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# 2005 Annual Services Report
# Service Annual Survey

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

## Scientific Research and Development Services

FORM

**SA-5417EA**

140 SAS_G

541720 E

**REPORT DUE**

Any questions call **1–800–772–7851**
M–F, 8:30 a.m. to 5:00 p.m. EST.

Please correct any error in the name, address, or ZIP Code.

## YOUR RESPONSE IS REQUIRED BY LAW

Title 13, U.S. Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the Census Bureau.

## YOUR RESPONSE IS CONFIDENTIAL BY LAW

Title 13, U.S. Code, requires that your response may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. The law also provides that copies retained in your files are **immune from legal process.**

## YOUR RESPONSE IS IMPORTANT

The services industries account for nearly 70 percent of all economic activity. We conduct this survey to obtain timely, comprehensive and consistent measures needed by policy-makers, businesses, and the public to accurately assess domestic economic performance.

# Annual Services Report

- This report should be completed and returned on or before the due date in the preaddressed envelope provided.
- If filing within the required time frame will cause an undue burden and you would like an extension, or if you have any questions, please write to:

**U.S. CENSUS BUREAU**
**1201 East 10th Street**
**Jeffersonville, IN 47132-0001**

or call a Census Bureau Representative at 1–800–772–7851, weekdays from 8:30 a.m. to 5:00 p.m., eastern standard time.

## 1 Report Coverage

This report covers all domestic locations operated by your company and its subsidiaries primarily engaged in conducting research and analysis in cognitive development, sociology, psychology, language, behavior, economic and other social science and humanities research.

**Does the above coverage describe this firm's business activity?**

0001
1 ☐ Yes – **Go to** 3
2 ☐ No – **Specify the firm's business activity and complete the report where applicable beginning with** 3 **.**

0002

## 2 Not Applicable

## 3 Report Periods

**What periods of time will this data represent?**

- Report data for the 2005 and 2004 calendar years if possible.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.

0006
1 ☐ 2005 and 2004 calendar years – Go to 4
2 ☐ Other than calendar years – **Enter the periods this report will cover.** . . .
(e.g., fiscal years, periods with less than a full calendar year).

| | 2005 Month | 2005 Day | 2005 Year | 2004 Month | 2004 Day | 2004 Year |
|---|---|---|---|---|---|---|
| 0007 **From** | | | | | | |
| 0008 **To** | | | | | | |

## 4 Revenue

**Report the total revenue for this firm's locations defined in 1 for the following categories.**

- Enter "0" where applicable.
- Estimates are acceptable.

**Include:**
- Revenue from services provided in fulfillment of legal contracts.

**Exclude:**
- Transfers made within the company.

### Basic and Applied Research in Natural and Exact Sciences, except Biological Sciences

**Report revenue for services performed under terms of contributions, gifts and grants in line 11 only.**

| | | 2005 Revenue | | | | 2004 Revenue | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | Bil. | Mil. | Thou. | Dol. | Bil. | Mil. | Thou. | Dol. |
| 1. **Basic and applied research in biotechnology –** Basic and applied research services focused on genetic engineering and other biotechnology. **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. | 3201 | $ | | | | $ | | | |
| 2. **Basic and applied research in other natural and exact sciences, except biological sciences –** All other basic and applied research in the natural and exact sciences. | 3202 | $ | | | | $ | | | |

### Basic and Applied Research in Engineering and Technology

**Report revenue for services performed under terms of contributions, gifts and grants in line 11 only.**

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| 3. **Basic and applied research in engineering and technology –** 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 | $ | | | | $ | | | |

### Basic and Applied Research in the Biological and Biomedical Sciences

**Report revenue for services performed under terms of contributions, gifts and grants in line 11 only.**

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| 4. **Basic and applied research in medical and health sciences –** Basic and applied research services focused on fields such as clinical sciences, immunology, neurosciences, pharmacology, public health, etc. **Exclude** biotechnology. | 3204 | $ | | | | $ | | | |
| 5. **Basic and applied research in other biological sciences –** All other basic and applied research services in the biological sciences. **Include** research in the biological, agricultural, veterinary, and environmental sciences. **Exclude** biotechnology. | 3205 | $ | | | | $ | | | |

### Basic and Applied Research in the Social Sciences and Humanities

**Report revenue for services performed under terms of contributions, gifts and grants in line 11 only.**

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| 6. **Basic and applied research in the social sciences and humanities –** 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. | 3206 | $ | | | | $ | | | |

## 4 Revenue – (Continued)

**Report the total revenue for this firm's locations defined in 1 for the following categories.**

- Enter "0" where applicable.
- Estimates are acceptable.

**Include:**
- Revenue from services provided in fulfillment of legal contracts.

**Exclude:**
- Transfers made within the company.

### Production Services for Development

**Report revenue for services performed under terms of contributions, gifts and grants in line 11 only.**

| | | 2005 Revenue | | | | 2004 Revenue | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | Bil. | Mil. | Thou. | Dol. | Bil. | Mil. | Thou. | Dol. |
| **7. Production services for development –** 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 the contract. Development services which 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. . . . . | 3207 | $ | | | | $ | | | |

### Other Operating Revenue

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| **8. 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 | $ | | | | $ | | | |
| **9. 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. . . . . | 3209 | $ | | | | $ | | | |
| **10. All other operating revenue –** Operating revenue not reported in lines **1–9. Include** sale or licensing of merchandise and rental or leasing of equipment. **If this item is greater than 20% of total operating revenue, specify the primary source of the revenue here** 1560 | 1799 | $ | | | | $ | | | |
| **11. Contributions, gifts, and grants received.** . . . . . | 1741 | $ | | | | $ | | | |
| **12. Investment and property income – Include** interest and dividends. **Exclude** gains (losses) from assets sold. . . . . | 1742 | $ | | | | $ | | | |

## 4 Revenue – (Continued)

**Report the total revenue for this firm's locations defined in 1 for the following categories.**

- Enter "0" where applicable.
- Estimates are acceptable.

**Exclude:**

- Transfers made within the company.

| | | 2005 Revenue | | | | 2004 Revenue | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | Bil. | Mil. | Thou. | Dol. | Bil. | Mil. | Thou. | Dol. |
| **13. All other non-operating revenue** | 1809 | $ | | | | $ | | | |
| **14. TOTAL REVENUE –** Sum of lines **1–13** | 1800 | $ | | | | $ | | | |

## 5 Not Applicable

## 6 Operating Expenses

**Report operating expenses for this firm's locations as defined in 1 for the following categories.**

- Enter "0" where applicable.
- Estimates are acceptable.

**Exclude:**

- Transfers made within the company
- Capitalized expenses
- Interest
- Bad debt
- Impairment
- Income tax

### Personnel Costs

| | | 2005 Operating Expenses | | | | 2004 Operating Expenses | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | Bil. | Mil. | Thou. | Dol. | Bil. | Mil. | Thou. | Dol. |
| **1. Gross annual payroll –** Total annual Medicare salaries and wages for all employees as reported on your firm's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period. | 1821 | $ | | | | $ | | | |
| **2. 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 and stock option plans); and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Do not include employee contributions. | 1822 | $ | | | | $ | | | |
| **3. 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 Materials, Parts and Supplies (not for resale)

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| **4. Expensed equipment –** Expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs and monitors). Report packaged software in line **6.** Report leased and rented equipment in line **8**. | 1824 | $ | | | | $ | | | |
| **5. 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 | $ | | | | $ | | | |

### Expensed Purchased Services

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| **6. 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 | $ | | | | $ | | | |
| **7. Purchased electricity and fuels (except motor fuels) –** If the cost of electricity and heating fuels (e.g., natural gas, propane, oil, coal) are included in lease or rental payments, report in line **8** | 1827 | $ | | | | $ | | | |
| **8. Lease and rental payments –** For land, buildings, offices, structures, machinery, equipment, and other tangible items. **Include** lease and rental of transportation equipment without operators; and penalties incurred for broken leases. **Exclude** capital and financing lease agreements and licensing/leasing of software. | 1828 | $ | | | | $ | | | |

## 6 Operating Expenses – (Continued)

**Report operating expenses for this firm's locations as defined in 1 for the following categories.**

- Enter "0" where applicable.
- Estimates are acceptable.

**Exclude:**

- Transfers made within the company
- Capitalized expenses
- Interest
- Bad debt
- Impairment
- Income tax

### Expensed Purchased Services – (Continued)

| | | 2005 Operating Expenses | | | | 2004 Operating Expenses | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | Bil. | Mil. | Thou. | Dol. | Bil. | Mil. | Thou. | Dol. |
| **9. Purchased repair and maintenance – Include** expensed repair and maintenance to buildings and integral building components (e.g., elevators, heating and cooling systems), structures, offices, machinery, vehicles, equipment, and computer hardware. **Exclude** materials, parts, and supplies used for repair and maintenance performed by this firm's employees. Report janitorial and grounds maintenance services in line **13**. . . . . | 1829 | $ | | | | $ | | | |
| **10. Purchased advertising and promotional services – Include** marketing and public relations services. . . . . | 1830 | $ | | | | $ | | | |

### Other Operating Expenses

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| **11. Depreciation and amortization charges – Include** depreciation charges taken against tangible assets owned and used by your firm, tangible assets and improvements owned by your firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). **Exclude** impairment. . . . . | 1831 | $ | | | | $ | | | |
| **12. Governmental taxes and license fees –** Payments to government agencies for taxes and licenses. **Include** business and property taxes. **Exclude** income taxes, and sales and excise taxes collected from customers. . . . . | 1832 | $ | | | | $ | | | |
| **13. All other operating expenses –** Report all other operating expenses not reported above, unless specifically excluded in the general instructions at the top of the page. **Exclude** purchases of merchandise for resale and non-operating expenses. . . . . | 1899 | $ | | | | $ | | | |
| **14. TOTAL OPERATING EXPENSES –** Sum of lines **1–13**. . . . . | 1900 | $ | | | | $ | | | |

## 7 Interest Expense

**Report interest expense for all this firm's locations as defined in 1 for the following category.**

- Enter "0" where applicable.
- Estimates are acceptable.

**Exclude:**

- Transfers made within the company
- Capitalized interest

| | | 2005 Interest Expense | | | | 2004 Interest Expense | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | Bil. | Mil. | Thou. | Dol. | Bil. | Mil. | Thou. | Dol. |
| 1. **Interest expense –** Interest expenses incurred in the financing of operations and long lived assets used in continuing operations. . . . | 1856 | $ | | | | $ | | | |

## 8 E-Commerce Revenue

E-commerce includes sales and receipts from any transaction completed over an Internet, extranet, EDI network, electronic mail or other online system. Transactions are agreements between buyers and sellers to transfer ownership of, or rights to use, goods or services. Payment for these goods and services may or may not be made online.

**Include:**

- Revenue from online orders for goods or services placed by a buyer.
- Commissions or fees from trading of securities or the sale of other financial products online (insurance, loans, etc.).
- Commissions or fees from selling or facilitating the sale of third party products through your company's website.
- Commissions or fees from use of computerized reservation systems, financial transaction processing systems, etc.
- Revenue from orders or contracts negotiated online with a buyer and seller on the price and terms for transferring ownership or the rights to use goods or services.
- Revenue from telephone transactions using interactive voice response systems.

**Exclude:**

- Online billings where the order or contract was not negotiated online.
- Delivery of services online where the order or contract was not negotiated online.
- Provision of telecommunications systems and related infrastructure systems where the order or contract for such services was not negotiated online.
- Orders for goods or services placed by fax or over switched telephone network.
- Online advertising.

**Did the revenue reported in 4 include any e-commerce revenue?**

0011
1 ☐ Yes – **What was this firm's e-commerce revenue?** . . . . .
2 ☐ No – Go to 9

| | 2005 E-Commerce Revenue | | | | 2004 E-Commerce Revenue | | | |
|---|---|---|---|---|---|---|---|---|
| | Bil. | Mil. | Thou. | Dol. | Bil. | Mil. | Thou. | Dol. |
| 2000 | $ | | | | $ | | | |

0010 **When did this firm begin e-commerce sales?** . . . . . Month | Year

## 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:**

- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.
- 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.

**Did the revenue reported in 4 include any revenue from exports?**

0009
1 ☐ Yes – **What was this firm's revenue from exports?** . . . . .
2 ☐ No – Go to 11

| | 2005 Export Revenue | | | | 2004 Export Revenue | | | |
|---|---|---|---|---|---|---|---|---|
| | Bil. | Mil. | Thou. | Dol. | Bil. | Mil. | Thou. | Dol. |
| 2100 | $ | | | | $ | | | |

## 10 Not Applicable

## 11 Ownership or Control

**Does another firm own more than 50 percent of the voting stock or have the power to control the management and policies of this company?**

0013
1 ☐ Yes – **Provide this firm's information.** . . . .
2 ☐ No – **Go to** 12

0014 Name of owning or controlling company

0015 EIN – 

Street address

City, State, ZIP Code

## 12 Acquisitions or Mergers

**Did this company acquire or merge with another firm in 2005 or 2004?**

0018 Month Year

0016
1 ☐ Yes – **Provide the date of the merger or acquisition and the firm's information.** . . . . . .
(for multiple mergers, provide each firm's information as an attachment to this report)

2 ☐ No – **Go to** 13

0017 Name of company acquired or merged with

0019 EIN – 

Street address

City, State, ZIP Code

## 13 Remarks – Please provide an explanation for any inconsistent or incomplete data that would aid in understanding this report. For any separate correspondence pertaining to this report, please include the identification number shown in the address label area at the top of the first page.

0027

## 14 Certification – This report is substantially accurate and has been prepared in accordance with the instructions.

0020 Name of person completing this report – *Please print*

0024 Title

0025 Date

0021 Address (Street address, City, State, ZIP Code)

0022 Telephone number — Area code | Number | Extension

0023 Fax number — Area code | Number | Extension

0026 E-mail address

**Return Completed form to:**
U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47132-0001

**or fax to:** 1–800–447–4613

Public reporting burden for this collection of information is estimated to average 5.0 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to: Paperwork Project 0607-0422, U.S. Census Bureau, 4700 Silver Hill Road, Stop 1500, Washington, DC 20233-1500. You may e-mail comments to Paperwork@census.gov; use "Paperwork Project 0607-0422" as the subject. Please include form name and number in all correspondence. Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget. This 8-digit number appears in the top right corner on the front of this form.

**To see aggregate industry results of previous Service Annual Surveys, go to the following website: www.census.gov/econ/www/servmenu.html**

# 2005 Annual Services Report
# Instructions for Tax-Exempt Firms

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

## General Instructions

- Report data on an accrual basis, except for payroll.
- Dollars 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 in revenue:**

- Report gross billings, except where noted elsewhere on the form.
- Program service revenue for services provided in 2004 or 2005, whether or not payment was received in 2004 or 2005.
- 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).
- Dues and assessments from members and affiliates.
- Commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators).
- Gross receipts from fundraising activities.

**Exclude from revenue:**

- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Gross receipts of departments or concessions operated by other companies.
- Amounts transferred to operating funds from capital or reserve funds.

## Item Specific Instructions

### Item 6 – Operating Expenses

**Line 1 – 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, 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.