B. Was all or part of the income of this firm or organization exempt from Fe section 501 of the Internal Revenue Code?	deral ind	ome ta	ixes un	der
	scotion of the internal nevenue odde.				
	Yes				
	0030				
	No				
6	SALES, RECEIPTS, OR REVENUE				
	What were the revenues for this firm in 2018?				
	Include:				
	• Report gross billings, except where noted elsewhere on the form.				
	• Dues and assessments from members and affiliates.				
	• Revenue from admissions, use of facilities, instructional services, and equipment re	ental fees			
	Revenues from electronic sources.				
	Exclude:				
	• Transfers made within the company.				
	• Taxes collected directly from customers or clients and paid directly to a local, state				hia IIC
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 Commonwealth Territories, or U.S. possessions). 	states, D	istrict of	Colum	bia, U.S.
	INSTRUCTIONS FOR TAXABLE FIRMS				
	Include: • Amounts received for work subcontracted to others.				
	 Amounts received for work subcontracted to others. For locations that were sold or acquired during a year, only report for the periods to locations. 	hat this f	irm oper	rated th	e
	 Revenue from services performed by domestic locations of foreign parent firms, su 	ıbsidiarie	s, branc	hes, etc	
	Exclude:				
	 Rents from and revenue of separately operated departments, concessions, etc., wh Commissions from vending machine operators. 	ich are le	ased to	others.	
	Mark "X"		;	2018	
	if None	\$ Bil.	Mil.	Thou	. Dol.
1.	TOTAL OPERATING REVENUE 1800				
7	Not Applicable.				

Form	ı S	A-7 1	002	PET (DRAFT)	Page
8	RE	VEN	IUES	FROM ELECTRONIC SOURCES	
	A.	Did mol	this	firm have any revenues from customers entering orders directly on the firm's websites or applications in 2018?	
		0040		Yes	
				No	
	В.			firm have any revenues from customers entering orders directly on third-party websites or applications in 2018?	
		0041		Yes	
				No	
	C.			firm have any revenues from customers entering orders via any other electronic systems private networks, dedicated lines, etc.) in 2018?	
		0042		Yes	
				No	
	_	04.4	.l 4	atal 2019 revenues reported in A	

Of the total 2018 revenues reported in 6 what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available.

	2	2018	
\$ Bil.	Mil.	Thou.	Dol.
	1 1	1 1	1 1

2018 Percent OR ₂₅₀₁ %

13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Personnel Costs

OPERATING EXPENSES - Continued

employee contributions.

leased and rented equipment in line 4b.

Other Operating Expenses

a. Gross annual payroll - Total annual Medicare salaries and

b. Employer's cost for fringe benefits - 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;

wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the

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, life insurance benefits, Medicare). Exclude

c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits,

Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and

Expensed purchases of software - 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 1826

a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease

spread on stock options that are taxable to employees as wages . 1821

Dol.

2018

Thou.

Mil.

Mark "X" if None

\$ Bil.

		agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	. 1831						
	5.	TOTAL OPERATING EXPENSES	1879				+		
) SS		Sum of lines 1a through 4b	. 1900						
8502001/	15 &	and 16 Not Applicable.							

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	REMARKS - F data were esti	nateu.									
)	CONTACT IN	FORMATI	ON								
	Name of persor	to contact	regarding	this repor	t (<i>Please</i> ,	print)	Title				
		Area code		Number		Extensio			Area code	Number	
	Telephone			-				Fax		_	
	E-mail address						Website	e address			



SERVICE ANNUAL S	
U.S. DEPARTMENT OF COL Economics and Statistics Admin	
U.S. CENSUS BUREAU	2010 ANNOAL SERVICES REPORT
FORM	
SA-71002ETE	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and	
182 authorizes this collection. Sections 224 and 225 require your	
response. The U.S. Census Bureau	
is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics.	
The Census Bureau is not permitted to publicly release your responses	
in a way that could identify your	
business, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data.	
This collection has been approved by the Office of Management and	
Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we	
could not conduct this survey.	
INTERNET REPORTING - This s	urvey should be completed online at:
https://portal.census.gov	arroy chould be completed chillie at.

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in 1.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A. M	AILIN	IG ADDRESS
ls t	his fi	rm's name and mailing address the same as shown in the mailing address above?
003	_	Yes
		No - Enter corrections in the mailing address above

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	VERAGE											
Did this firm	n provide 1	the bus	siness ac	ctivities d	lescribed	below?						
☐ Yes												
	- Specify th	his firm	's busines	ss activity	7							
0002												
	OVER IDE	ENITIFI	CATIONI	NIIIMDED	/EINI\							
FEDERAL EMPL Does this firm I				NUIVIDEN	(EIIV)							
Yes												
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□ No - En	nter current ported for t	this EIN	'EIN AND I) date pay	roll was til	rst		. 0015		-		
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ORGANIZATION		NGE					or divest	iture			Day	Yea
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A. Did this firm Ves	n experien	NGE					or divest	iture			Day	Yea
A. Did this firm Ves No -	n experien Go to 4 e followin	NGE nce any ng orga	acquisit	tions, sal	es, merge es occurre	ers, and/o	8?		s in 20	018?		
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A. Did this firm Yes No - B. Which of the Check all that	e followin t apply. If n	NGE nce any ng orga more tha	acquisit nizationa an one or	tions, sald	es, merge es occurre	ers, and/o ed in 2018 occurred	8? during tl	he rep	s in 20	period	, explai	in in 🕡.
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A. Did this firm Yes Onle No - B. Which of the Check all that Acquired Sale Onle Mere	e followin t apply. If n quisition e rger estiture	NGE nce any ng orga more tha	nizationa an one or	tions, sale al change ganization	es, merge es occurre nal change change	ers, and/o	8? during tl	he rep	oorting	period	, explai	in in ① .
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A. Did this firm Yes One No - B. Which of the Check all that Acquage Sale One Dive	e followin t apply. If n quisition e rger estiture company	ng orga more that Date AND Ente	nizationa an one organ	tions, sale al change ganization	es, merge es occurre nal change change	ers, and/o	8? during tl	he rep	oorting	period, Month	, explai	in in ① .
A. Did this firm Yes Onle No - B. Which of the Check all that Acqui Sale Only Dive Address (Number)	e followin t apply. If n quisition e rger estiture company	ng orga more that Date AND Ente	nizationa an one organ	tions, sale al change ganization	es, merge es occurre nal change change	ers, and/o	8? during tl	he rep	oorting . 0018	period, Month	, explai	in in ① .

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months of data for the 2018 calendar year. What time period is covered by the data provided in this report?		201	18	
what this period is covered by the data provided in this report:		2018 Beginning Date		
☐ Calendar year	Month		Year	
Fiscal or partial year - Report heginning and ending dates	,			
Fiscal or partial year - Report beginning and ending dates		Ending	Date	
	Month	Day	Year	
		1		
000	3			
TAX STATUS				
A. Is this firm or organization operated on a not-for-profit basis?				
Yes				
0031				
□ No - <i>Go to</i> 6				
B. Was all or part of the income of this firm or organization exempt from Federal in	come ta	xes un	der	
section 501 of the Internal Revenue Code?		noo un		
Yes				
0030				
□ No				
CALES DECEIDES OF DEVENUE				
SALES, RECEIPTS, OR REVENUE				
What were the revenues for this firm in 2018?				
Include:				
Report gross billings, except where noted elsewhere on the form.				
 Dues and assessments from members and affiliates. Revenue from admissions, use of facilities, instructional services, and equipment rental fees 				
• Revenues from electronic sources.).			
Exclude:				
• Transfers made within the company.				
• Taxes collected directly from customers or clients and paid directly to a local, state, or fede				
• Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, D.	istrict of	Colum	bia, U.S.	
Commonwealth Territories, or U.S. possessions).				
INSTRUCTIONS FOR TAX-EXEMPT FIRMS				
Include:				
 Program service revenue for services provided in the applicable period, whether or not pay applicable period. 	ment wa	s receiv	ed in the	
Gross sales of merchandise minus returns and allowances.				
	eceipts fr	om dep	artments	
• Income from interest, dividends, gross rents (including display space rentals and share of re				
operated by other companies), royalties, and other investments.		on all	ma a a la la c	
 operated by other companies), royalties, and other investments. Gross contributions, gifts, and grants (whether or not restricted for use in operations). 	_ f	ending	machine	
 operated by other companies), royalties, and other investments. Gross contributions, gifts, and grants (whether or not restricted for use in operations). Commissions earned from the sale of merchandise owned by others (including commission). 	s from v			
 operated by other companies), royalties, and other investments. Gross contributions, gifts, and grants (whether or not restricted for use in operations). 	s from v			
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 operated by other companies), royalties, and other investments. Gross contributions, gifts, and grants (whether or not restricted for use in operations). Commissions earned from the sale of merchandise owned by others (including commission operators). Gross receipts from fundraising activities. Exclude: Gross receipts of departments or concessions operated by other companies. 		2018 Thou	. Dol.	
operated by other companies), royalties, and other investments. • Gross contributions, gifts, and grants (whether or not restricted for use in operations). • Commissions earned from the sale of merchandise owned by others (including commission operators). • Gross receipts from fundraising activities. Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. **Mark "X"	2		. Dol.	
operated by other companies), royalties, and other investments. • Gross contributions, gifts, and grants (whether or not restricted for use in operations). • Commissions earned from the sale of merchandise owned by others (including commission operators). • Gross receipts from fundraising activities. Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. **Mark "X" if None \$\\$Bil.** Non-Operating Revenue	2		. Dol.	
operated by other companies), royalties, and other investments. • Gross contributions, gifts, and grants (whether or not restricted for use in operations). • Commissions earned from the sale of merchandise owned by others (including commission operators). • Gross receipts from fundraising activities. Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. **Mark "X" if None	2		. Dol.	
operated by other companies), royalties, and other investments. • Gross contributions, gifts, and grants (whether or not restricted for use in operations). • Commissions earned from the sale of merchandise owned by others (including commission operators). • Gross receipts from fundraising activities. Exclude: • Gross receipts of departments or concessions operated by other companies. • Amounts transferred to operating funds from capital or reserve funds. **Mark "X" if None \$\\$Bil.** Non-Operating Revenue	2		. Dol.	

orn	ı S	A-71002ETE (draft)						Page 4
6	SA	ALES, RECEIPTS, OR REVENUE - Continued						
				Mark "X"		:	2018	
				if None	\$ Bil.	Mil.	Thou.	Dol.
1.		on-Operating Revenue - Continued						
	C.	Program service - Include revenue from the sale of any admissions (excluding state, local, or admission taxes); the use of facilities; the operation of schools, classes, training facilities, and instructional services; registration fees received in connection with a meeting or convention; equipment rental services; government contracts; and other fees received for providing a service				1 1		1 1
	d.	All other non-operating revenue - Revenue not reported in lines 1a through 1c. Include capital gains and losses. If this item is greater than 20% of the total revenue, specify the primary source of revenue below	1743					
			1809					
2.	TC	OTAL REVENUE	1003					
		m of lines 1a through 1d	1800					
7	No	t Applicable.						
8	RE	VENUES FROM ELECTRONIC SOURCES						
		DTE: For tax-exempt firms, please include monetary donations recei	ved o	nline as F	Revenue	from Ele	ctronic	Sources.
		Did this firm have any revenues from customers entering or						
	Α.	mobile applications in 2018?	ucis	uncomy	on the	3 w	CDSICCS	01
		Yes						
		0040						
		□ No						
	D	Did this firm have any revenues from customers entering or	dore	directly	on thir	d-narty v	veheite	e or
	В.	mobile applications in 2018?	ucis	uncomy	011 (1111	u-purty t	VCDSICC	3 01
		Yes						
		0041						
		□ No						
	C.	Did this firm have any revenues from customers entering or	ders	via anv d	other e	lectronic	: svster	ns
		(such as private networks, dedicated lines, etc.) in 2018?		,			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
		Yes						
		0042						
		No						
	D.	Of the total 2018 revenues reported in (5), what was the dollar amount (or percentage)		2018				2018
		that was from the revenues identified in	Mil.	Thou.	D	ol.		Percent
		A-C above? Please provide an estimate if exact figures are not available	1 1			OI	R 2501	%
9	æ	Not Applicable.						
9	U	Not Applicable.						

Form SA-71002ETE(DRAFT) Page 5 **14** OPERATING EXPENSES What were the operating expenses for this firm in 2018? **Exclude:** Transfers made within the company. • Capitalized expenses. • Interest. · Bad debt. • Impairment. Income tax. • Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). **Gross annual payroll** Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans. Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners. All other operating expenses **Include** travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere. 2018 Mark "X"

		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs					
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821	1 🔲				1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions	2				
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3				
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	0 🗆				
3.	Expensed purchases of software - 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 1826	6				
ı.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1 🔲				1 1

CONTINUE WITH 14 ON PAGE 6

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Form SA-71002ETE(DRAFT)						Page 6
OPERATING EXPENSES - Continued						
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
 Other Operating Expenses - Continued All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7 						
	1070			1 1		
5. TOTAL OPERATING EXPENSES	1879					
Sum of lines 1a through 4b	. 1900					
and to Not Applicable.						

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	reiepnone		1 1	-			Г	-ax		1 1	-	1 1
Е	-mail address						Website addre	ess				·



2018 ANNUAL SERVICES REPORT

Need help or have questions? Call 1877-787-880, option 11 (800 am - 5:00 p.m. ET. M.F.) or Valist Interchown consus growing grams Part of Valist Interchown consus growing grams By AM. Disk 13 to store State of the State of	UA / I I I UA I	(=/						
Call 1:877-787-9880, option 11 (600 am. 500 pm. ET, MF) or Visit NURSE/NOW_CASS_SAME AND STATES AN	Due Date							
Call 1:877-787-9880, option 11 (600 am. 500 pm. ET, MF) or Visit NURSE/NOW_CASS_SAME AND STATES AN								
Section 2.24 and 2.25 require your statements of the special point of	Need help or have questions?							
VOIR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C., Sections 131 and Code (U.S.C., Sections 131 and States Code (U.S.C., Sections 131 and Sections 224 and 225 require your responses. The U.S. Census Bureau is required by Section 3 of the section 3 of the section 5 of the combined statistics. The combined statistics of the combined statistics of the combined statistics of the combined statistics. The combined statistics of the combined statistics of the combined statistics of the combined statistics. The combined statistics is a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could identify your bublidry release your responses in a way that could release your responses in a way that could release your responses in a way that could release your responses in a way that could release your responses in a way that could release your responses in a way that could release your responses to the seatablishments were operated by the first your production of the period that the period the establishments were operated by this firm. Sentiment of the period the establishments were operated by this firm. Estimates are acceptable if book figures are not available. Entor "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accru	(8:00 a.m 5:00 p.m. ET, M-F)							
BY LAW. Title 13 United States Code (U.S.C., Sections 131 and Code (U.S.C., Sections 224 and 225 require your responses. The U.S. Census Bureau is required by Section 9 of the Sections 224 and 225 require your responses only to produce statistics. The Consus Bureau is not permitted in a way that could identify your business, organization, or institution. Business, organization, organization, organization, organization, organization, organizat	https://www.census.gov/programs- surveys/sas/information.html							
GENERAL INSTRUCTIONS • Any significant change in this firm's operations should be noted in ②. • For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. • Do not combine data for two or more detailed lines. • Report data on an accrual basis, except for payroll. • Figures should be rounded to the nearest dollar. • If a figure is \$1,030,280,456 it should be reported as Include: • Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in ③B. • Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. 1 A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? — Yes — Yes	YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - Thi https://portal.census.gov							
 Any significant change in this firm's operations should be noted in 2. For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. Estimates are acceptable if book figures are not available. Enter "0" where applicable. Do not combine data for two or more detailed lines. Report data on an accrual basis, except for payroll. Figures should be rounded to the nearest dollar. If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in 2B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? Yes 	Authentication code.	·						
• For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm. • Estimates are acceptable if book figures are not available. • Enter "0" where applicable. • Do not combine data for two or more detailed lines. • Report data on an accrual basis, except for payroll. • Figures should be rounded to the nearest dollar. • If a figure is \$1,030,280,456 it should be reported as Include: • Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in •B. • Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. 1 A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? • Yes		GENERAL INSTRUCTIONS						
•Enter "0" where applicable. •Do not combine data for two or more detailed lines. •Report data on an accrual basis, except for payroll. •Figures should be rounded to the nearest dollar. •If a figure is \$1,030,280,456 it should be reported as Include: •Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in •B. •Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. 1 A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? Yes	• For establishments sold	·						
 Report data on an accrual basis, except for payroll. Figures should be rounded to the nearest dollar. If a figure is \$1,030,280,456 it should be reported as Include: Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in ●B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? Yes	•							
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 Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in 1B. Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? Yes 0035 		$1/2 \leq 1/2 $						
 Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services. A. MAILING ADDRESS Is this firm's name and mailing address the same as shown in the mailing address above? Yes 0035 	Include:							
Is this firm's name and mailing address the same as shown in the mailing address above? Yes	 Data for auxiliary faciliti 	es primarily engaged in supporting services to those establishment(s) such as warehouses,						
Yes Yes	1 A. MAILING ADDRESS							
0035	Is this firm's name and	d mailing address the same as shown in the mailing address above?						
	_	orrections in the mailing address above						

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FORM SA-/111UAI (DRAFT)	Page 2
B. SURVEY COVERAGE	
Did this firm provide t	the business activities described below?
□ Yes	
0001	in firmula business sativity.
No - Specify th	is firm's business activity
0002	
2 Not Applicable.	
3 ORGANIZATIONAL CHAN	IGE
A. Did this firm experien	ce any acquisitions, sales, mergers, and/or divestitures in 2018?
Yes	
0016	
No - Go to 4	
B. Which of the following	g organizational changes occurred in 2018?
Check all that apply. If m	nore than one organizational change occurred during the reporting period, explain in 🕡.
Acquisition	Month Day Year
Acquisition	Date of organizational change
Sale	> AND
0091 Merger	
	Enter detailed information below
Divestiture	
0017 Name of company	0019 EIN (9 digits)
Address (Number and stree	at BO Pay eta \
Address (Number and street	et, F.O. Box, etc.)
City, town, village, etc.	State ZIP Code

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Form	SA-71	1110	OAT (DRAFT)			Page 3				
4	REPOF	RTIN	G PERIOD							
	NOTE:	Cale	ndar year data are preferred. If they are unavailable, please report for the fiscal yea lata for the 2018 calendar year.	ar that i	ncludes	at least six				
	What t	ime	period is covered by the data provided in this report?		2018					
		,	E	Beginniı	ng Date					
		Ca	lendar year	Month	Day	Year				
	0006] =:/	'	'	' ' '					
		1 118	scal or partial year - Report beginning and ending dates		Ending	Data				
Ending Date Month Day Yea										
				Wieni	Duy	1001				
			0008							
5	TAX S	ΤΔΤ	us							
			irm or organization operated on a not-for-profit basis?							
	A. 10 C									
	0031	Ш	Yes							
	0031	П	No - Go to 6							
	B. Was	s all	or part of the income of this firm or organization exempt from Federal inc	ome ta	ixes un	der				
	sec	tion	501 of the Internal Revenue Code?							
			Yes							
	0030		N ₁ .							
			No							
6	SALES	, RE	CEIPTS, OR REVENUE							
	What v	were	the revenues for this firm in 2018?							
	Includ	e:								
			oss billings, except where noted elsewhere on the form.							
			assessments from members and affiliates.							
			from electronic sources.							
	• Trans		made within the company.							
	TaxesRever	coll	ected directly from customers or clients and paid directly to a local, state, or federal of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Di			bia, U.S.				
	Comr	nonv	vealth Territories, or U.S. possessions).							
	INSTR	UCT	IONS FOR TAXABLE FIRMS							
	Includ	e:								
			received for work subcontracted to others.							
	• For Io		ons that were sold or acquired during a year, only report for the periods that this fi	rm ope	rated th	e				
			rom services performed by domestic locations of foreign parent firms, subsidiaries	, brancl	hes, etc					
	Exclud									
			n and revenue of separately operated departments, concessions, etc., which are lead ons from vending machine operators.	ased to	others.					
			Mark "X"	2	2018					
			if None \$ Bil.	Mil.	Thou	. Dol.				
1.		_	Revenue							
	box any owr	offic state ners'	ions revenue (excluding admissions taxes) - Gross be receipts from the sale of admissions tickets exclusive of be or local admissions taxes (include theater or facilities share, if any). Include receipts from all home, hall or tour tions, and other concerts or performances for which paid							
	atte	ndar	ce may be determined by ticket sales, including minimum							
	gua inc l	rante lude	ee and percentage arrangements. Dinner theaters should all combined admission/dinner receipts on this line 3002	1 1						
			CONTINUE WITH () ON PAGE 4							

orm	SA-71110AT (DRAFT)				Page 4
6	SALES, RECEIPTS, OR REVENUE - Continued				
		Mark "X" if None	φ D:I M:	2018	Dal
1.	Operating Revenue - Continued	II INOITE	\$ Bil. Mi	I. Thou.	Dol.
	b. All other operating revenue - The sale of food, refreshments,				
	and alcoholic beverages that are not included in the admissions price; contract fees from providing entertainment; revenue from				
	royalties, licensing fees, and residual fees from literary works, musical recordings and compositions, filmed entertainment,				
	or other cultural works; and rental fees for the use of facilities. Exclude rental revenue and commissions from concessions				
	and coin-operated machines operated by others and sales and admissions taxes. If this item is greater than 20% of the				
	total operating revenue, specify the primary source of the				
	revenue below 🖟				
		1799			
2.	TOTAL OPERATING REVENUE				
		. 1800			
0	Not Applicable.				
8	REVENUES FROM ELECTRONIC SOURCES				
	A. Did this firm have any revenues from customers entering of mobile applications in 2018?	orders directly	on the firm	s websites	or
	□ Yes				
	□ No				
	B. Did this firm have any revenues from customers entering of mobile applications in 2018?	orders directly	on third-par	ty website	s or
	Yes				
	0041				
	No				
	C. Did this firm have any revenues from customers entering of (such as private networks, dedicated lines, etc.) in 2018?	orders via any o	ther electro	onic systen	ns
	Yes				
	0042 No				
	D. Of the total 2018 revenues reported in 6 , what was the dollar amount (or percentage)	2018			2018
	that was from the revenues identified in A-C above? Please provide an estimate if	Mil. Thou.	Dol.		Percent
	exact figures are not available			OR ₂₅₀₁	%
9	Not Applicable.				

2018

Thou.

Dol.

Mil.

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11 (-1)	EXPORT	KEV	ENUE

An exported service is a service 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:

• Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

		Yes
0009		
	Ш	No - Go to 14

	\$ Bil.	Mil.	Thou.	Dol.
B. What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

Mark "X" if None

\$ Bil.

a.	Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages .	1821			1 1		
b.	Employer's cost for fringe benefits - 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						

CONTINUE WITH	14 ON PAGE 6
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insurance programs, life insurance benefits, Medicare). Exclude

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	OPERATING EXPENSES - Continued						Ü
	OPERATING EXPENSES - Continued					2010	
		Mark "X if None		il.	Mil.	2018 Thou.	Dol.
1.	Personnel Costs - Continued		<u> </u>			111041	
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	з 🗆					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	o					
3.	Expensed purchases of software - 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 182	6					
4.	Other Operating Expenses						
	 a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	ıı 🗆					
	not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below						
	107				1 1		
5.	TOTAL OPERATING EXPENSES	9 🗀					
J .	Sum of lines 1a through 4b	0					

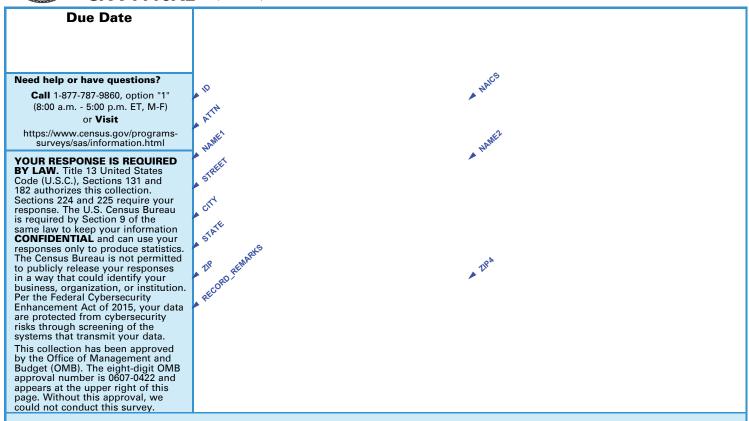
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)	REMARKS - Please use this space to explain any significant yea data were estimated.	1-to-year changes, to claimy responses, or mulcate with
)	CONTACT INFORMATION	
	Name of person to contact regarding this report (Please print)	Title
	Traine of person to contact regulating this report (Freuse print)	Title
	Area code Number Extension Telephone	Area code Number
		Fax -
	E-mail address	Website address
		The state of the s

We suggest you keep a copy for your records.



2018 ANNUAL SERVICES REPORT



INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas/ newsroom/updates/latest-sas.html

GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

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→	DUMM	0	3	0	2	8	0	4	5	6

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Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in ①B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.



A. MAILING ADDRESS

Is this firm of name and mailing address the same as shown in the mailing address above?

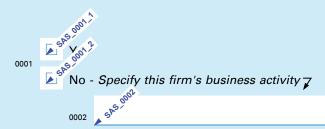


No - Enter corrections in the mailing address above



B. SURVEY COVERAGE

Did this firm provide the business activities described below?



- Not Applicable.
- **3 ORGANIZATIONAL CHANGE**
 - A. Did this son experience any acquisitions, sales, mergers, and/or divestitures in 2018?



B. Which of the following organizational changes occurred in 2018?

AND

Check all the apply. If more than one organizational change occurred during the reporting period, explain in 10.



Enter detailed information below?

Month Day	Year
00.	
5A5	1 1

0017 Name of company

	,					
Addre	Number	and	street,	P.O.	Вох,	etc.)
MS						

City, tyn, village, etc.

State	MAP Cycle
CMM S.	OWN ZI

0019 FN (9 digits)



REPORTING PERIOD

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year.

What timeseriod is covered by the data provided in this report?



Fiscal or partial year - Report beginning and ending dates . . .

	2018								
	Beginning Date								
	Month	Day	Ye	ar					
7	Month								
		Ending	g Date						
	Month	Day	Ye	ar					
3	Month								

0008



5 TAX STATUS

A. Is this fir or organization operated on a not-for-profit basis?



B. Was all or rart of the income of this firm or organization exempt from Federal income taxes under section 5% of the Internal Revenue Code?





6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- · Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.



Operating Revenue

SALES, RECEIPTS, OR REVENUE - Continued

a. Admissions revenue (excluding admissions taxes) - Gross box office receipts from the sale of admissions tickets exclusive of any state or local admissions taxes (include theater or facilities owners' share, if any). Include receipts from all home, hall or tour subscriptions, and other concerts or performances for which paid attendance may be determined by ticket sales, including minimum guarantee and percentage arrangements. Dinner theaters should include all combined admission/dinner receipts on this line . . .
 b. All other operating revenue - The sale of food, refreshments, and alcoholic beverages that are not included in the admissions price; contract fees from providing entertainment; revenue from royalties, licensing fees, and residual fees from literary works, musical recordings and compositions, filmed entertainment,

Dol.

2018

Thou.

Mil.

Mark "X" if None

\$ Bil.



REVENUES FROM ELECTRONIC SOURCES

NOTE: For tax-exempt firms, please include monetary donations received online as Revenue from Electronic Sources.

A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile ar cations in 2018?



B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile ar cations in 2018?



C. Did this fire have any revenues from customers entering orders via any other electronic systems (such as wate networks, dedicated lines, etc.) in 2018?



D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available.

	2	2018	
\$ Bil	Mil.	Thou.	Dol.
5A5 750			
sh.		1 1	1 1

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Per rent % 2501

12 Not Applicable.



13 EXPORT REVENUE

An exported service is a service 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).

2500

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

- · Services provided to domestic subsidiaries of foreign firms.
- A. Did the read and reported in 10 include any revenue from exports?



В.	What was this firm's revenue from exports in 2018?				. 2100	

	2	2018	
\$ Bil	Mil.	Thou.	Dol.
5A5 210			

OR

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

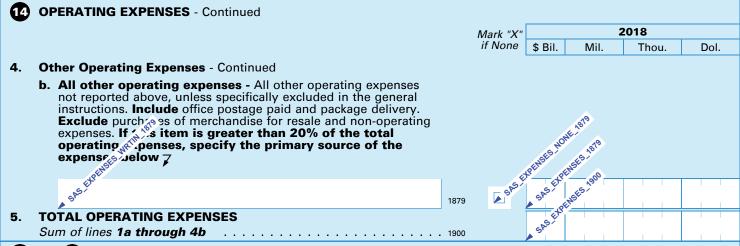
Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

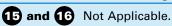
All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

		Mark "X"		2018	
		if None	\$ Bil. Mil.	Thou.	Dol.
1.	Personnel Costs		1821		
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 18	321 SAS	ARTHUR BEST HOLE SAST AND AND AND AND AND AND AND AND AND AND		
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	322 A SP 5 5	APELISES HOME 1822		
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	323 SASE	Petitish trends 1923		
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	360 Ps	APPLIESES HOME JOSE		
3.	Expensed purchases of software - 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 18	326 SASE	religies hour less have		
4.	Other Operating Expenses		1831		
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease		ARHSES HOWE 1831		

CONTINUE WITH 14 ON PAGE 7







D	REMARKS - Please use th data were estimated.	is space to explain a	any significant yea	ar-to-year change	s, to clarify respons	ses, or indicate where
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	sas and					
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8	CONTACT INFORMATIO			Title		
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B	Name of person to contact re	garding this report (Pla	Extension	CITILE		



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-71110ET (DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date

Need help or have questions?

Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or **Visit**

https://www.census.gov/programssurveys/sas/information.html

YOUR RESPONSE IS REQUIRED

BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

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→		1	0	3	0	2	8	0	4	5	6	

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.



A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes		
0035			
	No	Entor	00 ==

No - Enter corrections in the mailing address above



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ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to 4 B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in 4.	Did this firm provide the business activities described below? Yes	Did this firm provide the business activities described below? Yes	JA 71110E1 (BRAFI)					
Yes No - Specify this firm's business activity 7	Yes	Yes	B. SURVEY COVERAGE					
No - Specify this firm's business activity	No - Specify this firm's business activity	No - Specify this firm's business activity	Did this firm provide	the business activities described below?				
No - Specify this firm's business activity	No - Specify this firm's business activity	No - Specify this firm's business activity						
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Form	SA-71110ET (DRAFT)			Page 3
4	REPORTING PERIOD			
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	r that in	ncludes a	at least six
	What time period is covered by the data provided in this report?		2018	
	Colondor year		eginning	
	Calendar year	Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates			1 1 1
			Ending	Date
		Month	Day	Year
	8000			
5	TAX STATUS			
	A. Is this firm or organization operated on a not-for-profit basis?			
	Yes			
	0031 No - Go to 6			
	B. Was all or part of the income of this firm or organization exempt from Federal inc section 501 of the Internal Revenue Code?	ome ta	xes und	er
	Yes			
	0030			
	□ No			
6	SALES, RECEIPTS, OR REVENUE			
	What were the revenues for this firm in 2018?			
	Include:			
	• Report gross billings, except where noted elsewhere on the form.			
	 Dues and assessments from members and affiliates. Revenues from electronic sources. 			
	Exclude:			
	• Transfers made within the company.			
	• Taxes collected directly from customers or clients and paid directly to a local, state, or federa			
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Dis Commonwealth Territories, or U.S. possessions). 	strict of	Columb	ia, U.S.
	INSTRUCTIONS FOR TAXABLE FIRMS			
	Include:			
	Amounts received for work subcontracted to others.			
	 For locations that were sold or acquired during a year, only report for the periods that this fit locations. 	m oper	ated the	
	• Revenue from services performed by domestic locations of foreign parent firms, subsidiaries	, branch	nes, etc.	
	Exclude:			
	• Rents from and revenue of separately operated departments, concessions, etc., which are lea	sed to	others.	
	Commissions from vending machine operators.			
	Mark "X" if None \$Bil.	Mil.	2 018 Thou.	Dol.
1.	Operating Revenue	iviil.	mou.	D01.
	a. Admissions revenue (excluding admissions taxes) - Gross			
	box office receipts from the sale of admissions tickets exclusive of any state or local admissions taxes (include theater or facilities			
	owners' share, if any). Include receipts from all home, hall or tour			
	subscriptions, and other concerts or performances for which paid attendance may be determined by ticket sales, including minimum			
	guarantee and percentage arrangements. Dinner theaters should			
	include all combined admission/dinner receipts on this line 3002			
	CONTINUE WITH 6 ON PAGE 4			
	55.1111102 111111 6 511111102 1			

Forn	SA-71110ET (DRAFT)						Page 4
6	SALES, RECEIPTS, OR REVENUE - Continued						
			Mark "X"			2018	
			if None	\$ Bil.	Mil.	Thou	ı. Dol.
1.	Operating Revenue - Continued						
	b. All other operating revenue - The sale of food, refreshments, and alcoholic beverages that are not included in the admissions price; contract fees from providing entertainment; revenue from royalties, licensing fees, and residual fees from literary works, musical recordings and compositions, filmed entertainment, or other cultural works; and rental fees for the use of facilities. Exclude rental revenue and commissions from concessions and coin-operated machines operated by others and sales and admissions taxes. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue below						
		1799					
2.	TOTAL OPERATING REVENUE	_					
	Sum of lines 1a and 1b	. 1800					
7	Not Applicable.						
8	REVENUES FROM ELECTRONIC SOURCES						
_	A. Did this firm have any revenues from customers entering or mobile applications in 2018?	rders	directly	on the	firm's	website	s or
	Yes						
	0040 Tes						
	□ No						
	B. Did this firm have any revenues from customers entering or mobile applications in 2018?	rders	directly	on thi	rd-part	y websit	es or
	□ Yes						
	□ No						
	C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018?	rders	via any (other e	electro	nic syste	ms
	□ Yes						
	□ No						
	D. Of the total 2018 revenues reported in 6 ,						2212
	what was the dollar amount (or percentage)	Mil.	2018 Thou.	Г	ol.		2018 Percent
	A-C above? Please provide an estimate if	TVIII.	mod			OB	%
	exact figures are not available					OR ₂₅₀₁	70
9	Not Applicable.						

2018

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Dol.

Mil.

EXPORT			
EYDADT	DEI	/ERII	
EXPUNI	UE I	/ CIVI	JE

An exported service is a service 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

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

• Services provided to domestic subsidiaries of foreign firms.

A. Did the revenue reported in 6 include any revenue from exports?

	Yes
0009	
	No - Go to 12

	\$ Bil.	Mil.	Thou.	Dol.
What was this firm's revenue from exports in 2018?				

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). **Exclude**

Exclude:

B.

- Transfers made within the company.
- · Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Personnel Costs

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

employee contributions.

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

a.	Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821				1		
b.	Employer's cost for fringe benefits - 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'						

Mark "X" if None

\$ Bil.

CONTINUE W	TH 💶 ON	PAGE 6
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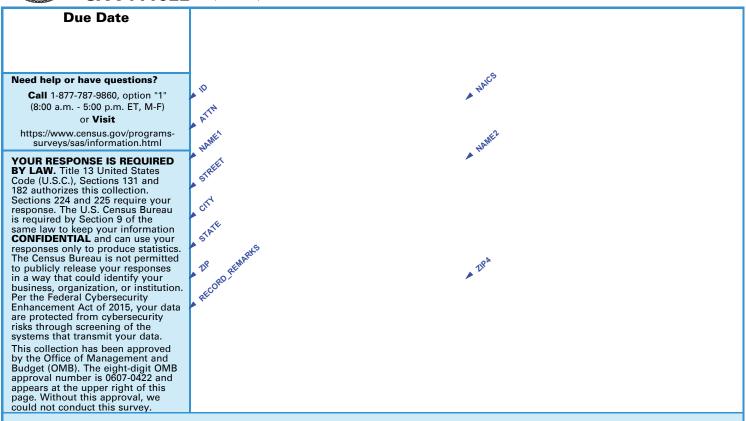
Oriii	SA-7111UEI (DRAFT)					Page
14	OPERATING EXPENSES - Continued					
		Mark "X"	"		2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
ı.	Personnel Costs - Continued					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3 🗆		1 1		
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and					
3.	leased and rented equipment in line 4b					
I .	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1 🗆				
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
_	187	9				
5.	TOTAL OPERATING EXPENSES			1 1		1 1
	Sum of lines 1a through 4b	0				
Ф	and 16 Not Applicable.					

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2018 ANNUAL SERVICES REPORT



INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas/ newsroom/updates/latest-sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ Bil	C,	Mil.		T	hοι	ı.		Dol.	
→	DUMMA	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.



A. MAILING ADDRESS

Is this firm, frame and mailing address the same as shown in the mailing address above?



No - Enter corrections in the mailing address above



REPORTING PERIOD

NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year that includes at least six months of data for the 2018 calendar year.

What time eriod is covered by the data provided in this report?



	2018											
	Е	Beginni	ng Date									
	Month	Day	Year									
007	Month											
		Ending	g Date									
	Month	Day	Year									
008	Month											

00



5 TAX STATUS

A. Is this fir or organization operated on a not-for-profit basis?



B. Was all or rart of the income of this firm or organization exempt from Federal income taxes under section 5% of the Internal Revenue Code?





6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, except where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

INSTRUCTIONS FOR TAX-EXEMPT FIRMS

Include:

- Program service revenue for services provided in the applicable period, whether or not payment was received in the applicable period.
- Gross sales of merchandise minus returns and allowances.
- Income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), royalties, and other investments.
- · Gross contributions, gifts, and grants (whether or not restricted for use in operations).
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

Exclude:

- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.



6	SALES, RECEIPTS, OR REVENUE - Continued				
		Mark "X"		2018	
		if None	\$ Bil. Mi	l. Thou.	Dol.
1.	Operating Revenue				
	a. Admissions revenue (excluding admissions taxes) - Gross box office receipts from the sale of admissions tickets exclusive of any state or local admissions taxes (include theater or facilities owners' share, if any). Include receipts from all home, hall or tour subscriptions, and other concerts or performances for which paid attendance may be determined by ticket sales, including minimum guarantee and percentage arrangements. Dinner theaters should include all combined admission/dinner receipts on this line 300	102 Sh5 Pi	SAS REHEME 3002		
	b. All other operating revenue - The sale of food, refreshments, and alcoholic beverages that are not included in the admissions price; contract fees from providing entertainment; revenue from royalties, licensing fees, and residual fees from literary works, musical recordings and compositions, filmed entertainment, or other cultural works; and rental fees for the use of facilities. Exclude rental revenue and commissions from concessions and coin-operated machines operated by others and sales and admissions trans. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue.	d	ELERUE HONE TOP		
	, s pt	- SAS	AS JOHE		
		99	MUE TANK		
2.	Non-Operating Revenue	A.	EVENU NONE 11 142		
	a. Contributions, gifts, and grants received	41 SAS	VENUE! ENUE?		
	b. Investment and property income - Include interest and dividends. Exclude gains (losses) from assets sold 174	42 SAS P	SAS REV	+ + + + + + + + + + + + + + + + + + + +	
	c. All other non-perating revenue - Revenue not reported in lines 2a or 2' of this item is greater than 20% of the total non-operating revenue, specify the primary source of revenue.		SAS RELEME JOS		
	revenue, specify the primary source of	909 SAS A	SAS REVIEWE 1800		
3.	TOTAL REVENUE Sum of lines 1a through 2c	000	SAS REV		



7 Not Applicable.



REVENUES FROM ELECTRONIC SOURCES

NOTE: For tax-exempt firms, please include monetary donations received online as Revenue from Electronic Sources.

A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile ar cations in 2018?



B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile ar cations in 2018?



C. Did this firm have any revenues from customers entering orders via any other electronic systems (such as wate networks, dedicated lines, etc.) in 2018?



D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if exact figures are not available.

	2018							
	\$ Bil.	Mil.	Thou.	Dol.				
)	SAS 250							

2018 Persent % OR 2501



12 Not Applicable.



13 EXPORT REVENUE

An exported service is a service 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).

2500

Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:

- · Services provided to domestic subsidiaries of foreign firms.
- A. Did the read and reported in 10 include any revenue from exports?



2018 \$ Bil. Mil. Thou. Dol. 5A5 21

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

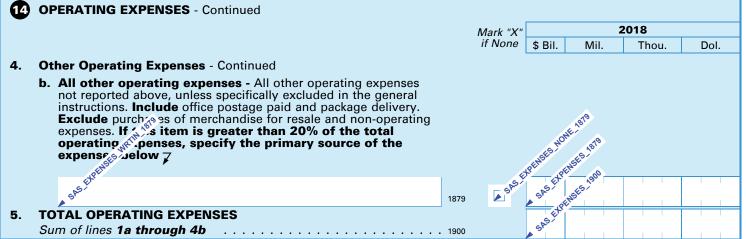
		Mark "X"	2018		2018		
		if None	\$ Bil.	Mil.	Thou.	Dol.	
1.	Personnel Costs			1821			
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1	1821 SAS	SAS EXPERIE	5.5.3821	1 1	1 1	
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822 PS	Petralis Home	1812 1812 1813			
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823 SAS E	PERSES NOWE	5657			
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	1860 ASAS	PEHSES HOHE	1880			
3.	Expensed purchases of software - 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		SAS EXPENSES HOWE	- %			
	maintenance fees related to software upgrades and alterations 1	1826	SAD!	1 1		1 1	
4.	Other Operating Expenses			1831			
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease	A	PENSES NOW	5,65,1831			

. 1831

CONTINUE WITH 14 ON PAGE 7

agreements, and amortization charges against intangible assets

(e.g., patents, copyrights). **Exclude** impairment



15 and 16 Not Applicable.

	REMARKS - Please use this sp data were estimated.						
	Sk ² Mil						
	CONTACT INFORMATION						
)	Name of person to contact regard	ing this report (Please	print)	Title			
)	THIN			CTITL			
•	Name of person to contact regard	<u> </u>					
•	Area code	Number	Extension		Area code	Numl	per
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SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

Call 1-877-787-880, option 1* [800 am. 5 to 0 sm. 5 t. N.F.) or Visit https://www.census.gov/programs-survey/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. The 13 United States by 12 to 1 to 1 to 1 to 1 to 1 to 1 to 1 t	SA-71120A	(DRAFT)						
(\$00 a.m 5.00 p.m. ET, NFP) or Visit https://www.census.gov/programs- survey/sas/information.html YOUR RESPONSE IS REQUIRED YLAW. This 12 United States PLAW. This 12	Due Date							
Call 1-877-787-8860, option 11 [800 am. 510 pm. ET, M-F) or Visit https://www.cansus.gov/programs-surveys/sas/information.html VOUR RESPONSE IS REQUIRED PLAW. Title 13 United States Cook U.S.C.). Sections 31 and Sections 224 and 229 require your seponess only to produce statistics. The correction of the Corrus Bursus is not permitted as a way that could identify your seponess only to produce statistics. The Corrus Bursus is not permitted as a way that could identify your seponess only to produce statistics. The corrus Bursus is not permitted as a way that could identify your sepones only to produce statistics. The corrus Bursus is not permitted as a way that could identify your sepones only to produce statistics. The corrus Bursus is not permitted as a way that could identify your sepones only to produce statistics. The corrus Bursus is not permitted as a way that could identify your sepones only to produce statistics. The corrus bursus is not permitted as a way that could identify your sepones only to produce statistics. The corrus bursus is not permitted as a way that could identify your sepones only to produce statistics. The permitted is a way that could identify your sepones only to produce statistics. The permitted is a way that could identify your sepones only to produce statistics. The permitted is a way that could identify your sepones only to produce statistics. The permitted is a way that could identify your sepones only to produce statistics. The permitted is a way that could identify your sepones only to produce statistics. The permitted is a way that the permitted is a way that could be permitted on the permitted in the permitted								
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Is this firm's name and mailing address the same as shown in the mailing address above? Yes		trative offices, and repair services.						
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0035	Is this firm's name and mailing address the same as shown in the mailing address above?							
■ No - Enter corrections in the mailing address above	2005							
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Form SA-71120A (DRAFT)	Page 2
1 B. SURVEY COVERAGE	
Did this firm provide the business activities described below?	
O001 Yes	
No - Specify this firm's business activity	
0002	
A Net Applicable	
2 Not Applicable.	
3 ORGANIZATIONAL CHANGE	
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018?	
☐ Yes	
0016	
□ No - Go to ②	
B. Which of the following organizational changes occurred in 2018?	
Check all that apply. If more than one organizational change occurred during the reporting period, explain in	D.
Month Day	Year
☐ Acquisition ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐	
□ Sale	
0091 AND	
☐ Merger Enter detailed information below	
Divestiture	
0017 Name of company 0019 EIN (9 digits)	
Address (Number and street, P.O. Box, etc.)	
City, town, village, etc. State ZIP Code	
City, town, vinage, etc.	

Form SA-71120A (DRAFT) Page 4

8	RE	VEN	UES	FROM ELECTRONIC SOURCES							
	A.			firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	the firm	's website:	s or	
		0040		Yes							
				No							
	В.			firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	n third-pa	rty website	es or	
		0041		Yes							
				No							
	C.	Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	tering 2018?	orders v	ia any ot	her electr	onic syste	ms	
		0042		Yes							
				No							
	D.	Of t	he t	otal 2018 revenues reported in ① ,		•	2018] [2018	
				as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	
		A-C	abo	ve? Please provide an estimate if					OR	9)/
		03/0/	4 4:	nurse ere net eveileble			1		Uh araa	-/	/C

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

rom	SA-7112UA (DRAFI)						rage 5
14	OPERATING EXPENSES - Continued						
			Mark "X"			2018	
			if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs						
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages .	1821			1 1	1 1	1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	1860					
3.	Expensed purchases of software - 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	1826					
4.	Other Operating Expenses		1				
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831			1 1		
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7						
				'			
5.	TOTAL OPERATING EXPENSES	1879					
5.	Constitute de de la la de	1900					
15	and 16 Not Applicable.						

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)	REMARKS - Please use this space to explain any significant year-t data were estimated.	o-year changes, to claimy responses, or mulcate wir
)	CONTACT INFORMATION	
		Title
	Traine of person to contact regarding the report (Fredeo print)	THO
	Area code Number Extension	Area code Number
	Telephone -	Fax -
	E-mail address	Website address

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-71120E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

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- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

0035	Yes
	No - Enter corrections in the mailing address above



B. SURVEY C	OVEDACE										
Did this fir	rm provide	the bus	siness acti	ivities de	scribed b	elow?					
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REPORTING PERIOD						
NOTE: Calendar year data are preferred. If they are unavailable, please months of data for the 2018 calendar year.	report fo	or the f	iscal yea	ar that ir	ncludes	at least s
What time period is covered by the data provided in this report?	?				201	18
				В		ng Date
Calendar year				Month	Day	Year
Fiscal or partial year - Report beginning and ending dates			0007		F	D-4-
				Month	Ending Day	Year
				WIGHT	Day	Tear
			8000			
Not Applicable.						
SALES, RECEIPTS, OR REVENUE						
What were the revenues for this firm in 2018?						
Include:						
 Report gross billings, except where noted elsewhere on the form. Report gross receipts for racetracks. 						
Dues and assessments from members and affiliates.						
 Amounts received for work subcontracted to others. 						
 For locations that were sold or acquired during a year, only report for locations. 	r the peri	riods th	at this fi	rm oper	ated th	е
 Revenue from services performed by domestic locations of foreign page 	aront firm					
	arent min	ms, sub	sidiaries	s, branch	nes, etc	
· · · · · · · · · · · · · · · · · · ·				s, branch	nes, etc	
 Commissions, fees, and revenue from corporate sponsorships and ev 				s, branch	nes, etc	
 Commissions, fees, and revenue from corporate sponsorships and ev Revenues from electronic sources. Exclude:				s, branch	nes, etc	
 Commissions, fees, and revenue from corporate sponsorships and ev Revenues from electronic sources. Exclude: Transfers made within the company. 	vent prize	e mone	y.			
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Form SA-71120E (DRAFT) Page 4

orn	1 3	H-/ I	120	(DRAFT)						Fa	ge
8	RE	VEN	UES	FROM ELECTRONIC SOURCES							
	A.			firm have any revenues from customers er applications in 2018?	ntering	orders d	irectly on	the firm	's website	s or	
		0040		Yes							
				No							
	В.			firm have any revenues from customers er applications in 2018?	tering	orders d	irectly on	third-pa	rty website	es or	
		0041		Yes							
				No							
	C.	Did (suc	this h as	firm have any revenues from customers er private networks, dedicated lines, etc.) in	tering 2018?	orders v	ia any otl	ner electr	onic syste	ms	
		0042		Yes							
				No							
	D.	Of t	he t	otal 2018 revenues reported in ⑤ ,		-	2018		 	2018	
				as the dollar amount (or percentage)	\$ Bil.	Mil.	Thou.	Dol.		Percent	t
				s from the revenues identified in ve? Please provide an estimate if	7 5.7.	.,,,,,	modi	D 0		1 0.0011	Т
				gures are not available					OR ₂₅₀₁	l , ,	%

9	-13	Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



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	PPERATING EXPENSES - Continued										
1. P	TENATING EXILITIOES CONTINUES										
1. P			k "X"				201	18			
1. P		if ∧	lone	\$ Bil.	N	∕IiI.		Thou	١.	Do	ol.
а	Personnel Costs I. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages.	1021		ı						-	1
b	Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.										
C	Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823									
r (e C s já n	expensed equipment, materials, parts, and supplies (not for esale) - Include expensed computer hardware and other equipment e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include materials and supplies used in providing tervices to others; materials and parts used in repairs; office and anitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 and eased and rented equipment in line 4b.	1860									
c d p	Expensed purchases of software - Purchases of prepackaged, sustom coded, or vendor customized software. Include software leveloped or customized by others, web-design services and purchases, licensing agreements, upgrades of software, and maintenance fees related to software upgrades and alterations	1826									
	Other Operating Expenses		1								
	charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment D. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the	1831		1							
	expenses below 7										
		1879									
	TOTAL OPERATING EXPENSES	1070	_								
S	Sum of lines 1a through 4b	1900									

) F	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate who data were estimated.
(udia were estimated.

Name of persor	to contact	regarding thi	s report <i>(Please</i>	e print)	Title			
	Area code	N	umber	Extension		Area code	Number	
Telephone			-		Fax		-	
E-mail address					Website address			

SERVICE ANNUAL SURVEY U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU FORM

2018 ANNUAL SERVICES REPORT

SA-71150A	(DRAFT)
Due Date	
Need help or hous questions?	
Need help or have questions? Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses	
in a way that could identify your business, organization, or institution.	
Per the Federal Cybersecurity Enhancement Act of 2015, your data	
are protected from cybersecurity	
risks through screening of the systems that transmit your data.	
This collection has been approved by the Office of Management and	
Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
https://portal.census.gov Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
• Any significant change i	n this firm's operations should be noted in ① .
, ,	or acquired in 2018, report data only for the period the establishments were operated by
 Estimates are acceptable 	e if book figures are not available.
•Enter "0" where applicat	ole.
 Do not combine data for 	r two or more detailed lines.
·	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
• Figures should be round	
, and the second	456 it should be reported as TOSOZOTO
Include: • Data for all Services esta	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in 1 B.
The state of the s	es primarily engaged in supporting services to those establishment(s) such as warehouses,
garages, central adminis	strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	d mailing address the same as shown in the mailing address above?
Voc	
Ves 0035	
	orrections in the mailing address above

Form SA-71150A (DRAFT)

1	B. S	URVE	Y COVE	RAGE																											
			s firm p			e bus	sine	ess	s ac	cti	viti	ies	de	scr	ribe	ed l	belo	ow	?												
	00	001	Yes																												
	00		No - S	pecify t	this	firm's	's bu	usir	ines	SS i	acti	ivitv	νフ																		
				, , ,								,	<i>,</i>																		ı
			0002																												
•	Not	Analiaa	- bla																												_
2		Applica																													
3			ATIONA																												
	A. D	oid this	s firm e	xperie	ence	any	acc	qui	isit	tio	ns,	, sa	ales	s, n	nei	rge	rs, a	and	l/or	div	esti	iture	s in	20	18?	•					
			Yes																												
	00	016	No - G	o to 🕰																											
			NO - G	0 10 😈	,																										
			of the fo																												
	C	Check al	ll that ap	pply. If	mo	re tha	an o	one	e or	rga	niz	atio	ona	I ch	nan	ge	occi	urre	ed d	urin	ig th	ie re _l	oorti	ng		_					
			Acquis	ition																					noM	nth	Day	/	Y	ear	
						Date	of o	org	gan	niza	atio	nal	l ch	ang	ge								. 0)18							
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			Divesti	ture	J																										
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	/	Nddraee	(Number	and etr	root	P O F	Roy	oto	·c 1																						
		-uui ess	(Number	and sti	ieet,	1 .0. 1	DUX,	, 610	.0./																						
	C	City, tow	n, village	e, etc.																	S	State	ZIP	Со	de					T	l
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Form SA-71150A Page 3

NOT	E: C	TING PERIOD alendar year data are preferred. If they are unavailable, please report for the fiscal year.	ar that i	ncludes	s at least six
		of data for the 2018 calendar year.			10
vvna	it tii	me period is covered by the data provided in this report?		20	
		Otherdon			ng Date
	ш	Calendar year	Month	Day	Year
0006		Fiscal or partial year - Report beginning and ending dates			
				Ending	g Date
			Month	Day	Year
		8000			

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- · Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
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Not Applicable.

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8	RE	VEN	UES	FROM	ELECTR	ONIC S	SOUR	CES										
Ŭ	A.				ive any i			m cust	tomers e	entering	g order	s directl	y on the	firm's	web	sites o	or	
		0040		Yes														
				No														
	В.				ive any i			m cust	tomers e	entering	g order:	s directl	y on thi	rd-part	y wel	osites	or	
		0041		Yes														
				No														
	C.								tomers e s, etc.) in			s via any	other o	electro	nic sy	stems	S	
		0042		Yes														
				No														
	D.	Of t	he t	total 20	18 reven	ues re	porte	d in 6 ,	, _			2018					2018	
					ollar am				je)	\$ Bil.	Mil.	Tho	u. E	ol.			Percent	
					ase prov re not av				2500)					OR 2	2501	9	1
9	-Œ	No	t Ap	plicable.														
13	EX	(POR	RT RE	EVENUE	i													
	es	tablis	shme	ent, etc.)	is a serv located c ritories, c	outside	the Un	nited St	customer ates (i.e.,	or clier outside	nt (indiv the 50	idual, go States, D	vernmen District of	t, busin Columi	ess bia, U.	.S.		
		clude		orformo	d for upa	ffiliator	d and a	offiliator	d foreign	firme (i	o foroi	an naron	t firme	subeidia	rioe h	ranch	os oto)	
		clud		enonne	i loi ulla	iiiiatec	a and a	iiiiiatec	ı löreigii	1111115 (1.	e., ioiei	gii paieii	t IIIIII5, s	subsidia	111 03 , L	nancii	es, etc.).	
	• 5	Servio	es p	rovided	to domes	stic sub	osidiarie	es of fo	reign firn	ns.								
	A.	Did	the	revenue	reporte	ed in 🧲) inclu	ıde any	y revenu	e from	export	s?						
		0009		Yes														
			Ш	No - Go	to 🚹													
													\$ Bil.	Mil.	201	8 Thou.	Dol.	
													Ψ ΒΠ.	IVIII.		i iiou.	DOI.	

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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported eisewhere.						
	Mark "X"		2018 \$ Bil. Mil. Thou.			
	if None	\$ Bil.	Mil.	Thou.	Dol.	
Personnel Costs						
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1	1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions						
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services						
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b			1 1			
Expensed purchases of software - 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 1826						
Other Operating Expenses						
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents convergets) Fxclude impairment			1 1		1 1	

CONTINUE WITH 14 ON PAGE 6

14	OPERATING EXPENSES - Continued								
	01								
			Mark "X"	ıı 📗		2	018		
			if None	\$ Bil.	Mil.		The	ou.	Dol.
4.	Other Operating Expenses - Continued								
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?								
		1879							
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	. 1900							
15	and 16 Not Applicable.	.000							

Form	SA-7 1	1150A	(DRAFT

						r-to-year changes,			
	IEODMATI	ON							
CONTACT			this report	(Please n	rint)	Title			
		regarding t	ina report	μ icase μ	11111/	TIGO			
Name of person	to contact								
	Area code		Number		Extension	Fax	Area code	Number	

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-71150E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data

This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

are protected from cybersecurity risks through screening of the systems that transmit your data.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		T	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A	. MAIL
-----	--------

ING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



P CLIDVEY COVERAGE				
B. SURVEY COVERAGE				
Did this firm provide the business activities described below?				
□ Vaa				
U Yes 0001				
☐ No - Specify this firm's business activity →				
0002				
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)				
Does this firm report payroll under EIN				
Yes				
0013	EIN (9	9 digit	is)	
No - Enter current 9-digit EIN AND date payroll was first reported for this EIN		-		
		Man	th Day	Vaar
		Mon	th Day	Year
	0088			
ORGANIZATIONAL CHANGE				
	- i- 20	1407		
A. Did this firm experience any acquisitions, sales, mergers, and/or divestiture	5 III 20	710:		
Ves Yes				
□ No - Go to •				
B. Which of the following organizational changes occurred in 2018?				👝
Check all that apply. If more than one organizational change occurred during the re	porting			in in W .
Acquisition		Mont	h Day	Year
Date of organizational change	. 0018			
Sale AND				
Merger				
Enter detailed information below				
☐ Divestiture				
				
0017 Name of company	0019 E	IN (9 d	ligits)	
		-	1 1	
Address (Number and street, P.O. Box, etc.)				
Address (Number and street, P.O. Box, etc.)	710.0	4-		
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Address (Number and street, P.O. Box, etc.)	ZIP Co	de	-	
Address (Number and street, P.O. Box, etc.)	ZIP Co	de		
Address (Number and street, P.O. Box, etc.)	ZIP Co	de		

Form SA-71150E (DRAFT) Page 3

4	REP	ORT	TING PERIOD			
	NOT mon		r that ii	ncludes	s at least six	
	Wha	ıt tiı	me period is covered by the data provided in this report?		20	18
				Е	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		Ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year
			0008			

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

		2018										
	\$ Bil.	Mil.	Thou.	Dol.								
1800												

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1	TOTAL OPERATING REVENUE		
	TOTAL OF LITATING REVENUE		

7	

Not Applicable.

orn	1 5/	A-/ 1	150	DE (DRAFT)						Page
8	RE	VEN	UES	FROM ELECTRONIC SOURCES						
	A.			firm have any revenues from customers er applications in 2018?	ntering	orders c	lirectly	on the firn	n's website	s or
		0040		Yes						
	В.	Did	this	No firm have any revenues from customers er	itering	orders c	lirectly	on third-pa	ırty websit	es or
		mok	oile a	applications in 2018?	_			_		
		0041		Yes						
				No		_	_			
	C.	Did (suc	this h as	firm have any revenues from customers er private networks, dedicated lines, etc.) in	itering 2018?	orders v	ia any (other elect	ronic syste	ems
		0042		Yes						
				No						
	D.			otal 2018 revenues reported in 6 ,			2018		7	2018
				as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.	_	Percent
				ve? Please provide an estimate if gures are not available					OR ₂₅₀₁	Q
9	-Œ	No	t Ap	plicable.						
13	EX	(POR	T R	EVENUE						
	es	tablis	shme	d service is a service performed for a customer of ent, etc.) located outside the United States (i.e., of ealth Territories, or U.S. possessions).	or client outside t	(individu the 50 St	ıal, gove ates, Dis	ernment, bus strict of Colu	siness mbia, U.S.	
		clude Servic		erformed for unaffiliated and affiliated foreign fi	rms (i.e	., foreign	parent	firms, subsid	diaries, bran	ches, etc.).
		clud Servic		rovided to domestic subsidiaries of foreign firm	S.					
	A.	Did	the	revenue reported in 6 include any revenue	from e	xports?				
				Yes						
		0009		No - Go to 🖸						

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\$ Bil.

Mil.

Thou.

Dol.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

expenses not reported eisewhere.					
	Mark "X"		:	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821			1 1		
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
c. Temporary staff and leased employee expense - Total costs					
paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b			1 1		
Expensed purchases of software - 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 1826					
Other Operating Expenses a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g. patents copyrights) Fxclude impairment			1 1		

CONTINUE WITH 14 ON PAGE 6

14 OPERATING EXPENSES - Continued

expenses below 7

15 and 16 Not Applicable.

TOTAL OPERATING EXPENSES Sum of lines 1a through 4b

Other Operating Expenses - Continued

b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating

expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the Dol.

2018

Thou.

Mil.

Mark "X"

1879

if None \$ Bil.

Form	SA-71150E	(DRAFT)						Page 7
	REMARKS - Ple data were estima		explain any significant	t year-to-year chang	es, to clarify r	esponses,	or indicate	where

18	CONTACT IN												
	Name of perso	on to contact	regarding t	his report <i>(Plea</i>	ase print)		Title						
		Area code		Number	Ex	ctension			Area code		Number		
	Telephone			-				Fax			_		
	E-mail address	3					Website add	dress					
		THAI	NK YOU f	or completi	ng youi	2018 A	NNUAL SE	RVICES	S REPORT.				
				We suggest y									
													l

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

Due Date	
eed help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
OUR RESPONSE IS REQUIRED Y LAW. Title 13 United States ode (U.S.C.), Sections 131 and 82 authorizes this collection. ections 224 and 225 require your esponse. The U.S. Census Bureau required by Section 9 of the ame law to keep your information ONFIDENTIAL and can use your esponses only to produce statistics. he Census Bureau is not permitted to publicly release your responses a way that could identify your usiness, organization, or institution. er the Federal Cybersecurity hancement Act of 2015, your data re protected from cybersecurity sks through screening of the ystems that transmit your data. his collection has been approved y the Office of Management and udget (OMB). The eight-digit OMB poproval number is 0607-0422 and opears at the upper right of this age. Without this approval, we bould not conduct this survey.	s survey should be completed online at:
authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.htm
	GENERAL INSTRUCTIONS
•Any significant change i	GENERAL INSTRUCTIONS n this firm's operations should be noted in 10.
 For establishments sold this firm. 	n this firm's operations should be noted in ① . or acquired in 2018, report data only for the period the establishments were operated by
 For establishments sold this firm. Estimates are acceptable Enter "0" where applicate 	n this firm's operations should be noted in 1 . or acquired in 2018, report data only for the period the establishments were operated by a if book figures are not available.
 For establishments sold this firm. Estimates are acceptable Enter "0" where applicable Do not combine data for 	or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available. or two or more detailed lines.
 For establishments sold this firm. Estimates are acceptable Enter "0" where applicated to the propertion of the propertion of the propertion of the propertion of the propertion of the propertion of the propertion of the propertion of the propertion of the propertion of the propertion of the propertion of the propertion of the propertion of the properties of the	n this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available. ole. r two or more detailed lines. al basis, except for payroll. \$\frac{\text{Bil.}}{\text{Bil.}}\$\$ Mil. Thou. Dol.
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 For establishments sold this firm. Estimates are acceptable Enter "0" where applicated to pool to not combine data for the Report data on an accru Figures should be round 	n this firm's operations should be noted in . or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available. ole. r two or more detailed lines. al basis, except for payroll. \$\frac{\text{Bil.}}{\text{Bil.}}\$\$ Mil. Thou. Dol.
 For establishments sold this firm. Estimates are acceptable Enter "0" where applicated to the properties of the	n this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available. ole. r two or more detailed lines. al basis, except for payroll. ded to the nearest dollar. 456 it should be reported as 1 0 3 0 2 8 0 4 5 6 ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ①B.
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For establishments sold this firm. Estimates are acceptable. Enter "0" where applicate. Do not combine data for a Report data on an accru. Figures should be round. If a figure is \$1,030,280,41 Include: Data for all Services estate Construction operations. Data for auxiliary faciliting garages, central administration.	n this firm's operations should be noted in ①. or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available. ole. r two or more detailed lines. al basis, except for payroll. ded to the nearest dollar. 456 it should be reported as 1 0 3 0 2 8 0 4 5 6 abblishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ①B. es primarily engaged in supporting services to those establishment(s) such as warehouses,
For establishments sold this firm. Estimates are acceptable. Enter "0" where applicate. Do not combine data for a Report data on an accru. Figures should be round. If a figure is \$1,030,280,4. Include: Data for all Services estanconstruction operations. Data for auxiliary faciliting garages, central administration.	n this firm's operations should be noted in . or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available. ole. r two or more detailed lines. al basis, except for payroll. ded to the nearest dollar. 456 it should be reported as ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in B. es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
Provided Property of the state	n this firm's operations should be noted in . or acquired in 2018, report data only for the period the establishments were operated by e if book figures are not available. ole. r two or more detailed lines. al basis, except for payroll. ded to the nearest dollar. 456 it should be reported as ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in B. es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.

Form	SA-71311A (DRAFT)					Page 3
4	REPORTING PERIOD					
	NOTE: Calendar year data are preferred. If they are unavailable, please months of data for the 2018 calendar year.	e report for the	fiscal yea	r that i	ncludes	at least six
	What time period is covered by the data provided in this report	?			20	18
				E	Beginni	ng Date
	Calendar year			Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates .			'	1	1 1 1
	riscal of partial year - neport beginning and ending dates .		0007		Ending	Data
				Month	Day	Year
				Wiene	Day	1001
			8000			
5	Not Applicable.					
6	SALES, RECEIPTS, OR REVENUE					
	What were the revenues for this firm in 2018?					
	Include:					
	• Report gross billings, except where noted elsewhere on the form.					
	• Dues and assessments from members and affiliates.					
	 Amounts received for work subcontracted to others. 					
	 For locations that were sold or acquired during a year, only report for locations. 	or the periods t	hat this fi	rm ope	rated th	е
	 Revenue from services performed by domestic locations of foreign p Revenues from electronic sources. 	arent firms, su	bsidiaries	, brancl	hes, etc	
	Exclude:					
	Transfers made within the company.					
	Taxes collected directly from customers or clients and paid directly t	o a local, state	, or federa	al tax ag	gency.	
	• Rents from and revenue of separately operated departments, conces					
	Commissions from vending machine operators.					
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., Commonwealth Territories, or U.S. possessions). 	outside the 50	states, Di	strict of	Colum	bia, U.S.
		8.6 1 112711			2018	
		Mark "X" if None	\$ Bil.	Mil.	Thou	. Dol.
1.	Admissions revenue (excluding admissions taxes) - Gross					
	box office receipts from the sale of admissions tickets exclusive of any state or local admissions taxes (include theater or facilities					
	owners' share, if any). Include receipts from all home, hall or tour					
	subscriptions, and other concerts or performances for which paid attendance may be determined by ticket sales, including minimum					
	guarantee and percentage arrangements. Dinner theaters should					
	include all combined admission/dinner receipts on this line	3002				
2.	All other operating revenue - The sale of food, refreshments,					
	and alcoholic beverages that are not included in the admissions price; any coin-operated amusement devices operated by this firm;					
	merchandise sales; parking revenue; and any other operating revenue					
	not reported above. Exclude rental revenue and commissions from concessions and coin-operated machines operated by others and					
	sales and admissions taxes. If this item is greater than 20% of					
	the total operating revenue, specify the primary source of the revenue below 7					
	,					
		1799				
3.	TOTAL OPERATING REVENUE Sum of lines 1 and 2			1 1		' '
		. 1800				
7	Not Applicable.					

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RE	VEN	UES	FROM ELECTRONIC SOURCES							
A.	Did mob	this	firm have any revenues from customers er applications in 2018?	ntering	orders d	lirectly or	the firm	's website	s or	
	0040		Yes							
			No							
В.	Did mob	this	firm have any revenues from customers er applications in 2018?	ntering	orders d	lirectly or	third-pai	rty website	es or	
	0041		Yes							
			No							
C.	Did (suc	this h as	firm have any revenues from customers er private networks, dedicated lines, etc.) in	ntering 2018?	orders v	ia any otl	ner electr	onic syste	ms	
	0042		Yes							
			No							
D.	Of t	he t	otal 2018 revenues reported in ⑤ ,			2018			2018	
	that	wa	s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.	ı	Percent	
	A-C exac	abo et fi	ve? Please provide an estimate if gures are not available					OR ₂₅₀₁	(%
	A. B.	A. Did mob	A. Did this mobile a oo40 B. Did this mobile a oo41 C. Did this (such as oo42 D. Of the t what was A-C abo	mobile applications in 2018? Yes No B. Did this firm have any revenues from customers er mobile applications in 2018? Yes No C. Did this firm have any revenues from customers er (such as private networks, dedicated lines, etc.) in Yes	A. Did this firm have any revenues from customers entering mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	A. Did this firm have any revenues from customers entering orders of mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders of mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering orders of (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	A. Did this firm have any revenues from customers entering orders directly on mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders directly on mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering orders via any oth (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ①, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	A. Did this firm have any revenues from customers entering orders directly on the firm mobile applications in 2018? Yes No B. Did this firm have any revenues from customers entering orders directly on third-par mobile applications in 2018? Yes No C. Did this firm have any revenues from customers entering orders via any other electre (such as private networks, dedicated lines, etc.) in 2018? Yes No D. Of the total 2018 revenues reported in ③, what was the dollar amount (or percentage) that was from the revenues identified in A-C above? Please provide an estimate if	A. Did this firm have any revenues from customers entering orders directly on the firm's website mobile applications in 2018? Yes	A. Did this firm have any revenues from customers entering orders directly on the firm's websites or mobile applications in 2018? Yes

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued					
		Mark "X"			2018	
	Personnal Coate	if None	\$ Bil.	Mil.	Thou.	Dol.
	 A. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182 	ıı 🗆				
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions	12				
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	23				
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	50		1 1	1 1	
-	Expensed purchases of software - 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 182	26				
	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	11				
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?					
						1 1
		'9				
•	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	00				
5	and 16 Not Applicable.					

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	REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.
)	CONTACT INFORMATION
	Name of person to contact regarding this report (Please print) Title
	Traine of person to contact regarding this report (riease print)
	Area code Number Extension Area code Number
	E-mail address Website address

We suggest you keep a copy for your records.



(DRAFT)

2018 ANNUAL SERVICES REPORT

OA / IOIIL	(5.04.7)
Due Date	
Need help or house questions?	
Need help or have questions? Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your response. The U.S. Census Bureau	
is required by Section 9 of the same law to keep your information	
CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your	
business, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data	
are protected from cybersecurity risks through screening of the	
systems that transmit your data.	
This collection has been approved by the Office of Management and	
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and	
appears at the upper right of this page. Without this approval, we	
could not conduct this survey.	
Authentication Code:	To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
Throughout this survey a	any reference to "this firm" is referring to the EIN that is printed in the mailing address
area or the new EIN that include data for the EIN re	was provided as a response in ②. Any responses related to "this firm" should only
, ,	n this firm's operations should be noted in 🕡.
 For establishments sold this firm. 	or acquired in 2018, report data only for the period the establishments were operated by
	e if book figures are not available.
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	r two or more detailed lines.
·	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
 Figures should be round If a figure is \$1,030,280. 	456 it should be reported as 1030280456
Include:	450 it should be reported as
	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and
Construction operations) operating under the EIN printed in the mailing address area.
 Data for auxiliary faciliti garages, central adminis 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
A. MAILING ADDRESS	
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Ves 0035	

Did this firm provide the business activities described below? Yes No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 No - Specify this firm superior payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN No - Enter current 9-digit EIN AND date payroll was first reported for this EIN No - Enter current 9-digit EIN AND date payroll was first reported for this EIN No - Enter current 9-digit EIN AND date payroll was first reported for this EIN No - Enter current 9-digit EIN AND date payroll was first reported for this EIN No - Enter current 9-digit EIN AND date payroll was first reported for this EIN No - Enter current 9-digit EIN AND date payroll was first reported for this EIN No - Enter current 9-digit EIN AND date payroll was first reported for this EIN No - Enter current 9-digit EIN AND date payroll was first reported for this EIN No - Enter current 9-digit EIN AND date payroll was first reported for this EIN No - Enter Current 9-digit EIN AND date payroll was first reported for this EIN No - Enter Current 9-digit EIN AND date payroll was first reported for this EIN No - Enter Current 9-digit EIN AND date payroll was first reported for this EIN No - Enter Current 9-digit EIN AND date payroll was first reported for this EIN No - Enter Current 9-digit EIN AND date payroll was first reported for this EIN No - Enter Current 9-digit EIN AND date payroll was first reported for this EIN No - Enter Current 9-digit EIN AND date payroll was first reported for this EIN No - Enter Current 9-digit EIN AND date payroll was first reported for this EIN No - Enter Current 9-digit EIN AND date payroll was first reported for this EIN No - Enter Current 9-digit EIN AND date payroll was first reported for this EIN No - Enter Current 9-digit EIN AND date pa	B. SURVEY COVERAGE					
FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes OND - Enter current 9-digit EIN AND date payroll was first reported for this EIN OND - Enter current 9-digit EIN AND date payroll was first reported for this EIN Month Day Yes ONGGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes OND - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change Date of organizational change Date of organizational change Date of organizational change AND Enter detailed information below 7 Divestiture ONTO EIN (9 digits) Address (Number and street, P.O. Box, etc.)	Did this firm provide the business activities described below?					
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City, town, village, etc. State ZIP Code -	A. Did this firm experience any acquisitions, sales, mergers, and/or diversity of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during Acquisition Acquisition Date of organizational change	g the rep	oorting	period	d, expla	in in ①
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REPORTING PERIOD

Form SA-71311E (DRAFT) Page 4

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8	RE	VEN	UES	FROM ELECTRONIC SOURCES							
	A.			firm have any revenues from customers en applications in 2018?	ntering	orders d	irectly on	the firm	's website	s or	
		0040		Yes							
				No							
	В.			firm have any revenues from customers en applications in 2018?	ntering	orders d	irectly on	third-pa	rty website	es or	
		0041		Yes							
				No							
	C.			firm have any revenues from customers er private networks, dedicated lines, etc.) in			ia any otł	ner electr	onic syste	ms	
		0042		Yes							
				No							
	D	Of t	he t	otal 2018 revenues reported in 6 ,					1	2010	
		wha	it wa	as the dollar amount (or percentage)	\$ Bil.	Mil.	2 018 Thou.	Dol.		2018 Percen	
				s from the revenues identified in	φ DII.	IVIII.	mou.	DOI.		reicen	т
				ve? Please provide an estimate if qures are not available.	l .				OR ₂₅₀₁		%

9-13	Not Applicable.
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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

14	OPERATING EXPENSES - Continued					
		Mark "X"	2018			
1	Porconnal Costa	if None	\$ Bil.	Mil.	Thou.	Dol.
1.	 A. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 182° 	1 🔲		1 1		1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions	2				1 1
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	3				1 1
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	0				
3.	Expensed purchases of software - 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 1826	6 🗆	1			
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1 🔲				
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below?					
=	TOTAL OPERATING EXPENSES	9 📙				
5.	Sum of lines 1a through 4b	0				
15	and 16 Not Applicable.					

CONTACT INFORMATION	I=		
Name of person to contact regarding this report (Please print)	Title		
Area code Number Extension	Fax	Area code	Number -
Telephone -			
Telephone	Website address		

REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-72000A	(DRAFT)
Due Date	
Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programs-surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - This https://portal.census.gov Authentication Code:	s survey should be completed online at: To view Survey Results: https://www.census.gov/programs-surveys/sas.html
	GENERAL INSTRUCTIONS
• For establishments sold this firm. • Estimates are acceptable • Enter "0" where applicable • Do not combine data for • Report data on an accru. • Figures should be round • If a figure is \$1,030,280,4 Include: • Data for all Services estate Construction operations	two or more detailed lines. al basis, except for payroll. \$ Bil. Mil. Thou. Dol.

A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

0035

No - Enter corrections in the mailing address above

	Did this firm provide the business activities described below? Yes No - Specify this firm's business activity 7
No - Specify this firm's business activity 7 No - Specify this firm's business activity 7 No - Specify this firm's	Yes No - Specify this firm's business activity 7 0002 Not Applicable. ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 20187 Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting period, explain in Check all that apply. If more than one organizational change occurred during the reporting
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Acquisition Sale	Acquisition Sale
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Divestiture 0017 Name of company 0019 EIN (9 digits) -	Divestiture Only Name of company Only EIN (9 digits) Address (Number and street, P.O. Box, etc.)
0017 Name of company 0019 EIN (9 digits)	Name of company Only Name of company Only EIN (9 digits) Address (Number and street, P.O. Box, etc.)
	Address (Number and street, P.O. Box, etc.)
	Address (Number and street, P.O. Box, etc.)
City, town, village, etc. State ZIP Code	City, town, village, etc. State ZIP Code

(DRAFT)	Page 3
	(DRAFT)

4	REP	OR1	TING PERIOD			
	NOT mon	E: C	alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that i	ncludes	s at least six
	Wha	t tii	me period is covered by the data provided in this report?		20	18
					Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		ш	Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenue from room and board.
- Revenue from camp tuition and campers fees.
- Receipts from guest rooms or unit rentals for all establishments owned by this firm.
- Receipts from rentals of public rooms such as ballrooms, conference rooms, etc.
- Sales of meals, alcoholic beverages, and other merchandise.
- Gaming operations.
- Site rental and equipment usage fees.
- Receipts from valet, laundry, parking, and other guest services provided by this firm.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Occupancy Taxes.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Grants and donations.
- Franchise revenues and royalties.

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
1800				

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\$ Bil.	Mil.	Thou.	Dol

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7	7`	١
V	≠,	

Not Applicable.

Form SA-72000A (DRAFT) Page 4

8	RE	VEN	UES	FROM ELECTRONIC SOURCES							
	A.	Did mob	this	firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	the firm	's website	s or	
		0040		Yes							
				No							
	В.			firm have any revenues from customers en applications in 2018?	tering	orders d	lirectly or	n third-pai	rty websit	es or	
		0041		Yes							
				No							
	C.	Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	tering 2018?	orders v	ia any otl	her electr	onic syste	ms	
		0042		Yes							
				No							
	D.			otal 2018 revenues reported in G ,		:	2018			2018	
		that	wa	as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	ns
		A-C exac	abo et fi	ve? Please provide an estimate if gures are not available	<u>'</u>	' '		' '	OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Purchases of goods for resale or cost of goods sold.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



Personnel Costs

OPERATING EXPENSES - Continued

employee contributions.

leased and rented equipment in line 4b.

Other Operating Expenses

a. Gross annual payroll - Total annual Medicare salaries and

b. Employer's cost for fringe benefits - 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;

wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the

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, life insurance benefits, Medicare). Exclude

c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits,

Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and

Expensed purchases of software - 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 1826

a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm

spread on stock options that are taxable to employees as wages . 1821

Dol.

2018

Thou.

Mil.

Mark "X" if None

\$ Bil.

	within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the	. 1831		ı		1 1		1	
72103054	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b and 16 Not Applicable.	1879							

		ge
(REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate wh data were estimated.	ere

18	CONTACT INFORMATION	
	Name of person to contact regarding this report (Please print)	Title

Area code Number Extension Area code Number Telephone Fax E-mail address Website address

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.

We suggest you keep a copy for your records.

Property of the state of the st

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

SA-72000E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ Bil.		Bil. Mil.			T	hοι	ı.	Dol.			
→		1	0	3	0	2	8	0	4	5	6	

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

	-
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A. MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



. SURVEY COVERAGE					
Did this firm provide the business activities described below?					
☐ Yes					
0001					
No - Specify this firm's business activity					
0002					
EDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)					
oes this firm report payroll under EIN					
□ v					
Yes 13		FINI (O	١: : ٤ - ١		
No - Enter current 9-digit EIN AND date payroll was first		EIN (9	digits)		1 1 1
reported for this EIN	0015		-	ı ı	
			Month	Day	Year
			WIOTILIT	Day	i cai
		0088			
RGANIZATIONAL CHANGE					
	at		403		
. Did this firm experience any acquisitions, sales, mergers, and/o	r aivestitures	IN 20	18?		
Yes					
0016 No - Go to 4					
- No - Go to G					
. Which of the following organizational changes occurred in 2018	8?				
Check all that apply. If more than one organizational change occurred	during the rep	orting _l	period,	explai	n in 🕡.
□ A 1.111			Month	Day	Year
Acquisition					
☐ Sale Date of organizational change		. 0018			
4415					
0091 AND					
Merger					
☐ Merger Enter detailed information below ₹					
Merger					
☐ Merger Enter detailed information below ₹		0019 EII	N (9 dig	its)	
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Merger Divestiture Enter detailed information below Name of company Address (Number and street, P.O. Box, etc.)			-		
Merger Divestiture Enter detailed information below Name of company Address (Number and street, P.O. Box, etc.)			-	its)	
Merger Divestiture Enter detailed information below Name of company Address (Number and street, P.O. Box, etc.)			-		

(DRAFT)	Page 3
	(DRAFT)

4	REP	ORT	TING PERIOD				
	NOT mon	r that i	ncludes	s at least six			
	Wha	ıt tiı	2018				
				E	Beginni	ng Date	
			Calendar year	Month	Day	Year	
	0006						
		Ш	Fiscal or partial year - Report beginning and ending dates				
				Ending Date			
				Month	Day	Year	
						I .	

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenue from room and board.
- Revenue from camp tuition and campers fees.
- Receipts from guest rooms or unit rentals for all establishments owned by this firm.
- Receipts from rentals of public rooms such as ballrooms, conference rooms, etc.
- Sales of meals, alcoholic beverages, and other merchandise.
- Gaming operations.
- · Site rental and equipment usage fees.
- Receipts from valet, laundry, parking, and other guest services provided by this firm.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Occupancy Taxes.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Grants and donations.
- Franchise revenues and royalties.

		4	2010		
	\$ Bil.	Mil.	Thou.	Dol.	
					ı
TOTAL OPERATING REVENUE		1 1		1 1	L

7	Not A	pplicable	e.

2040

Form SA-72000E (DRAFT) Page 4

8	RE	VEN	UES	FROM ELECTRONIC SOURCES						
	A.	Did mol	this	firm have any revenues from customers er applications in 2018?	tering	orders d	irectly on	the firm'	s website	s or
		0040		Yes						
				No						
	B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2018?							es or		
		0041		Yes						
				No						
	C.	Did (suc	this h as	firm have any revenues from customers er private networks, dedicated lines, etc.) in	tering 2018?	orders v	ia any otł	er electro	onic syste	ms
		0042		Yes						
				No						
	D	Of t	he t	otal 2018 revenues reported in 6 ,						2010
		wha	it w	as the dollar amount (or percentage)	\$ Bil.	Mil.	2 018 Thou.	Dol.		2018
				s from the revenues identified in	ф DII.	IVIII.	mou.	DOI.		Percent
				ve? Please provide an estimate if gures are not available					OR ₂₅₀₁	%
	A									

9-13 Not Ap	pplicable.
-------------	------------

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Purchases of goods for resale or cost of goods sold.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



14	OPERATING EXPENSES - Continued						
			rk "X"			2018	
1.	Personnel Costs	IŤ I	None	\$ Bil.	Mil.	Thou.	Dol.
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the	1821					1 1
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	1822					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	1823					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	1860					1 1
3.	Expensed purchases of software - 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	1826					
4.	Other Operating Expenses						
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831					1 1
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below						
		1879			1 1		, ,
5.	TOTAL OPERATING EXPENSES Sum of lines 1a through 4b	1900			i		1 1
1 3	and 16 Not Applicable.	.000					

R	EMARKS	- Please us	e this space t	o explain any	v significant ye	ear-to-year ch	anges, to clar	ify responses,	, or indicate w	νhε
a	ata were e	stimated.								

	(

Name of persor	n to contact	regarding t	his report <i>(Please p</i>	orint)	Title			
Area code Number Extension						Aron anda	Λ.	lumber
	Area code		Number	Extension		Area code	IV.	unibei
Telephone	' '	1 1			Fax	' '		
			-					-
E-mail address					Website address			

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-72100A	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit https://www.census.gov/programs-	
surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information	
CONFIDENTIAL and can use your	
responses only to produce statistics. The Census Bureau is not permitted	
to publicly release your responses in a way that could identify your	
ousiness, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data are protected from cybersecurity	
risks through screening of the	
systems that transmit your data. This collection has been approved	
by the Office of Management and Budget (OMB). The eight-digit OMB	
approval number is 0607-0422 and appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
could not conduct this survey.	
INTERNET REPORTING - Thi https://portal.census.gov	s survey should be completed online at:
Authentication Code:	To view Survey Results:
Authentication Code.	https://www.census.gov/programs-surveys/sas.htm
	GENERAL INSTRUCTIONS
 Any significant change i 	n this firm's operations should be noted in ①.
• For establishments sold	or acquired in 2018, report data only for the period the establishments were operated by
this firm.	
Estimates are acceptable Enter "0" where applicable	e if book figures are not available.
	r two or more detailed lines.
	al basis, except for payroll. \$ Bil. Mil. Thou. Dol.
 Figures should be round 	ded to the negrest dollar
• If a figure is \$1,030,280,4	456 it should be reported as ———————————————————————————————————
Include:	
Data for all Services esta Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in ① B.
	es primarily engaged in supporting services to those establishment(s) such as warehouses,
garages, central adminis	strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	d mailing address the same as shown in the mailing address above?
Ves	
_	prrections in the mailing address above

Form SA-72100A (DRAFT)

1 0111	II JA	-7210	UA (L	DKAFI)															raye z
0	В. 9	SURVE	Y COV	ERAGE															
	ı	Did this	s firm	provide	the bus	iness	activi	ities d	descri	ibed b	elow	?							
	(0001	Yes																
			No - S	Specify tl	his firm's	s busin	iess ac	ctivity	7										
			0002																
_	N 1 .																		
2		Applica																	
3				AL CHAI experier		acaui	eition	e eal	lee m	araar	e and	l/or div	oetitur.	oe in '	2012	7			
	Α. Ι			experier	ilde ally	aoquis	Sition	is, sai	ies, iii	iergei	s, and	i/OI aiv	restitui	C3 III /	2010	•			
	(0016	Yes																
			No - (Go to 4															
				followin												. ,	, .		
		Check a	ill that a	apply. If r	more tha \	n one	organi	izatior	nal ch	ange d	occurre	ed durii	ng the re	eportin					
			Acqui	isition											IVIC	onth	Day	Υ (ear
			Sale			of orga	anizati	ional d	chang	e				001	18				
	(0091	Merge	er	AND														
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			Dives	titure															
		0017 Nar	me of co	mpany										0019	EIN (digit	s)		
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		Address	(Numbe	er and stre	eet, P.O. E	Box, etc.	.)												
		City, tow	vn, villag	je, etc.									State	ZIP (Code			ı	
																	-		

REP	ORTING PERIOD				
NOTI	:: Calendar year data are preferred. If they are unavailable, please report for the fis	scal ye	ar that	ncludes	at least six
mont	hs of data for the 2018 calendar year.	·			
Wha	time period is covered by the data provided in this report?			201	
	Calendar year			Beginnir	
0006	Calefidal year		Month	Day	Year
	Fiscal or partial year - Report beginning and ending dates	0007	,		
				Ending	Date
			Month	T T	Year
		8000	3		
NUN	BER OF ESTABLISHMENTS				
	many establishments (hotels) did this firm have in the following categorie	26	٨	1ark "X"	2018
in 20	18?	-		if None	Number
A . 0	wned or leased by THIS firm and managed by THIS firm		. 8011		
B O	wned by or leased by THIS firm, but managed by ANOTHER firm		8012		
B . 0	when by or leased by Trilo IIIII, but managed by ANOTHER IIIII		. 0012		
1.	What was the name and EIN of the management company for the hotels	repor	ted in (3 B?	
	If more than one management company, continue in 1 .				
	Name of Company	EIN (9 digits)		
		'	_		
Core Records R	enue from services performed by domestic locations of foreign parent firms, substantistions, fees, and revenue from admissions and the use of facilities. eipts from guest rooms or unit rentals for all establishments owned by this firm. eipts from rentals of public rooms such as ballrooms, conference rooms, etc. as of meals, alcoholic beverages, and other merchandise. In ming operations. Tental and equipment usage fees. Teipts from valet, laundry, parking, and other guest services provided by this firm. Casino hotels, report sales net of promotional allowances. The management fees. The reimbursables from managed hotels. Tental reimbursables from managed hotels. Tental reimbursables from managed hotels.				
Excl					
	nsfers made within the company. es collected directly from customers or clients and paid directly to a local, state, o	r fodor	ral tay o	aanov	
	es conected directly from customers of chefits and paid directly to a local, state, of upancy Taxes.	i iedel	ui tax d	geney.	
	ts from and revenue of separately operated departments, concessions, etc., which	are le	ased to	others.	
• Cor	nmissions from vending machine operators.				
• Rev	enue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 standonwealth Territories, or U.S. possessions).	ates, D	istrict o	f Columi	oia, U.S.
	nmonwealth Territories, or U.S. possessions). enue from casinos without accommodations.				
	enue from timeshares or vacation ownership.				
110 V	·			2040	
	Mark "X" if None \$	Dil		2018	D-1
Untal	<u> </u>	Bil.	Mil.	Thou.	Dol.
	s that this firm owns or leases (include room revenue, meals, rages, gaming, retail, guest services, etc.)		1 1	1 1	

CONTINUE WITH 6 ON PAGE 4

Forn	1 SA-72100A (DRAFT)				Pa	ge 4
6	SALES, RECEIPTS, OR REVENUE - Continued					
		Mark "X"	"	2018		
		if None			nou. Dol	
2.	Franchise or royalty fees	8102				
3.	Hotel management fees	8103			' '	'
O.	Trotor management 1003	. 8103				
4.	Cost reimbursables from managed hotels	8104				
5.	All other operating revenue - Revenue not reported in lines					
	1 through 4. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue					
	below 7					
		l				
		1799				
6.	TOTAL OPERATING REVENUE					
	Sum of lines 1 through 5	. 1800				
7	Not Applicable.					
8	REVENUES FROM ELECTRONIC SOURCES					
•						
	A. Did this firm have any revenues from customers entering or mobile applications in 2018?	ders directly	on the fire	n's websi	tes or	
	Yes					
	0040					
	No					
	B. Did this firm have any revenues from customers entering or	ders directly	on third-p	artv webs	sites or	
	mobile applications in 2018?	,	•	,		
	Yes					
	0041					
	□ No					
	C. Did this firm have any revenues from customers entering or (such as private networks, dedicated lines, etc.) in 2018?	ders via any	other elect	tronic sys	tems	
	Yes					
	0042					
	No					
	D. Of the total 2018 revenues reported in 6, what was the dollar amount (or percentage)	2018			2018	
	that was from the revenues identified in \$BII.	Mil. Thou	. Dol.		Percent	
	A-C above? Please provide an estimate if exact figures are not available.	' ' ' '		OR ₂₅	24	%
	exact figures are not available			250	J1	
9	-13 Not Applicable.					

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Purchases of goods for resale or cost of goods sold.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewher

	expenses not reported disconnect.					
		Mark "X"			2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
1.	Personnel Costs					
	a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					
	b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions					
	c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
2.	Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b					
3.	Expensed purchases of software - 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 1826					

CONTINUE WITH 14 ON PAGE 6

rm	SA-72100A (DRAFT)											
4	OPERATING EXPENSES - Continued											
		Mark "X					2	201	8			
		if None	\$	Bil.		Mil.			Tho	u.		Do
	Other Operating Expenses											
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831										
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below											
									T	Т	Т	
	1	1879		1			l			ī		ī
	TOTAL OPERATING EXPENSES										Т	
•	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractu. A. Did this firm manage any hotels for another firm (a third party	al basis.	Ŭ	staf	f foi	r sh	ort	t-sta	ay			
	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractual	es the opera al basis.	Ŭ	staf	f foi	r sh	nort	t-sta	ay			
3	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractu. A. Did this firm manage any hotels for another firm (a third party	es the opera al basis.	Ŭ	staf	f foi	r sh	nort	÷-sta	ay		2	018
	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractu. A. Did this firm manage any hotels for another firm (a third party	es the opera al basis.	Ŭ	staf	f for	r sh	ort	÷-sta	ay			
	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractu. A. Did this firm manage any hotels for another firm (a third party	es the opera al basis. y) in 2018?	,					÷-sta	ау			018 mb
	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractu. A. Did this firm manage any hotels for another firm (a third party	es the opera al basis. y) in 2018?	AN	отн					ay 8013			
•	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractura. A. Did this firm manage any hotels for another firm (a third party) Yes No - Go to B. How many of the hotels managed by this firm were owned or (a third party) in 2018?	es the opera al basis. y) in 2018? leased by	AN(отн	ER							
	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractu. A. Did this firm manage any hotels for another firm (a third party Yes No - Go to B. How many of the hotels managed by this firm were owned or	es the opera al basis. y) in 2018? leased by	AN(отн	ER		m	. ;	8013			
	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractura. A. Did this firm manage any hotels for another firm (a third party) Yes No - Go to B. How many of the hotels managed by this firm were owned or (a third party) in 2018?	es the opera al basis. y) in 2018? leased by	ANO	OTH · · · 2018	ER	firr	m 	. :	8013			mb
•	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractu. A. Did this firm manage any hotels for another firm (a third party Yes No - Go to B. How many of the hotels managed by this firm were owned or (a third party) in 2018?	es the opera al basis. y) in 2018? leased by	ANO	отн	ER		m 	. :	8013 Tho	Du.		mb
	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractura. A. Did this firm manage any hotels for another firm (a third party) Yes No - Go to B. How many of the hotels managed by this firm were owned or (a third party) in 2018?	es the opera al basis. y) in 2018? leased by 	ANO	OTH · · · 2018	ER	firr	m 	. :	8013	Du.		
	HOTEL MANAGEMENT A hotel management company is a firm that both manages and provide accommodation establishments (e.g., hotels and motels) on a contractu. A. Did this firm manage any hotels for another firm (a third party Yes No - Go to B. How many of the hotels managed by this firm were owned or (a third party) in 2018?	leased by ted in B	ANG	OTH · · · 2018	ER	firr	m 	. :	8013 Tho	ou.		mb

Form	SA-7	2100	A (DRAFT
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7	REMARKS - Please use this space to explain any significant y data were estimated.	ear-to-year changes, to clarify responses, or indicate where
3	CONTACT INFORMATION	
	Name of person to contact regarding this report (Please print)	Title
	Area code Number Extension	
	Telephone -	Fax
	E-mail address	Website address

We suggest you keep a copy for your records.



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-72100E	(DRAFT)
Due Date	
Need help or have questions?	
Call 1-877-787-9860, option "1" (8:00 a.m 5:00 p.m. ET, M-F) or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - This	s survey should be completed online at:

https://portal.census.gov

Authentication Code:

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		1	hοι	ı.		Dol.	
→		1	0	3	0	2	8	0	4	5	6

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

0	A.

MAILING ADDRESS

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



B. SURVEY COVERAGE Did this firm provide the business activities described below?							
PEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN) Does this firm report payroll under EIN Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Enter current 9-digit EIN AND date payroll was first reported for this EIN ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Check all that apply, If more than one organizational change occurred during the reporting period, explain in ②. Acquisition Date of organizational change occurred during the reporting period, explain in ③. AND Enter detailed information below? Divestiture Divestiture AND Enter detailed information below?	Did this firm provide the business activiti						
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ORGANIZATIONAL CHANGE A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2018? Yes No - Go to B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Sale Nonth Day Year AND Enter detailed information below Divestiture Output Name of company Output Outpu					Month	Day	Year
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Yes	ORGANIZATIONAL CHANGE						
B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in ①. Acquisition Date of organizational change	A. Did this firm experience any acquisitions,	sales, mergers, and/	or divestitures	in 20	18?		
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B. Which of the following organizational changes occurred in 2018? Check all that apply. If more than one organizational change occurred during the reporting period, explain in Acquisition Date of organizational change	Yes						
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Acquisition Sale AND Interdetailed information below Divestiture	0016 No - <i>Go to</i> 4	nges occurred in 20	18?				
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Sale AND Enter detailed information below Divestiture Oo17 Name of company Address (Number and street, P.O. Box, etc.)	No - Go to 4 B. Which of the following organizational character Check all that apply. If more than one organization	_		orting	-	-	
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	B. Which of the following organizational character Check all that apply. If more than one organization Acquisition Sale Merger Divestiture No - Go to 4 Date of organization AND Enter detailed infort	ntional change occurred	d during the rep	. 0018	Month	Day	
	B. Which of the following organizational character Check all that apply. If more than one organization Acquisition Sale Merger Divestiture No - Go to 4 Date of organization AND Enter detailed infort	ntional change occurred	d during the rep	. 0018	Month	Day	
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m SA-72100E (DRAFT)			Page 3
REPORTING PERIOD			
NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year months of data for the 2018 calendar year.	r that i	ncludes	at least six
What time period is covered by the data provided in this report?		18	
		ıg Date	
Calendar year	Month	Day	Year
0006			1 1 1
Fiscal or partial year - Report beginning and ending dates			_
		Ending	
	Month	Day	Year
2000	<u>'</u>		
8000			
NUMBER OF ESTABLISHMENTS			
How many establishments (hotels) did this firm have in the following categories	N	lark "X"	2018
in 2018?	i	f None	Number
A. Owned or leased by THIS firm and managed by THIS firm	8011		
B. Owned by or leased by THIS firm, but managed by ANOTHER firm	8012		
 What was the name and EIN of the management company for the hotels report If more than one management company, continue in To. 	ed in () B?	
Name of Company EIN (9	digits)		
	_		
SALES, RECEIPTS, OR REVENUE			
What were the revenues for this firm in 2018?			
Include:			
 Report gross billings, except where noted on the form. 			
Dues and assessments from members and affiliates.			
	m ope	rated the	e

- Commissions, fees, and revenue from admissions and the use of facilities.
- Receipts from guest rooms or unit rentals for all establishments owned by this firm.
- Receipts from rentals of public rooms such as ballrooms, conference rooms, etc.
- Sales of meals, alcoholic beverages, and other merchandise.
- Gaming operations.
- Site rental and equipment usage fees.
- Receipts from valet, laundry, parking, and other guest services provided by this firm.
- For casino hotels, report sales net of promotional allowances.
- Franchise or royalty fees.
- Management fees.
- · Cost reimbursables from managed hotels.
- Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Occupancy Taxes.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- Revenue from casinos without accommodations.
- Revenue from timeshares or vacation ownership.

	Mark "X"		2	2018		
	if None	\$ Bil.	Mil.	Thou.	Dol.	
Hotels that this firm owns or leases (include room revenue, meals, beverages, gaming, retail, guest services, etc.)						
CONTINUE WITH 🜀 ON PAGE 4						



Franchise or royalty fees

TOTAL OPERATING REVENUE

REVENUES FROM ELECTRONIC SOURCES

mobile applications in 2018?

mobile applications in 2018?

Yes

No

2.

3.

4. 5.

6.

below 7

Not Applicable.

0040

SALES, RECEIPTS, OR REVENUE - Continued

All other operating revenue - Revenue not reported in lines 1 through 4. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue Dol.

2018

Thou.

Mil.

Mark "X" if None

1799

\$ Bil.

	0041	Yes									
	C. Did th	No his firm as priva	have any re ate networl	evenues froi ks, dedicate	m customers e d lines, etc.) in	ntering (2018?	orders vi	ia any oth	ner electr	onic syste	ms
	0042	Yes No									
	D. Of the	e total 2	2018 revenu e dollar ame	ues reported ount (or per	l in ① , centage)			2018			2018
	that v A-C al	was fron bove? P	n the reven Hease provi	ues identificide an estim	ed in	\$ Bil.	Mil.	Thou.	Dol.	OR ₂₅₀₁	Percent %
ന	9-13 Not /	Applicab	le.								
72100043											
7.5											

A. Did this firm have any revenues from customers entering orders directly on the firm's websites or

B. Did this firm have any revenues from customers entering orders directly on third-party websites or

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Purchases of goods for resale or cost of goods sold.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X"		2018						
	if None	\$ Bil.	Mil.	Thou.	Dol.				
Personnel Costs									
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821									
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions									
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services									
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b									
Expensed purchases of software - 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 1826									

CONTINUE WITH 14 ON PAGE 6

Form	SA-72100E	(DRAFT)
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0111	I OA / LIGGE (BRAFI)					, ago
14	OPERATING EXPENSES - Continued					
		Mark "X"		2	2018	
		if None	\$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses					
	a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment	1831				
	b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below					
		1879				
5.	TOTAL OPERATING EXPENSES					
	Sum of lines 1a through 4b	1900	,	1 1	1 1	
	A hotel management company is a firm that both manages and provid accommodation establishments (e.g., hotels and motels) on a contract A. Did this firm manage any hotels for another firm (a third particle) Yes	tual basis.	ing staf	f for short	-stay	
	□ No - Go to ①					2018
						Number
	B. How many of the hotels managed by this firm were owned o	or leased by A	NOTH	ER firm		
	(a third party) in 2018?				. 8013	
	C. What was the total value of the following for the hotels repo	orted in 🕼 i	n 2018	?		
				2	2018	
			\$ Bil.	Mil.	Thou.	Dol.
	1. Revenue Refer to includes and excludes in 6	8201				
	2. Revenues from electronic sources Include rooms booked online as described in 3A, 3B, and 3C.					
		8203				
	3. Operating expenses Refer to includes and excludes in	8204				

16 Not Applicable.

m SA-72100E			· ·	and the state of the state of	Page
REMARKS - F data were esti	riease use this space mated.	e to explain any sign	ificant year-to-year cha	nges, to clarify responses,	or indicate where

8	CONTACT IN	FORMATI	ON					
	Name of persor	n to contact	regarding th	nis report <i>(Please p</i>	orint)	Title		
		Area code	١	Number	Extension		Area code	Number
	Telephone					Fax		
	. 0.00			_				
			1 1					



SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-81000A (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey. INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov **Authentication Code:** To view Survey Results: https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

	\$ E	3il.		Mil.		٦	Thoι	ı.		Dol.	
•		1	0	3	0	2	8	0	4	5	6

Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) as defined by the survey coverage in **1**B.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1 A	. MA	ILIN	G ADDRESS
	ls th	is fir	m's name and mailing address the same as shown in the mailing address above?
	0035		Yes
	0000		No - Enter corrections in the mailing address above



Form SA-81000A (DRAFT) Page 2

			OCA (BRAFI)						1 4	,
0	В.	SUR	VEY COVERAGE							
		Did t	this firm provide	the business activities described below?						
			-							
		0001	Yes							
		0001	No - Specify t	his firm's business activity 🎖						
				′•						
			0002							
2	No	t Annl	licable.							
$\overline{}$				NOF						
3			IZATIONAL CHA		4.4	- : 20	403			
	A.	Dia t	nis tirm experie	nce any acquisitions, sales, mergers, and/or dives	titure	s in 20	181			
		0016	Yes							
		0016	No - Go to 4							
	_									
	В.			ng organizational changes occurred in 2018? more than one organizational change occurred during to	tha rar	ortina	pariod	ovolni	in A	
		CHECK	k all that apply. If	more than one organizational change occurred during t	ше тер	orung				
			Acquisition				Month	Day	Year	
			Sale	Date of organizational change		. 0018				
		0091	Jale	> AND						
			Merger	Enter detailed information below 7						
			Divestiture	2mor dotanoa imorniation solow g						
			Divoditaro							
		0017 i	Name of company			0019 EI	N (9 dig	its)		
						'	_			
		Addre	ess (Number and str	eet, P.O. Box, etc.)						
		City	town, village, etc.		State	ZIP Co	do			
		City, i	town, village, etc.		State	ZIF CO	ue			
								-		

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4	NOT	E: C	FING PERIOD alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	ır that i	ncludes	s at least six
	Wha	at tii	me period is covered by the data provided in this report?		20	18
				Е	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
		Ш	Fiscal or partial year - Report beginning and ending dates			1 1 1
					Ending	g Date
				Month	Day	Year
					ı	
			0008			
A						

Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- · For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenue for maintenance and repair services, delivery services, and installation.
- Installation of replacement parts. Do not deduct trade-in allowances.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- · Gross rents and gross sales price.

		2	2018	
	\$ Bil.	Mil.	Thou.	Dol.
. 1800		1 1		1 1

				.010	
		\$ Bil.	Mil.	Thou.	Dol.
1.	TOTAL OPERATING REVENUE				

Not Applicable.

Form SA-81000A (DRAFT) Page 4

8	REVEN	UES	FROM ELECTRONIC SOURCES						
	A. Did mol	this	firm have any revenues from customers er applications in 2018?	ntering orders	directly o	n the firm	's website	s or	
	0040		Yes						
			No						
	B. Did mol	this	firm have any revenues from customers er applications in 2018?	ntering orders	directly o	n third-pa	rty websit	es or	
	0041		Yes						
			No						
	C. Did (suc	this th as	firm have any revenues from customers er private networks, dedicated lines, etc.) in	ntering orders 2018?	via any ot	her electr	onic syste	ms	
	0042		Yes						
			No						
	D. Of t	the t	otal 2018 revenues reported in ⑤ ,		2018		l	2018	
			as the dollar amount (or percentage) s from the revenues identified in	\$ Bil. Mil.	Thou.	Dol.		Percen	t
	A-C	abo	ve? Please provide an estimate if gures are not available.				OR ₂₅₀₁		%

9-13 Not Applicable.

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

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					Page 5
OPERATING EXPENSES - Continued					
				2018	
De consul Ocata	IT INON	9 \$ Bil.	Mil.	Thou.	Dol.
a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the	821				
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions.	822				
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services	823				
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b	860		1 1		1 1
Expensed purchases of software - 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 1	826				
Other Operating Expenses					
a. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets	831				
b. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
	879				
TOTAL OPERATING EXPENSES					
Sum of lines 1a through 4b	900				
and 16 Not Applicable.					
	A. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b. Expensed purchases of software - 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. O	Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944, Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821 b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions. c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services for personnel. Include all charges for payroll, benefits, and services to others; materials and parts used in repairs; office and janitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 and leased and rented equipment in line 4b. Expensed purchases of software - Purchases of prepackaged, custom coded, or vendor customized softwares and other packaging materials; and motor fuels. Report packaged software undersonable site of the packaged packaged purchases, licensing agreements, upgrades of software, and maintenance fees related to software upgrades and alterations Other Operating Expenses a. Depreciation and amortization charges a Include depreciation charges taken against tangible assets obta	Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages to 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; and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Exclude employee contributions. c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services on the requipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include materials and parts used in repairs; office and janitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 and leased and rented equipment in line 4b. Expensed purchases of software, sub-design services to others; materials and parts used in repairs; office and janitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 and leased and rented equipment in line 4b. Expensed purchases of software, web-design services to others; materials and parts used in repairs; office and janitorial supplies; small tools; containers and other packaging materials; and motor fuels. Report packaged software in line 3 and leased and mortographic packaged software in line 3 and leased and mortographic p	Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 4(c). Include the four quarters that correspond to the survey period or IRS Form 941, Employer's Annual Federal Tax Return, line 4(c). Include the Employer's cost for report of the survey period or IRS Form 942, Employer's cost for finge benefits - 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; 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; and single service plans (e.g., Solal) Settly 100 (e.g., Solal) Settly insurance programs, life insurance benefits, Medicare). Exclude employee contributions. C. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4b. Expensed purchases of software benefits of the packaged diverses to the respense of the services of the contained of the provided package delivery. Exclude purchases in the provided package delivery. Exclude purc	Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944, Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages 1921 b. Employer's cost for fringe benefits - 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 anticipate the complex of the contribution plans (e.g., dental, vision, prescription drugs); premium equivalents for self-insured plans and fees paid to anticipate the complex of the contribution plans (e.g., dental, vision, prescription drugs); premium equivalents for self-insured plans and fees paid to a service plans and fees paid to provide the service plans and fees paid to provide the service plans and fees paid to providing plans); and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Exclude employee contributions. c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. 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) (REMARKS - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate data were estimated.	wher

CONTACT INFORMATION										
Name of person to contact regarding this report (Please print) Title										
	Area code		Numbe	er	Extension		Area code		Number	
Telephone						Fax				
	1 1	1 1	-	1 1 1			1 1		-	
E-mail address						Website address				

SER U.S. Econo U.S. FORM

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

SA-81000E

(DRAFT)

2018 ANNUAL SERVICES REPORT

Due Date Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data. This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to **"this firm"** is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in **2**. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as -

	\$ E	\$ Bil. Mil. Thou.				Dol.					
→		1	0	3	0	2	8	0	4	5	6

nclude

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	M	4	ILI	NG	ADDRES
				_		

Is this firm's name and mailing address the same as shown in the mailing address above?

	Yes
0035	
	No - Enter corrections in the mailing address above



orm SA-81000E	(DRAFT)	Page	3
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4	REP	OR1	TING PERIOD			
			alendar year data are preferred. If they are unavailable, please report for the fiscal yea of data for the 2018 calendar year.	r that i	ncludes	s at least six
	Wha	t tii	me period is covered by the data provided in this report?		20	18
				E	Beginni	ng Date
			Calendar year	Month	Day	Year
	0006					
			Fiscal or partial year - Report beginning and ending dates			
					Ending	g Date
				Month	Day	Year
			0000			

5 Not Applicable.

SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2018?

Include:

- Report gross billings, **except** where noted elsewhere on the form.
- Dues and assessments from members and affiliates.
- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Revenue for maintenance and repair services, delivery services, and installation.

TOTAL OPERATING REVENUE

- Installation of replacement parts. Do not deduct trade-in allowances.
- · Revenues from electronic sources.

Exclude:

- Transfers made within the company.
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).
- · Gross rents and gross sales price.

		2018		
	\$ Bil.	Mil.	Thou.	Dol.
1800		1 1	1 1	1 1

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7	

Not Applicable.

Form SA-81000E (DRAFT) Page 4

										U	,
8	RE	VEN	UES	FROM ELECTRONIC SOURCES							
	A.			firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	the firm	's website	s or	
		0040		Yes							
				No							
	В.			firm have any revenues from customers en applications in 2018?	tering	orders d	irectly or	third-pa	rty website	es or	
		0041		Yes							
				No							
	C.	Did (suc	this h as	firm have any revenues from customers en private networks, dedicated lines, etc.) in	tering 2018?	orders v	ia any otl	ner electr	onic syste	ms	
		0042		Yes							
				No							
	D.	Of t	he t	otal 2018 revenues reported in ① ,		2	2018]	2018	
				as the dollar amount (or percentage) s from the revenues identified in	\$ Bil.	Mil.	Thou.	Dol.		Percent	
		A-C	abo	ve? Please provide an estimate if					OR ₂₅₀₁		%

9-13	Not Applicable.
------	-----------------

14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.



	The space to explain any sign	ificant year	-to-year changes, t	o clarify responses,	or indicate where
	REMARKS - Please use this space to explain any sign data were estimated.				
)	CONTACT INFORMATION				
	Name of person to contact regarding this report (Please prin	t)	Title		

THANK YOU for completing your 2018 ANNUAL SERVICES REPORT.
We suggest you keep a copy for your records.

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

2018 ANNUAL SERVICES REPORT

SA-81300A	(DRAFT)
Due Date	
2 40 2 400	
Need help or have questions?	
Call 1-877-787-9860, option "1"	
(8:00 a.m 5:00 p.m. ET, M-F)	
or Visit	
https://www.census.gov/programs- surveys/sas/information.html	
YOUR RESPONSE IS REQUIRED	
BY LAW. Title 13 United States	
Code (U.S.C.), Sections 131 and 182 authorizes this collection.	
Sections 224 and 225 require your	
response. The U.S. Census Bureau is required by Section 9 of the	
same law to keep your information CONFIDENTIAL and can use your	
responses only to produce statistics.	
The Census Bureau is not permitted to publicly release your responses	
in a way that could identify your	
business, organization, or institution. Per the Federal Cybersecurity	
Enhancement Act of 2015, your data are protected from cybersecurity	
risks through screening of the	
systems that transmit your data. This collection has been approved	
by the Office of Management and	
Budget (OMB). The eight-digit OMB approval number is 0607-0422 and	
appears at the upper right of this	
page. Without this approval, we could not conduct this survey.	
INTERNET REPORTING - This https://portal.census.gov Authentication Code:	s survey should be completed online at: To view Survey Results: https://www.census.gov/programs-surveys/sas.html
• Δην significant change i	GENERAL INSTRUCTIONS n this firm's operations should be noted in ①.
, ,	or acquired in 2018, report data only for the period the establishments were operated by
 Estimates are acceptable 	e if book figures are not available.
Enter "0" where applicat	
 Do not combine data for 	r two or more detailed lines.
 Report data on an accru 	al basis, except for payroll. \$Bil. Mil. Thou. Dol.
Figures should be round	
● If a figure is \$1,030,280,4	1 0 3 0 2 8 0 4 5 6
Include:	
Construction operations	ablishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and) as defined by the survey coverage in 1 B.
 Data for auxiliary facilitie garages, central adminis 	es primarily engaged in supporting services to those establishment(s) such as warehouses, strative offices, and repair services.
1 A. MAILING ADDRESS	
Is this firm's name and	d mailing address the same as shown in the mailing address above?
☐ Yes	
	prrections in the mailing address above

Form SA-81300A (DRAFT) Page 2

OHII	. 0, .	-6130	UA (DRAFI)																								ıαξ	ge z
1	В. \$	SURVE	Y COVERAGE	E																								
	ı	Did this	s firm provide	le ti	he bus	sine	ess	s ac	cti	ivit	ties	s de	esci	ribe	d b	elov	v?											
			Yes																									
	0	0001	res																									
			No - Specify	/ thi	is firm's	's bu	usir	ines	SS	act	tivi	ity 📈	7															
			0002																									
2	Not	Applica	able.																									
3	ORG	GANIZ/	ATIONAL CHA	IAN	GE																							
	Α. Ι	Did this	s firm experie	ienc	ce any	aco	qui	ıisi	itio	ons	s, s	sale	es, n	ner	gers	s, an	d/o	r div	esti/	iture	s in 2	018	?					
			Yes																									
	0	0016																										
			No - Go to 4	4																								
	B. \	Which o	of the follow	ving	g orgar	niza	atio	on	nal	ch	nan	nges	s oc	ccur	rred	in 2	2018	3?										
	(Check a	II that apply. If	If m	ore tha	an o	one	e or	rga	aniz	zati	tiona	al ch	hang	ge o	ccuri	red	durir	ng th	ne rep	orting	g pe	riod	, exp	olain	in Œ) .	
			Acquisition																			Mo	onth	Da	У	Y	ear	
			Acquisition		Date	of o	ora	aan	niza	atio	ona	al ch	hand	ae .							. 0018							
	0	0091	Sale		AND		o.g	gan	,,	arre	0110	<i>a.</i> 0.	rarre	90 .							. 0010							
	U		Merger																									
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			Divestiture																									
		0017 Nar	me of company	,																	0019	EIN (9 diç	gits)				
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		Address	(Number and st	stree	t PO F	Box	etc	rc)																				
		71441000	(Harrison and or	31100	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Σ ΟΛ,	, 010	.0.7																				
		0 1																										
	-	City, tow	vn, village, etc.																8	State	ZIP C	ode	1					
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orm	1 SA-8130	OA (DRAFT)			Page :
4	REPORTIN	G PERIOD			
	months of	ndar year data are preferred. If they are unavailable, please report for the fiscal yea data for the 2018 calendar year.	er that in	ncludes at	least six
	What time	period is covered by the data provided in this report?		2018	
			E	Beginning	Date
	0006	alendar year	Month	Day	Year
		scal or partial year - Report beginning and ending dates	' '	'	
		scal or partial year - Report beginning and ending dates		Ending D	oto
			Month	Day	Year
			WOTE	Day	T Cai
		8000			1 1 1
<u> </u>	TAV CTA				
5	TAX STA				
	A. Is this	firm or organization operated on a not-for-profit basis?			
		Yes			
	0031				
		No - Go to 6			
	B. Was al	or part of the income of this firm or organization exempt from Federal inc 501 of the Internal Revenue Code?	ome ta	xes unde	er
		Yes			
	0030	No			
6		CEIPTS, OR REVENUE			
	What wer	the revenues for this firm in 2018?			
	Include:				
		oss billings, except where noted elsewhere on the form. assessments from members and affiliates.			
		assessments from members and annates. service revenue for services provided in the applicable period, whether or not payn	nent wa	s received	l in the
	applicabl		ione wa	0 10001100	
		es of merchandise minus returns and allowances.			
	• Income f	om interest, dividends, gross rents (including display space rentals and share of red by other companies), royalties, and other investments.	ceipts fr	om depar	tments
		stributions, gifts, and grants (whether or not restricted for use in operations).			
		ons earned from the sale of merchandise owned by others (including commissions	from v	ending m	achine
	operator).			
		eipts from fundraising activities. from electronic sources.			
	Exclude:	nom ologionio sources.			
		made within the company.			
		ected directly from customers or clients and paid directly to a local, state, or federa	al tax aç	gency.	
	• Gross red	eipts of departments or concessions operated by other companies.			
		transferred to operating funds from capital or reserve funds.			
	Revenue Common	of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Diwealth Territories, or U.S. possessions).	strict of	Columbia	a, U.S.
	0011111101			2040	
		Mark "X" if None \$ Bil.	Mil.	2 018 Thou.	Dol.
		ΨΟΠ		i i i odi	501.
1.	Contribut	ons, gifts, and grants received			
2.		t and property income - Include interest and dividends.			
	_	nins (losses) from assets sold			
3.	(excluding	ervice - Include revenue from the sale of any admissions state, local, or admission taxes); the use of facilities; the			
	operation (f schools, classes, training facilities, and instructional			
		gistration fees received in connection with a meeting or equipment rental services; government contracts; and	1		
		eceived for providing a service	1 1	1 1	1 1
		CONTINUE WITH 6 ON PAGE 4			
		CONTINUE WITH O ON FACE 4			

6	SALES, RECEIPTS, OR REVENUE - Continued					
			Mark "X"		2018	
			if None	\$ Bil.	Mil. Tho	u. Dol.
4.	All other non-operating revenue - Revenue not reported in through 3. Include capital gains and losses. If this item is than 20% of the total revenue, specify the primary sour revenue below	greater				
		1809				
5.	TOTAL REVENUE Sum of lines 1 through 4	1800				
7	Not Applicable.					
8	REVENUES FROM ELECTRONIC SOURCES					
	NOTE: For tax-exempt firms, please include monetary donation	ns received o	nline as F	Revenue f	from Electronic	Sources.
	A. Did this firm have any revenues from customers entomobile applications in 2018?	ering orders	directly	on the f	irm's website	s or
	O040 Yes					
	□ No					
	B. Did this firm have any revenues from customers ento mobile applications in 2018?	ering orders	directly	on third	-party websit	es or
	□ Yes					
	□ No					
	C. Did this firm have any revenues from customers ento (such as private networks, dedicated lines, etc.) in 20	ering orders 018?	via any d	other ele	ectronic syste	ms
	□ Yes					
	□ No					
	D. Of the total 2018 revenues reported in 6,		2018			2018
	what was the dollar amount (or percentage) that was from the revenues identified in	Bil. Mil.	Thou.	Dol		Percent
	A-C above? Please provide an estimate if exact figures are not available				OR ₂₅₀₁	%
9	Not Applicable.					

2.

4

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14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X" 2018 if None \$ Bil. Mil. Thou. I								
Development Control	it ivone	\$ Bil.	Mil.	Thou.	Dol.				
Personnel Costs a. Gross annual payroll - Total annual Medicare salaries and wages for all employees as reported on this firm's IRS Form 941, The layer's Overtage Federal Tay Patern line F(s) for the four									
Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821									
b. Employer's cost for fringe benefits - 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, life insurance benefits, Medicare). Exclude employee contributions									
c. Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services									
Expensed equipment, materials, parts, and supplies (not for resale) - Include expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Include 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. Report packaged software in line 3 and leased and rented equipment in line 4c									
Expensed purchases of software - 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 1826									
Other Operating Expenses									
a. Contributions, gifts, and grants paid									

Form SA-81300A	(DRAFT)
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14	OPERATING EXPENSES - Continued					
		Mark			2018	
		if No.	ne \$ Bil.	Mil.	Thou.	Dol.
4.	Other Operating Expenses - Continued					
	 b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment c. All other operating expenses - All other operating expenses 	1831				1 1
	not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the expenses below 7					
		1879				' '
5.	TOTAL OPERATING EXPENSES	1879				
5.		1900				
A	and 16 Not Applicable.					

REMARKS - Please data were estimated.	use this space to expla	in any significant year-	to-year changes, to cla	rify responses, or inc	dicate whe

CONTACT IN	ONTACT INFORMATION												
Name of persor	to contact	regarding	this report	(Please p	Title								
	Area code		Number		Extension		Area code		Number				
Telephone				1 1 1		Fax							
									-				
E-mail address					Website address								

SERVICE ANNUAL SURVEY

U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

2018 ANNUAL SERVICES REPORT

SA-81300E (DRAFT) **Due Date** Need help or have questions? Call 1-877-787-9860, option "1" (8:00 a.m. - 5:00 p.m. ET, M-F) or Visit https://www.census.gov/programssurveys/sas/information.html YOUR RESPONSE IS REQUIRED BY LAW. Title 13 United States Code (U.S.C.), Sections 131 and 182 authorizes this collection. Sections 224 and 225 require your response. The U.S. Census Bureau is required by Section 9 of the same law to keep your information CONFIDENTIAL and can use your responses only to produce statistics. The Census Bureau is not permitted to publicly release your responses in a way that could identify your business, organization, or institution. Per the Federal Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through screening of the systems that transmit your data.

INTERNET REPORTING - This survey should be completed online at: https://portal.census.gov

Authentication Code:

This collection has been approved by the Office of Management and Budget (OMB). The eight-digit OMB approval number is 0607-0422 and appears at the upper right of this page. Without this approval, we could not conduct this survey.

To view Survey Results:

https://www.census.gov/programs-surveys/sas.html

GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in ①.
- For establishments sold or acquired in 2018, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.
- Do not combine data for two or more detailed lines.
- Report data on an accrual basis, except for payroll.
- Figures should be rounded to the nearest dollar.
- If a figure is \$1,030,280,456 it should be reported as

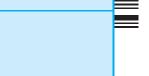
	\$ I	Bil. Mil.				T	hοι	ı.	Dol.			
→		1	0	3	0	2	8	0	4	5	6	

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operating under the EIN printed in the mailing address area.
- Data for auxiliary facilities primarily engaged in supporting services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

1	A.	M	A	ILI	NG	ADDRES

Is this firm's name and mailing address the same as shown in the mailing address above?

0035	ш	Yes
		No - Enter corrections in the mailing address abov



B. SURVEY COVERAGE

Did this firm provide the business activities described below?

orm	SA-81300E (DRAFT)			Page 3							
4	REPORTING PERIOD										
	NOTE: Calendar year data are preferred. If they are unavailable, please report for the fiscal year	ar that i	ncludes a	t least six							
	months of data for the 2018 calendar year.										
What time period is covered by the data provided in this report? 2018											
	☐ Calendar year		Beginning								
	0006	Month	Day	Year							
	Fiscal or partial year - Report beginning and ending dates										
			Ending D	ate							
		Month	Day	Year							
	0008										
5	TAX STATUS										
	A. Is this firm or organization operated on a not-for-profit basis?										
	□ Voe										
	O031 Yes										
	□ No - <i>Go to</i> 6										
	D. Westeller and of the language of the firm of the control of the										
	B. Was all or part of the income of this firm or organization exempt from Federal income section 501 of the Internal Revenue Code?	ome ta	xes und	er							
	Yes O030										
	□ No										
_											
6	SALES, RECEIPTS, OR REVENUE										
	What were the revenues for this firm in 2018?										
	Include:										
	Report gross billings, except where noted elsewhere on the form.										
	Dues and assessments from members and affiliates. Program agriculture revenue for convices provided in the applicable period, whether or not payor.	oont wo	0 500011101	d in the							
	 Program service revenue for services provided in the applicable period, whether or not payn applicable period. 	ieiii wa	s received	ı III tile							
	Gross sales of merchandise minus returns and allowances.										
	 Income from interest, dividends, gross rents (including display space rentals and share of reoperated by other companies), royalties, and other investments. 	ceipts fr	om depa	rtments							
	• Gross contributions, gifts, and grants (whether or not restricted for use in operations).										
	• Commissions earned from the sale of merchandise owned by others (including commissions	from v	ending m	achine							
	operators).										
	 Gross receipts from fundraising activities. Revenues from electronic sources. 										
	• Transfers made within the company.										
	 Taxes collected directly from customers or clients and paid directly to a local, state, or federal 	al tax ac	gency.								
	• Gross receipts of departments or concessions operated by other companies.		,,.								
	• Amounts transferred to operating funds from capital or reserve funds.										
	 Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, Di Commonwealth Territories, or U.S. possessions). 	strict of	Columbi	a, U.S.							
	Commonwealth Territories, or 0.3. possessions).										
	Mark "X" if None \$ Bit		2018	Dal							
	th None \$ Bil.	Mil.	Thou.	Dol.							
1.	Contributions, gifts, and grants received	1 1	1								
2.	Investment and property income - Include interest and dividends.										
	Exclude gains (losses) from assets sold										
3.	Program service - Include revenue from the sale of any admissions										
	(excluding state, local, or admission taxes); the use of facilities; the operation of schools, classes, training facilities, and instructional										
	services; registration fees received in connection with a meeting or										
	convention; equipment rental services; government contracts; and other fees received for providing a service										
	and the second s										
	CONTINUE WITH (6) ON PAGE 4										

					Page
	Mark "X"		:	2018	
	if None	\$ Bil.	Mil.	Thou.	Dol.
m is greater					
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	1800				
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s entering ord	ers directly	on thire	d-party v	websites	or
	ers via any o	other el	ectronic	systems	5
	2018				2018
\$ Bil. N	lil. Thou.				Percent
2500			1	2 2501	%
	onations receive s entering ord s entering ord) in 2018?	onations received online as F s entering orders directly s entering orders via any on in 2018?	onations received online as Revenue s entering orders directly on the s entering orders via any other el) in 2018?	onations received online as Revenue from Eles entering orders directly on the firm's we sentering orders via any other electronic in 2018?	if None \$ Bil. Mil. Thou. There is greater a source of 1809



14 OPERATING EXPENSES

What were the operating expenses for this firm in 2018?

Exclude:

- Transfers made within the company.
- Capitalized expenses.
- Interest.
- · Bad debt.
- Impairment.
- Income tax.
- Expenses of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans.

Exclude the cost of leased employees, employer's cost for fringe benefits, and temporary staff obtained from temporary help services. For unincorporated businesses, **exclude** profit or other compensation of proprietors or partners.

All other operating expenses

Include travel and entertainment; postage, shipping or delivery services; warehousing and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.

	Mark "X"		Z018 Bil. Mil. Thou. C		
	if None	\$ Bil.	Mil.	Thou.	Dol.
Personnel Costs					
wages for all employees as reported on this firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period or IRS Form 944 Employer's Annual Federal Tax Return, line 4(c). Include the spread on stock options that are taxable to employees as wages . 1821					1 1
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, life insurance benefits, Medicare). Exclude employee contributions					
Temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services					
expensed equipment, materials, parts, and supplies (not for esale) - Include expensed computer hardware and other equipment e.g., copiers, fax machines, telephones, shop and lab equipment, c.P.Us, monitors). Include materials and supplies used in providing ervices to others; materials and parts used in repairs; office and anitorial supplies; small tools; containers and other packaging naterials; and motor fuels. Report packaged software in line 3 and eased and rented equipment in line 4c					
expensed purchases of software - Purchases of prepackaged, ustom coded, or vendor customized software. Include software leveloped or customized by others, web-design services and surchases, licensing agreements, upgrades of software, and naintenance fees related to software upgrades and alterations 1826			1 1		
Other Operating Expenses					
. Contributions, gifts, and grants paid					

CONTINUE WITH 14 ON PAGE 6

Form	SA-8	1300E	(DRAFT)
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14 OPERATING EXPENSES - Continued

expenses below 7

Other Operating Expenses - Continued

(e.g., patents, copyrights). **Exclude** impairment

b. Depreciation and amortization charges - Include depreciation charges taken against tangible assets owned and used by this firm, tangible assets and improvements owned by this firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets

c. All other operating expenses - All other operating expenses not reported above, unless specifically excluded in the general instructions. Include office postage paid and package delivery. Exclude purchases of merchandise for resale and non-operating expenses. If this item is greater than 20% of the total operating expenses, specify the primary source of the

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2018

Thou.

Mil.

Mark "X" if None \$ Bil.

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			1879									
5.		TAL OPERATING EXPENSES										
	Sur	m of lines 1a through 4c	1900							.		
15	and	Not Applicable.										
												=
												=

REMARKS - Ple	ease use this space	to explain any signi	ficant year-to-year c	hanges, to clarify respo	nses, or indicate wh

Name of person to contact regarding this report (Please print)					Title							
	Area code	Number		nber	Extension		Area code	le Number				
Telephone						Fax						
			-						-			
E-mail address					Website address							