



2007 ECONOMIC CENSUS

Management Consulting Services

DUE DATE
FEBRUARY 12, 2008

Mail your completed form to:
U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47134-0001

PS-54116

**INFORMATION COPY
DO NOT USE TO REPORT**

(Please correct any errors in this mailing address.)

Please read the accompanying information sheet(s) before answering the questions.

Need help or have questions about filling out this form?

Visit www.census.gov/econhelp

Call 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

- OR -

Write to the address above. Include your 11-digit Census File Number (CFN) printed in the mailing address.

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

- Use blue or black ballpoint pen.
 - Do not use pencil or felt-tip pen.
 - Place an "X" inside the box.
 - Please center numbers in their respective boxes.
 - Do not put slashes through 0 or 7.
- Examples: 0 1 2 3 4 5 6 7 8 9

The reporting unit for this form is an establishment. An **establishment** is generally a single physical location where business is conducted or where services or industrial operations are performed. For further clarification, see information sheet(s).

1 EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) shown in the mailing address the same as the one used for this establishment on its latest 2007 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

0021 Yes - Go to **2** 0022 No - Enter current EIN (9 digits) → 0025 -

2 PHYSICAL LOCATION

A. Is this establishment's physical location the same as shown in the mailing address? (P.O. Box and rural route addresses are not physical locations.)

0031 Yes - Go to line B

0032 No - Enter physical location →

0035 Number and street			
0036 City, town, village, etc.		0037 State	0038 ZIP Code

B. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.? (Mark "X" only ONE box.)

0041 Yes 0042 No 0043 No legal boundaries 0044 Do not know

C. In what type of municipality is this establishment physically located? (Mark "X" only ONE box.)

0046 City, village, or borough 0047 Town or township 0048 Other 0024 Do not know

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3 OPERATIONAL STATUS

Which ONE of the following best describes this establishment's operational status at the end of 2007?
(Mark "X" only ONE box.)

0011 In operation 0013 Temporarily or seasonally inactive

0014 Ceased operation - Give date at right _____ →

Month	Day	Year

0015 Sold or leased to another operator - Give date at right _____ →

Month	Day	Year

AND enter name and address of new owner or operator and Employer Identification Number (EIN) below ↴

0060 Name of new owner or operator	0061 EIN (9 digits)

0062 Mailing address (Number and street, P.O. Box, etc.)

0063 City, town, village, etc.	0064 State	0065 ZIP Code

0016 Other - Specify _____ → 0815 _____

4 MONTHS IN OPERATION

Mark "X" if None

2007
Number

Number of months in operation during 2007 (If none, mark "X" and go to 50.) 0002

HOW TO REPORT DOLLAR FIGURES	▶	Dollar figures should be rounded to thousands of dollars.	Mark "X" if None	2007			
		If a figure is \$1,025,628.79 :	Report → <input type="checkbox"/>	\$ Bil.	Mil.	Thou.	Dol.
		If a value is "0" (or less than \$500.00):	Report → <input checked="" type="checkbox"/>				

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Mark "X" if None

2007
Number

Operating receipts 0100

6 Not Applicable.

7 EMPLOYMENT AND PAYROLL

- Include:**
- Full- and part-time employees working at this establishment whose payroll was reported on Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return, and filed under the Employer Identification Number (EIN) shown in the mailing address or corrected in 1.
- Exclude:**
- Temporary staffing obtained from a staffing service.
 - Contractors, subcontractors, or independent contractors.
 - Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
 - Purchased or managed services, such as janitorial, guard, or landscape services.
 - Professional or technical services purchased from another firm, such as software consulting, computer programming, engineering, or accounting services.

For further clarification, see information sheet(s).

A. Number of employees for pay period including March 12 0320

B. Payroll before deductions (Exclude employer's cost for fringe benefits.)		Mark "X" if None	2007			
		1. Annual payroll 0300 <input type="checkbox"/>	\$ Bil.	Mil.	Thou.	Dol.
		2. First quarter payroll (January-March, 2007) 0310 <input type="checkbox"/>				

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

8 - 13 Not Applicable.

19 KIND OF BUSINESS OR ACTIVITY

Which ONE of the following best describes this establishment's principal kind of business or activity in 2007?
(Mark "X" only ONE box.)

Management consulting - providing advice and counsel to clients on various aspects of operating a business or other type of organization, but not providing management services for day-to-day operations

- 0700 541 611 00 2 Administrative and general management consulting services, including strategic planning and organizational change
- 541 611 00 5 Healthcare consulting, providing strategic planning and management advice to the healthcare industry
- 541 611 00 3 Financial management consulting services, excluding investment advice
- 541 612 30 1 Human resources and personnel management consulting services
- 541 612 10 1 Actuarial consulting services
- 541 612 30 2 Employee benefit consulting services
- 541 612 20 1 Executive search services
- 541 613 00 1 Marketing consulting services, including sales management, customer service, and marketing planning/strategy
- 541 614 00 3 Tariff consulting or freight rate auditor services
- 541 219 00 6 Tax consulting services
- 541 614 00 4 Manufacturing operations management consulting services
- 541 614 00 1 Physical distribution and logistics consulting services
- 541 614 00 2 Other operations or productivity improvement consulting services
- 541 320 00 3 Urban/city planning services
- 541 690 90 1 Safety or security consulting services
- 777 541 08 4 Other management consulting services - *Specify* ↴

0701

Other scientific and technical consulting services

- 541 690 10 1 Economic consulting services
- 541 512 20 3 Computer systems design services
- 777 541 08 8 Other scientific and technical consulting services - *Specify consulting work* ↴

0701

CONTINUE WITH 19 ON PAGE 4

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19 KIND OF BUSINESS OR ACTIVITY - Continued

Management services - providing management staff to direct or coordinate a client's business operation, but not providing operating staff for complete operation of the client's business

0700 561 110 00 6 Management and administrative services - providing day-to-day administrative services, such as personnel management, bookkeeping, billing, etc., for a client's business or operation

777 541 16 1 Logistics management services - *Specify* ↴

0701

777 541 08 5 Other management services - *Specify* ↴

0701

Facilities support services

561 210 00 1 Facilities support management (Exclude computer facilities) - providing operating staff to perform a range of services to support operations within the client's facilities, but not involved with, or responsible for, the core activities of the client's business operations

777 541 08 3 Other facilities management, including complete operation of a client's business site or operation - *Specify* ↴

0701

Other kind of business or activity

541 910 00 1 Marketing research and public opinion polling services

541 820 00 1 Public relations agencies

541 211 00 1 Certified public accountants (CPAs)

541 219 00 1 Accountants, excluding CPAs

541 213 00 1 Income tax return preparation services, without also providing accounting, bookkeeping, or billing services

773 000 00 2 Other kind of business or activity - *Specify* ↴

0701

20 CLASS OF CUSTOMER

Estimate the percentage of receipts (reported in 5) by class of customer.

1.	Business firms and farms	3108
2.	Not-for-profit organizations (<i>Include religious organizations</i>)	3107
3.	Federal government	3105
4.	State and local governments	3106
5.	Individuals (<i>Include receipts from individually owned businesses on line 1.</i>)	3100
6. TOTAL	

2007	
Whole percent of receipts	
	%
	%
	%
	%
	%
1 0 0	%

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

21 SUPPORT SERVICES

Was this establishment primarily engaged in providing management, administrative, or support services to other establishments of your enterprise (rather than for the general public or other business firms) in 2007?

0998 Yes

0999 No

HOW TO REPORT PERCENTS

If figure is **38.76%** of total sales:

Report whole percents

2007				
Estimates are acceptable. Report dollars OR percents.				
\$ Bil.	Mil.	Thou.	Dol.	Percent
				3 9

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

(Report receipts by source either as a dollar figure or as a whole percent of total receipts (reported in 5). See HOW TO REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENTS above. Do not combine data for two or more receipts lines.)

Line 1 - Report fees from providing advice and guidance to the management of businesses and other organizations. Include fees from providing such advice combined with implementation (i.e., assisting clients with putting proposals and plans in place). Exclude receipts from the ongoing management and operation of a business activity for clients (e.g., accounting services, information technology infrastructure management, logistics management).

Line 1a - Report receipts from consulting fees received for full-service provision of advice, guidance, and solution implementation services for a single fee, concerning the overall strategic direction, planning, and structuring and control of an organization. Include business strategy and planning, corporate development and restructuring, and crisis management.

Line 1a(1) - Report receipts from providing advice and guidance related to business start-ups and new venture planning, corporate objectives and policy formation, organization planning and structure, strategic and long-range planning, business plans, and succession planning.

Line 1a(2) - Report receipts from providing advice and guidance related to mergers and acquisitions, joint ventures and strategic alliances, diversifications, and privatization.

Line 1b(1) - Report receipts from providing advice and guidance related to budgeting, capital investment, responsibility accounting, financial information and reporting, and other accounting and controllership management functions.

Line 1e(1) - Report receipts from providing advice and guidance concerning integrated supply chain management. Include inventory management, warehousing and storage, and distribution.

Line 1e(2) - Report receipts from providing advice and guidance concerning operations management services, excluding logistics. Include fees from providing such advice combined with implementation services. Include system and procedure improvements; office and service operations improvements, such as office layout and workflow planning; office automation; product development; quality assurance and quality management; plant safety, security, and protection; and other operations management services, excluding logistics.

Line 2a - Report receipts from providing advice and guidance on actuarial matters, such as life insurance and annuities; property and casualty insurance; public pension, health and other social insurance plans; and income loss.

Description of sales, shipments, receipts, or revenue	Census use	2007							
		Estimates are acceptable. Report dollars OR percents.							
		\$ Bil.	Mil.	Thou.	Dol.	Percent			
0723	0720	0721							0722
1. Management consulting and implementation services									
a. Strategic management consulting and implementation services									
(1) Business strategy and planning consulting and implementation services	38621								
(2) Corporate development and restructuring consulting and implementation services	38622								
(3) Other strategic management consulting and implementation services	38623								
(4) Sum lines 1a(1) through 1a(3)	38620								

CONTINUE WITH 2 ON PAGE 6

CONTINUE ON PAGE 6

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22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	Cen- sus use	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
1. Management consulting and implementation services - Continued						
b. Financial management consulting and implementation services						
(1) Management accounting and controllership consulting and implementation services	38631					
(2) Other financial management consulting and implementation services	38632					
(3) Sum lines 1b(1) and 1b(2)	38630					
c. Marketing management consulting and implementation services						
(1) Marketing strategy and market development consulting and implementation services	38641					
(2) Sales management and development consulting and implementation services	38642					
(3) Other marketing management consulting and implementation services	38643					
(4) Sum lines 1c(1) through 1c(3)	38640					
d. Human resources management consulting and implementation services						
(1) Compensation and benefits consulting services	38651					
(2) Other human resources management consulting services	38652					
(3) Sum lines 1d(1) and 1d(2)	38650					
e. Operations and supply chain management consulting and implementation services						
(1) Integrated supply chain and logistics management consulting and implementation services	38661					
(2) Operations management consulting and implementation services, excluding logistics consulting	38662					
(3) Sum lines 1e(1) and 1e(2)	38660					
2. Other consulting services						
a. Actuarial consulting services, excluding employee pensions and other benefits	38680					
b. Information technology (IT) technical consulting services	34910					

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CONTINUE WITH 22 ON PAGE 7

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

0723	Description of sales, shipments, receipts, or revenue	Cen- sus use	2007						
			Estimates are acceptable. Report dollars OR percents.						
			\$ Bil. 0720	Mil. 0721	Thou.	Dol.	Percent 0722		
2.	Other consulting services - Continued								
	c. Scientific/technical consulting services, excluding environmental - <i>Specify</i> ↴								
		38700							
	d. All other consulting services - <i>Specify</i> ↴								
		38710							
3.	Accounting services								
	a. Financial auditing services	36820							
	b. General accounting services	36860							
	c. Bookkeeping and compilation services	38750							
	d. Payroll services	36880							
4.	Information technology (IT) services								
	a. Custom computer application design and development services . . .	37410							
	b. Computer systems design, development, and integration services . .	37430							
	c. IT infrastructure (computer) and network management services . . .	37510							
5.	Other services								
	a. Retained executive search services	32720							
	b. Other management services - <i>Specify</i> ↴								
		39010							
	c. Resale of merchandise - <i>Specify</i> ↴								
		39634							
	d. All other operating receipts - <i>Specify if more than 10 percent of total receipts</i> ↴								
		39733							
6.	TOTAL OPERATING RECEIPTS - Sum of lines should equal 5 if reporting in dollars	39850							1 0 0

23 and **24** Not Applicable.

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25 EXPORTED SERVICES

NOTE - An exported service is a product (e.g., service performed, license agreement) that is performed for, or sold or transferred to, 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 products provided to unaffiliated and affiliated foreign firms (e.g., foreign parent firms, subsidiaries, branches). Exclude products provided to domestic subsidiaries of foreign firms.

A. Did the receipts or revenue (reported in **5**) include any amounts for exported services?

0911 Yes - Go to line B

0912 No - Go to **30**

2007			
\$ Bil.	Mil.	Thou.	Dol.

B. Amount of receipts or revenue for exported services 0914

26-29 Not Applicable.

REMARKS (Please use this space for any explanations that may be essential in understanding your reported data.)

30 CERTIFICATION - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

Yes No - Enter time period covered →

FROM	Month	Year	TO	Month	Year

Name of person to contact regarding this report _____ Title _____

Telephone	Area code	Number		Extension	Fax	Area code	Number	
			-					-

Internet e-mail address _____ Date completed _____

Month	Day	Year

Thank you for completing your 2007 ECONOMIC CENSUS form.
PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.

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