



SERVICE ANNUAL SURVEY
U.S. DEPARTMENT OF COMMERCE
U.S. CENSUS BUREAU

WORKSHEET
SA-51114

(07-21-2022)

2022 ANNUAL SERVICES REPORT

Due Date

WORKSHEET

Need help or have questions?

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

<https://www.census.gov/programs-surveys/sas/about.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.

DO NOT use this worksheet to respond to the survey, it is intended to assist you with gathering and preparing your data prior to reporting online.

Please view the online report for specific instructions that may apply to your EIN or firm.

Return to <https://portal.census.gov> when you are ready to report online.

GENERAL INSTRUCTIONS

- Any significant change in this firm's operations should be noted in **17**.
- For establishments sold or acquired in 2022, report data only for the period the establishments were operated by this firm.
- Estimates are acceptable if exact 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	030	280456

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 providing support services to those establishment(s) such as warehouses, garages, central administrative offices, and repair services.

Exclude:

- Data of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states or the District of Columbia).

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

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1 B. SURVEY COVERAGE**Did this firm provide the business activities described below?**

- 0001 ☐ Yes
- ☐ No - Specify this firm's business activity ↴
- 0002

2 Not Applicable.**3 ORGANIZATIONAL CHANGE****A. Did this firm experience any acquisitions, sales, mergers, divestitures, and/or cease operations in 2022?**

- 0016 ☐ Yes
- ☐ No - Go to **4**

B. Which of the following organizational changes occurred in 2022?*Check all that apply. If more than one organizational change occurred during the reporting period, explain in **17**.*

0091	☐ Acquisition	} <i>Date of organizational change</i> 0018	Month	Day	Year	
	☐ Sale		<input type="text"/>			
	☐ Merger					} <i>AND</i> <i>Enter detailed information below</i>
	☐ Divestiture					
	☐ Ceased Operation - <i>Date of ceased operation/closure</i> 0028		Month	Day	Year	

0017	Name of company	0019	EIN (9 digits)
<input type="text"/>		<input type="text"/>	
Address (Number and street, P.O. Box, etc.) <input type="text"/>			
City, town, village, etc.		State	ZIP Code
<input type="text"/>		<input type="text"/>	<input type="text"/>

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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 six months of data for the 2022 calendar year.

What time period is covered by the data provided in this report?

☐ Calendar year

0006

☐ Fiscal or partial year - Report beginning and ending dates 0007

0008

2022		
Beginning Date		
Month	Day	Year
Ending Date		
Month	Day	Year

5 Not Applicable.

6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2022?

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 or the District of Columbia).

Mark "X"
if None

2022			
\$ Bil.	Mil.	Thou.	Dol.

1. Directories, Databases, and Other Collections of Information

a. 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 6129

☐

b. 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 . . . 6130

☐
2. Other Operating Revenue

a. Rental or sale of mailing lists - Lists of names and addresses of individuals or businesses 6135

☐

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 1800

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7 SALES TAX**A. Did this firm collect any sales taxes in 2022?**

☐ Yes
0032

☐ No - Go to **8**

B. What were the total sales taxes collected in 2022?

Exclude excise taxes 2200

2022			
\$ Bil.	Mil.	Thou.	Dol.

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 2022?**

☐ Yes
0040

☐ No

B. Did this firm have any revenues from customers entering orders directly on third-party websites or mobile applications in 2022?

☐ 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 2022?

☐ Yes
0042

☐ No

D. Of the total 2022 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. 2500

2022			
\$ Bil.	Mil.	Thou.	Dol.

OR

2501

2022	
Percent	
	%

9 SOURCE OF REVENUE**How much of the directories, databases, and other collections of information revenue reported in 6, lines 1a and 1b, is received from the following categories?**

- 1. Print directories, databases, and other collections of information** - Directories, databases, and other collections of information published on paper 6136
- 2. Online directories, databases, and other collections of information** - Directories, databases, and other collections of information published online 6137
- 3. Other media directories, databases, and other collections of information** - Directories, databases, and other collections of information published on any physical medium other than paper or online (e.g., CD-ROM, audiocassette, DVD, microfilm, diskette) 6138 +

2022	
Percent	
	%
	%
	%
100	%

10 and 11 Not Applicable.

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Report Online - Do Not Return

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 2022 (or the period for which you are reporting)?

6043 ☐ Yes

☐ No - Go to **13**

B. What was the value of the inventories owned by this firm on December 31 in 2022?

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

2022			
\$ 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

☐ No - Go to **14**

B. What was this firm's revenue from exports in 2022? 2100

2022			
\$ Bil.	Mil.	Thou.	Dol.

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Report Online - Do Not Return

14 OPERATING EXPENSES**What were the operating expenses for this firm in 2022?****Exclude:**

- Cost of goods sold.
- 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 or the District of Columbia).

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.

		2022			
		\$ 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 insurance tax premium, 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 Materials, Parts, and Supplies (not for resale)					
a. Expensed equipment	Expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). Report leased and rented equipment in line 4c 1824	☐			
b. Expensed purchases of other materials, parts, and supplies	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 1825	☐			
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	☐			

Mark "X"
if None

CONTINUE WITH **14** ON PAGE 7

CONTINUE ON PAGE 7

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14 OPERATING EXPENSES - ContinuedMark "X"
if None**2022**

\$ Bil. Mil. Thou. Dol.

3. Expensed Purchased Services - Continued

b. Data processing and other purchased computer services - Include web hosting, computer facilities management services, computer input preparation, data storage, cloud services, computer time rental, optical scanning services, and other computer-related advice and services, including training.

Exclude expensed integrated systems, repair and maintenance of computer equipment, payroll processing and credit card transaction fees, and expenses for telecommunication services (e.g., Internet, connectivity, telephone) 1845

☐

c. Purchased repairs and maintenance to machinery and equipment - Expensed repair and maintenance services to machinery, vehicles, equipment, and computer hardware.

Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees 1848

☐

d. Purchased repairs and maintenance to buildings, structures, and offices - Include repair and maintenance to integral parts of buildings (e.g., elevators, heating systems).

Exclude materials, parts, and supplies used for repairs and maintenance performed by this firm's employees. Report janitorial and grounds maintenance services in line **4c** 1849

☐

e. Purchased electricity - If the cost of electricity is included in lease or rental payments, report in line **3g** 1850

☐

f. Purchased fuels (except motor fuels) - Fuel for heating, power, or generating electricity (e.g., natural gas, propane, oil, coal). If the costs are included in lease or rental payments, report in line **3g** 1851

☐

g. Lease and rental payments for land, buildings, structures, store spaces, and offices - Include penalties incurred for broken leases 1854

☐

h. Purchased advertising and promotional services - Include marketing and public relations services 1830

☐

i. Purchased printing services - Purchased or contracted printing services 6003

☐

j. Purchased professional and technical services - Include management consulting, accounting, auditing, bookkeeping, legal, actuarial, payroll processing, architectural, engineering, and other professional services. **Exclude** salaries paid to your own employees for these services 1855

☐**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. Governmental taxes and license fees - Payments to government agencies for taxes and licenses. **Include** business and property taxes. **Exclude** sales tax reported in **7**, and income and excise taxes collected from customers. 1832

☐

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**

1889

☐**5. TOTAL OPERATING EXPENSES**

Sum of lines **1a through 4c** 1900

15 and 16 Not Applicable.

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

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18 CONTACT INFORMATION

Name of person to contact regarding this report				Title	
Telephone	Area code	Number		Extension	
			-		
E-mail address				Website address	

THANK YOU for completing your 2022 ANNUAL SERVICES REPORT.
We suggest you keep a copy for your records.