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

WORKSHEET
SA-51721 (07-21-2022)

2022 ANNUAL SERVICES REPORT

Due Date

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

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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.

WORKSHEET

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.

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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	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 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).

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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*

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**.

☐ Acquisition

☐ Sale

0091 ☐ Merger

☐ Divestiture

Date of organizational change . . . . . 0018 | Month | Day | Year |

AND

Enter detailed information below

☐ Ceased Operation - *Date of ceased operation/closure* . . . . . 0028 | Month | Day | Year |

0017 Name of company	0019 EIN (9 digits)

Address (Number and street, P.O. Box, etc.)		
City, town, village, etc.	State	ZIP Code

CONTINUE ON PAGE 3

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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?

0006 ☐ Calendar year

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

2022		
Beginning Date		
Month	Day	Year
Ending Date		
Month	Day	Year

0008

5 Not Applicable.

6 SALES, RECEIPTS, OR REVENUE

What were the revenues for this firm in 2022?

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 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. 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 Communications Services (PCS), Enhanced Specialized Mobile Radio (ESMR), and similar technologies 6027	☐				
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 6312	☐				
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 6019	☐				

CONTINUE WITH 6 ON PAGE 4

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6 SALES, RECEIPTS, OR REVENUE - Continued

		Mark "X" if None	2022 $ Bil.	Mil.	Thou.	Dol.
2.	**Other Telecommunications Services** - Continued					
	b. Telecommunication network installation services - Installing wires and other equipment to put a telecommunication network in place 6021	☐				
	c. Resale of 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 6023	☐				
	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. 6024	☐				
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**					
	1799	☐				
4.	**TOTAL OPERATING REVENUE** *Sum of lines **1a through 3*** 1800					

7 SALES TAX

A. Did this firm collect any sales taxes in 2022?

☐ Yes

0032

☐ No - *Go to* 8

	2022 $ Bil.	Mil.	Thou.	Dol.
B. What were the total sales taxes collected in 2022? *Exclude excise taxes* 2200				

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CONTINUE ON PAGE 5

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?

0040 ☐ Yes

☐ No

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

0041 ☐ 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 2022?

0042 ☐ Yes

☐ 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 and 10 Not Applicable.

11 CLASS OF CUSTOMER

What percentage of sales, receipts, or revenue reported in 6 was received from the following classes of customers in 2022?

	2022 Percent
1. Household consumers and individual users 1763	%
2. Business firms, not-for-profit organizations, and Government (Federal, state, and local) . 1760 +	%
	100 %

12 and 13 Not Applicable.

CONTINUE ON PAGE 6

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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.

		Mark "X" if None	2022 $ Bil.	2022 Mil.	2022 Thou.	2022 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 **4e** 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	☐				

CONTINUE WITH 14 ON PAGE 7

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Report Online - Do Not Return

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14 OPERATING EXPENSES - Continued

		Mark "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 **4e** 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 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.	**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	☐				
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	☐				
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 1831	☐				
d.	**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	☐				
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**					
	1889	☐				

CONTINUE WITH 14 ON PAGE 8

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14 OPERATING EXPENSES - Continued

	Mark "X" if None	2022 $ Bil.	Mil.	Thou.	Dol.
5. TOTAL OPERATING EXPENSES *Sum of lines* ***1a through 4e*** 1900					

15 and 16 Not Applicable.

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CONTINUE ON PAGE 9

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

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