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

FORM
SA-44C (02-02-2017)

2016 ANNUAL RETAIL TRADE REPORT

DUE DATE

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(8:00 a.m. - 5:00 p.m. ET, M-F)
or **Visit**
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GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in ⓮.
- For establishments sold or acquired in 2016 or 2015, 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.

INCLUDE

- All retail establishments located in the U.S. (including the District of Columbia) operated by this firm and its subsidiaries.
- Data for auxiliary facilities primarily engaged in supporting services to this firm's establishment(s), such as warehouses, garages, central administrative offices, and repair services.

EXCLUDE

- Data for establishments operated by other firms, such as franchises.
- Departments and concessions operated by other firms in this firm's establishment(s).
- Data for establishments located in U.S. Territories (such as Puerto Rico, American Samoa, Guam, U.S. Virgin Islands and Northern Mariana Islands).

ANNOUNCEMENTS AND SPECIAL INSTRUCTIONS

44002012

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1 Not Applicable.

2 **ORGANIZATIONAL CHANGE**

A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in 2016 or 2015?

☐ Yes

☐ No - *Go to* **3**

B. Which of the following organizational changes occurred in 2016 or 2015?

Check all that apply. If more than one organizational change occurred during the reporting period, explain in **14**.

☐ Acquisition
☐ Sale
☐ Merger
☐ Divestiture

Date of organizational change . . . . . | Month | Day | Year |

AND

Enter detailed information below 7

Name of company	EIN (9 digits)
	-

Address (Number and street, P.O. Box, etc.)

City	State	ZIP Code
		-

3 **REPORTING PERIOD**

NOTE: Calendar-year data are preferred. If this is not available, please report for the fiscal year that includes **at least six months** of data for the 2016 and 2015 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.* . . . . . .

2016		
Beginning Date		
Month	Day	Year
Ending Date		
Month	Day	Year

2015		
Beginning Date		
Month	Day	Year
Ending Date		
Month	Day	Year

4 **NUMBER OF ESTABLISHMENTS**

How many retail establishments (including departments and concessions) did this firm operate in 2016 and 2015?

The remainder of this report refers to the establishments reported here. . . . . . .

2016	2015
Number	Number

44002020

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5 SALES, RECEIPTS, OR REVENUE

INCLUDE

- Credit and cash net sales of merchandise
- E-commerce sales if not submitted on a separate Annual Retail Trade Report
- Excise taxes (such as those on gasoline, liquor, and tobacco) which are included in the cost of goods purchased by this firm
- Wholesale sales made by retail establishment(s) covered by this report
- Receipts from the rental or leasing of vehicles, equipment, instruments, tools, etc.
- Receipts from deliveries
- Receipts from installations, maintenance contracts, repairs, alterations, storage, and other such services
- Value of trade-ins taken as partial payment for other merchandise
- Value of manufacturers' rebates
- Leased departments and concessions operated in other establishments
- Shipping and handling revenue
- Advertising revenues

If AUTOMOTIVE also include:

- Charges for dealer preparation, warranty charges, and delivery cost
- Combined sales for a new and used car location, and service and parts facilities
- Fleet sales

EXCLUDE

- Sales from auxiliary establishments
- Carrying or other finance charges
- Commissions (such as vending machine operators, government lottery tickets, or other stores)
- Non-operating receipts (such as interest income, income from investments, and receipts from the rental or sale of real estate)
- Sales made by departments and concessions operated by other firms in this firm's retail establishment(s)

DEDUCT

- The actual value of rebates and discounts granted to the purchaser, even if granted as an increase in trade-in allowances

If AUTOMOTIVE also exclude:

- Receipts from customers for tag and title fees, licenses, etc. forwarded to State or local licensing agencies

A. What were the total sales of merchandise and other operating receipts for this firm in 2016 and 2015? . . . . . .

2016				2015			
$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.

B. Did this firm collect any sales taxes in 2016 or 2015?

☐ Yes

☐ No - *Go to* 6

C. What were the total sales taxes collected in 2016 and 2015?
Exclude excise taxes. . . . . . .

2016				2015			
$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.

6 E-COMMERCE

E-commerce is the sale of goods and services where the buyer places an order, or the price and terms of the sale are negotiated, over an Internet, mobile device (M-Commerce), extranet, EDI network, electronic mail, or other comparable online system. Payment may or may not be made online.

If AUTOMOTIVE also INCLUDE sales of cars where a binding sales price is established online through the dealer's or a third party's web site. EXCLUDE leads.

A. Did this firm have any e-commerce sales in 2016 or 2015?

☐ Yes

☐ No - *Go to* 7

B. What were the total e-commerce sales in 2016 and 2015? . . . . . .

2016				2015			
$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.

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7 VALUE OF INVENTORIES

INCLUDE

- All inventories of merchandise at locations covered by this report, including all auxiliary locations (such as warehouses, garages, central administrative offices) servicing these establishments, regardless of where held
- Inventory held in Foreign Trade Zones or in bond warehouses in the United States
- Report at cost or market value as of the end of your reporting period

EXCLUDE

- Merchandise owned by others that are being held on consignment

A. Did this firm own inventories, regardless of where held, at the end of 2016 or 2015 (or the end of the period for which you are reporting)?

☐ Yes

☐ No - *Go to* 9

B. What was the value of merchandise inventories as of December 31 in 2016 and 2015?

	2016				2015			
	$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.
1. Merchandise inventories in retail stores								
2. Merchandise inventories in warehouses, offices, or in transit for distribution to retail stores								
3. Total inventories (before Last-in, First-out (LIFO) adjustment, if applicable) *Sum of* 7*B1 and* 7*B2.*								
4. LIFO reserve (if applicable)								
5. Total inventories after LIFO adjustment 7*B3 minus* 7*B4.*								

C. Were inventories reported as of December 31?

☐ Yes - *Go to* 7*E*

☐ No

D. If not December 31, as of what date were inventories reported? . . . . . .

2016			2015		
Month	Day	Year	Month	Day	Year

E. Were any of the inventories reported in 7B3 stored outside of, or en route to, the 50 states and the District of Columbia in 2016 or 2015?

☐ Yes

☐ No - *Go to* 8

F. What was the value of the inventories stored outside of, or en route to, the 50 states and District of Columbia (for sale in the 50 states or District of Columbia) in 2016 and 2015?

Exclude inventory held in Foreign Trade Zones or in bond warehouses in the U.S.

2016				2015			
$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.

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8 INVENTORY VALUATION METHOD

A. Were any of the inventories reported in 7B3 subject to the LIFO valuation method?

☐ Yes

☐ No - *Go to* 9

B. How much of the inventories reported in 7B3 was subject to:

	2016				2015			
	$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.
1. LIFO valuation method before adjustment								
2. Any other valuation method								
3. Verify Total *Sum of 8B1 and 8B2. Total must equal 7B3.*								

9 TOTAL PURCHASES

INCLUDE

- Cash and credit purchases by this firm
- Merchandise owned by, but in transit to, this firm
- Purchases made by both warehouse(s) and establishment(s)
- Freight, delivery, and other transportation costs
- Import duties (if paid separately)
- Parts and supplies used in repair work or other services

If AUTOMOTIVE also include:

- Value of automotive and other trade-ins exclusive of rebates and discounts granted as an increase in trade-in allowance

EXCLUDE

- Expenditures for supplies, equipment, and parts purchased for this firm's own use
- Purchases made by other firms' operating departments and concessions in this firm's establishment(s)
- Purchases of merchandise held outside the U.S.
- Purchases of containers, wrappings, packaging, and selling supplies for this firm's own use
- Trade and cash discounts, returns, and allowances

What was the total cost of all merchandise purchased for resale for which this firm took title, whether or not payment was made, in 2016 and 2015?
If purchases are greater than sales, explain in 14.

2016				2015			
$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.

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10 ACCOUNTS RECEIVABLE BALANCES

A. Did this firm extend credit to customers at any of its retail establishments or departments and concessions covered by this report in 2016 or 2015?

- Exclude credit that is provided by others, such as banks, finance corporations, oil or other credit card issuing companies. Exclude credit extended to commercial customers.

☐ Yes

☐ No - *Go to* 12

Definitions of Accounts Receivable

Open or revolving accounts - Retail credit that is extended on a credit-line basis. A single contract governs multiple use of the account and purchases may or may not be made with a credit card. Generally, credit extensions can be made at the customer's discretion, provided that the outstanding balance does not exceed a prearranged credit limit. The amount of repayment is also made at the discretion of the customer, subject to a prearranged minimum usually with the option of paying the balance in full.

Closed or non-revolving accounts - Retail credit accounts for which full payment is scheduled to be made at the end of the customary billing period or installment contracts that specify a fixed schedule of payments and the amount and due date for the payment.

B. Mark (X) to indicate if types of credit are extended and report balances as of December 31, 2016 and 2015 for account types this firm extends. **Exclude credit extended to commercial customers.**

1. Types of accounts	**Balance Outstanding as of December 31, 2016**				**Balance Outstanding as of December 31, 2015**			
	$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.
a. Open (revolving) accounts								
☐ Yes								
☐ No								
b. Closed (non-revolving) accounts								
☐ Yes								
☐ No								
2. What was the total balance of accounts receivable in 2016 and 2015? *Sum of* 10 *B1a and* 10 *B1b.*								

11 Not Applicable.

12 OPERATING EXPENSES

INCLUDE

- Expenses arising from the normal course of business
- Payroll
- Depreciation and amortization

EXCLUDE

- Bad debt
- Purchases of goods for resale or cost of goods sold
- Income taxes
- Interest expenses
- Impairment (reduction in value of long-lived assets due to reappraisal)
- Capitalized expenses (except payroll and fringe benefits)
- Transfers made within the company

What were the total operating expenses for this firm in 2016 and 2015? If operating expenses are greater than sales, explain in 14.	**2016**				**2015**			
	$ Bil.	Mil.	Thou.	Dol.	$ Bil.	Mil.	Thou.	Dol.

13 Not Applicable.

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

15 **CONTACT INFORMATION**

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

THANK YOU for completing your 2016 ANNUAL RETAIL TRADE REPORT.
We suggest you keep a copy for your records.

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