

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

FORM

SBO-1 (02/27/2012) Draft 12

2010 SURVEY OF BUSINESS OWNERS AND SELF-EMPLOYED PERSONS

OMB No. 0607-0943: Approval Expires xx/xx/xxxx

DUE DATE 30 DAYS AFTER RECEIPT

Need help or have questions?

Visit econhelp.census.gov/sbo

- OR -

Call 1-888-824-9954, between 8 a.m. and 6 p.m., Eastern time, Monday through Friday.

Please reference your 11-digit Census File Number (CFN) printed in the mailing address with all communications.

Mail your completed form to: U.S. CENSUS BUREAU 1201 East 10th Street Jeffersonville, IN 47132-0001

- OR -

Report Online - It's convenient and secure! **Go to:** econhelp.census.gov/sbo

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.

Start Here

The Census Bureau is responsible for collecting information on the U.S. economy.

- The data that you provide will be combined with the responses from other businesses and business owners.
- Survey results will contain information on the demographic and economic composition of businesses in the United States.
- Your response is important, and we keep your answers confidential.

This form asks for two types of information:

- · specific information about the business
- information about the principal business owners

|--|

Please read the enclosed insert before answering the questions.

- · Use blue or black ink.
- Place an "X" inside the box.
- · Center numbers in boxes.
- Do not put slashes through 0 or 7.

7	0

Please **PRINT** the first and last name of the person who is filling out this form.

Contact Name

Include today's date and a telephone number so we can contact you if there is a question.

ry	

Area code	Number	Extension



Please answer the following questions for the person(s) or For the person(s) owning the largest percentage(s) business named in the mailing label for all or any part in this business as of December 31, 2010, please list of 2010, even if the business has been sold, reorganized, the percentage owned by each person and his or her or ceased operation since December 31, 2010. position title. · Do not report percentages owned by parent You may use estimates if this form requests information companies, estates, trusts, or other entities. that is not available in your business records. If more than 4 people owned this business equally, On December 31, 2010, how many people owned this select any 4 people. business? · Round percentages to · Include yourself if you were a sole proprietor or whole numbers. For % 3 3 worked as a consultant or an independent contractor. example, report 1/3 ownership (33.3%) as: -· Do not combine two or more owners to create one owner. **Position Title** Percentage Owned (Example: sole owner, co-owner, shareholder, president, vice president, etc.) · Count spouses and partners as separate owners. (Estimates are acceptable) 1 person . 0 % Owner 1: 2 - 4 people Go to 5 5 - 10 people % 0 Owner 2: 11 or more people None - Business is owned by a parent company, 0 estate, trust, or other entity. Owner 3: Unknown % 0 Owner 4: 3 Is this business owned by a government or tribal entity? NOTE: Do not list more than 4 owners. Yes No 6 A. In 2010, did two or more members of one family Did any one person own 10% or more of this business? own the majority of this business? (Family refers to spouses, parents/guardians, children, siblings, or close relatives.) No - Go to 62 Yes No - Go to 7 B. (If Yes) Did spouses jointly own this business? No - Go to 🕡 C. (If Yes) Was this business operated equally by both spouses? Yes, equally operated by spouses No, primarily operated by Owner 1 No, primarily operated by Owner 2

	O	wner 1			His	pan	ic origin a	and Ques	tion (I	estion (7) about about race. For
		answer the following q	ues	tions about Owner 1						e not races.
0	How	did Owner 1 initially acquire	e ow	nership of this business?			r 1 of Hispar			
		Founded or started		Inherited		Ye	s, Mexican,	Mexican Aı	n., Chica	ano
		Purchased		Received transfer of		Ye	s, Puerto Ric	an		
8	In wi	nat year did <i>Owner 1</i> initially ness?	/ acq	ownership or gift uire ownership of this		Ye	s, Cuban			
				Don't know		ori	gin, for exai	mple, Argei	ntinean,	Spanish origin - Print Colombian, Dominican, d, and so on. ⊋
9	In 20	10, which of the following vis business? Mark × all tha	vere	Owner 1's function(s)	•					
		Managing day-to-day operations		Financial control with the authority to sign loans, leases, and	18 Wh		<i>Owner 1's</i> ra	1		n at apply. n Am., or Negro
		Providing services and/or producing goods		None of these functions		An en	nerican India rolled or pri	an or Alask ncipal tribe	a Native · ∠	- Print name of
10	In 20 Own	10, what was the average neer 1 spent managing or wor	umbe king	er of hours per week that in this business?						
		None		40 hours		As	ian Indian	Japar	nese	Native Hawaiian
		Less than 20 hours		41 – 59 hours		Ch	inese	Korea	an	Guamanian or Chamorro
		20 – 39 hours		60 hours or more		Fili	pino	Vietn	amese	Samoan
0	In 20 of pe	10, did this business provid irsonal income?	е <i>О</i> и	ner 1's primary source		rac Hn	ner Asian - P e, for examp nong, Laotian	le, , Thai,		Other Pacific Islander - Print race, for example
		Yes		No			kistani, Camb d so on. 🍃	odian,		Fijian, Tongan, and so on. ⊋
P	Prior had	to establishing, purchasing, Owner 1 ever owned a busin	or a	cquiring this business, or been self-employed?		Į.				
		Yes		No		So	me other ra	ce - Print ra	ace 🗸	
13	busi	r to establishing, purchaseness, what was the highester 1 completed? <i>Mark × Ol</i>	deg	ree or level of school			2 2			2 2 0 002
		Less than high school graduate		Associate Degree		Arm	ed Forces, in	cluding the	e Coast	anch of the U.S. Guard, the National any service branch?
		High school graduate - Diploma or GED		Bachelor's Degree			Yes		□ No	- Go to 20
		Technical, trade, or vocational school		Master's, Doctorate, or Professional Degree						racteristics describe
		Some college, but no degree								service, not including
14	Wha	t is the sex of Owner 1?								ss or injury incurred
		Male		Female			or aggrava			
Œ	What	was the age of Owner 1 as	of D	ecember 31, 2010?		ä	September		military	service after
		Under 25		45 – 54			Served on	active duty	military	service in 2010
		25 – 34		55 – 64						or as a reservist of Forces in 2010
		35 – 44	1	65 or over	20 Wa	s mo	re than 1 ov	vner listed	in ⑤ or	n Page 2?
16	Was	Owner 1 born a citizen of th	e Un			Ye	s		No - G	Go to 6 on Page 7
		Yes	Ш	No						

	0	wner 2			His	spa	nic origin a	and		abo	out race. For				
		answer the following q	ues	tions about Owner 2	thi	s s	urvey, Hisp	anı	origins are	not	races.				
21)		did Owner 2 initially acquire	e ow	nership of this business?	Is Owner 2 of Hispanic, Latino, or Spanish origin?										
•		k X all that apply.				٨	lo, not of Hisp	anic	, Latino, or Spa	anish	origin				
		Founded or started		Inherited		Yes, Mexican, Mexican Am., Chicano									
		Purchased		Received transfer of ownership or gift		Υ	es, Puerto Ric	an							
22		hat year did <i>Owner 2</i> initially ness?	/ acq			Υ	es, Cuban								
			Yes, another Hispanic, Latino, or Spanish origin - Print origin, for example, Argentinean, Colombian, Dominica Nicaraguan, Salvadoran, Spaniard, and so on.												
23	In 20	10, which of the following v	vere	Owner 2's function(s)	022										
	in th	is business? Mark × all tha Managing day-to-day	it ap	Financial control with	32 Wh	at i	s Owner 2's ra	ace?	Mark × all th	at ap	oply.				
		operations		the authority to sign loans, leases, and contracts		٧	Vhite		Black, African	Am.	, or Negro				
	d	Providing services and/or producing goods		A	merican India nrolled or pri	n or ncipa	Alaska Native of tribe. ⊋	- Prii	nt name of						
24	In 20 Own	10, what was the average n er 2 spent managing or wor	umbe king	er of hours per week that in this business?											
		None		40 hours		A	sian Indian		Japanese		Native Hawaiian				
		Less than 20 hours		41 – 59 hours		c	hinese		Korean		Guamanian or Chamorro				
		20 – 39 hours		60 hours or more		F	lipino		Vietnamese		Samoan				
25	In 20 of pe	110, did this business providersonal income?	e Ow	ner 2's primary source		ra	ther Asian - Face, for examp	le,	ıi.		Other Pacific Islander - Print race, for example,				
		Yes		No		P.	akistani, Camb nd so on. 🙀				Fijian, Tongan, and so on.				
26	Prior had	to establishing, purchasing Owner 2 ever owned a busi	or a	cquiring this business, or been self-employed?											
		Yes		No		S	ome other ra	ce - I	Print race ⊋						
27	busi	r to establishing, purcha iness, what was the highest	deg	ree or level of school											
	Own	er 2 completed? Mark X O	NE b	ox only.	33 A.	Has	Owner 2 eve	r ser	ved in any bra	nch c	of the U.S.				
		Less than high school graduate		Associate Degree		Gu	ned Forces, ir ard, or a Rese	rve o	ing the Coast (component of a	any s	ervice branch?				
		High school graduate - Diploma or GED		Bachelor's Degree			Yes		□ No	- Go	to 😘				
		Technical, trade, or vocational school		Master's, Doctorate, or Professional Degree	В.				following char rvice? Mark X						
		Some college, but no degree					THE RESERVE OF THE PROPERTY OF				ice, not including				
28	Wha	t is the sex of Owner 2?							Reserves or N		injury incurred				
		Male		Female					luring military						
29	Wha	t was the age of Owner 2 as	of D	ecember 31, 2010?			Served on September	activ 11, 2	e duty military 2001	serv	ice after				
		Under 25		45 – 54			Served on	activ	e duty military	serv	ice in 2010				
		25 – 34		55 - 64					ational Guard						
		35 – 44		65 or over	2 W-		Production and the second		he U.S. Armed						
30	Was	Owner 2 born a citizen of th	e Un	ited States?	We we		nore than 2 o 'es	wnei	s listed in 5		62 on Page 7				
		Yes		No		1	cs.		□ NO - G	0 10	on rage /				

											20.00		
	O	wner 3			H	isp	E: Please an anic origin a survey, Hisp	and Que	stion 🐠	abo	ut race. For		
		answer the following q	ues	tions about Owner 3	0.000								
35		did Owner 3 initially acquire	e owi	nership of this business?	45 ls	Ow	ner 3 of Hispa	nic, Latino	, or Span	ish or	igin?		
		k X all that apply.			L	4	No, not of His	oanic, Lati	no, or Sp	anish origin			
		Founded or started		Inherited			Yes, Mexican, Mexican Am., Chicano						
		Purchased		Received transfer of ownership or gift			Yes, Puerto Ri	can					
36	In wi	nat year did <i>Owner 3</i> initially ness?	/ acq	Act to the second secon		Yes, Cuban							
			Don't know			sh origin - Print mbian, Dominican, so on. 🙀							
37	In 20	10, which of the following vis business? Mark × all tha	vere	Owner 3's function(s)	100								
		Managing day-to-day		Financial control with	46 W	hat	is Owner 3's r	ace? Mari	k X all th	at ap	ply.		
		operations	-	the authority to sign loans, leases, and			White	Blac	ck, Africa	n Am.	, or Negro		
	de-	Providing services and/or producing goods	contracts None of these functions			American India enrolled or pri			- Prin	nt name of			
38	In 20	10, what was the average neer 3 spent managing or wor	umbe	er of hours per week that									
		None		40 hours			Asian Indian	_ Japa	anese		Native Hawaiian		
		Less than 20 hours		41 – 59 hours			Chinese	☐ Kore	ean		Guamanian or Chamorro		
		20 – 39 hours	П	60 hours or more			Filipino	☐ Viet	namese		Samoan		
			_		Г		Other Asian - I	Print		П	Other Pacific		
39	In 20 of pe	10, did this business providersonal income?	e Ow	ner 3's primary source	-		race, for examp Hmong, Laotiar	ole,			Islander - Print race, for example,		
		Yes		No			Pakistani, Caml and so on. 🙀				Fijian, Tongan, and so on.		
40	Prior had	to establishing, purchasing, Owner 3 ever owned a busir	or a	cquiring this business, or been self-employed?									
		Yes		No			Some other ra	ce - Print	race 🔽				
40	busi	r to establishing, purchas ness, what was the highest	degi	ree or level of school					, Si				
	Own	er 3 completed? Mark × OI Less than high	VE D	•	47 A.	. Ha	s <i>Owner 3</i> ever med Forces, in	er served i	n any bra	nch o	of the U.S.		
	Ш	school graduate		Associate Degree		Ĝ	uard, or a Rese	erve comp	onent of	any se	ervice branch?		
		High school graduate - Diploma or GED		Bachelor's Degree			Yes		□ No	- Go	to 43		
		Technical, trade, or vocational school		Master's, Doctorate, or Professional Degree	В.		Yes) Do any o wner 3's milita						
		Some college, but no degree					Served on training fo				ce, not including		
42	What	t is the sex of Owner 3?				Ī					injury incurred		
		Male		Female		Ľ	or aggrava						
43	What	was the age of Owner 3 as	of D	ecember 31, 2010?			Served on September	active dut	y military	servi	ce after		
		Under 25		45 – 54			Served on		y military	servi	ce in 2010		
		25 - 34		55 - 64			Served in t	the Nation	al Guard	or as	a reservist of		
		35 – 44		65 or over			any branch						
44	Was	Owner 3 born a citizen of th	e Un	ited States?	48 W		more than 3 o	wners list	_		_		
		Yes		No	L	J, ⁸	Yes		No - C	io to (62 on Page 7		



	0	wner 4	j							r BOTH Que		n 59 about out race. For			
Ple	ase	answer the following q	ues	tions about Owner 4						origins are					
-		on Page 2.			59	ls C	wne	r 4 of Hispar	nic, L	atino, or Span	ish or	rigin?			
49		did <i>Owner 4</i> initially acquire k × all that apply.	e ow	nership of this business?			No	, not of Hisp	oanic	Latino, or Sp	anish	origin			
		Founded or started		Inherited		Yes, Mexican, Mexican Am., Chicano									
		Purchased		Received transfer of ownership or gift			Ye	s, Puerto Rio	an						
50		hat year did <i>Owner 4</i> initially	acq	Control of the Contro			Ye	s, Cuban							
	busii	16551		Don't know			or	igin, for exai	mple,	Argentinean,	Color	sh origin - Print mbian, Dominican,			
				DOIT KNOW			Ni	caraguan, Sa	alvad	oran, Spaniaro	d, and	so on. 🔀			
51	In 20 in th	10, which of the following vis business? Mark X all tha	vere it ap	Owner 4's function(s) ply.	@	\ A //L		0		8/1	4				
		Managing day-to-day operations		Financial control with the authority to sign	00	vvn		nite	acer	Mark × all th					
		Providing services		loans, leases, and contracts						Black, Africar		To-(ACA) (1-200)			
		and/or producing goods		None of these functions				rolled or pri		Alaska Native I tribe.	- Prir	nt name of			
52	In 20 Own	10, what was the average neer 4 spent managing or wor	umbe king	er of hours per week that in this business?											
		None		40 hours			As	ian Indian		Japanese		Native Hawaiian			
		Less than 20 hours		41 – 59 hours			Ch	inese		Korean		Guamanian or Chamorro			
		20 – 39 hours		60 hours or more			Fili	pino		Vietnamese		Samoan			
53	In 20 of pe	110, did this business providersonal income?	e Ow	ner 4's primary source			rac	her Asian - F e, for examp nong, Laotian	le,	i		Other Pacific Islander - Print race, for example			
		Yes		No			Pal	kistani, Camb d so on. <table-cell></table-cell>				Fijian, Tongan, and so on.			
54	Prior had	to establishing, purchasing, Owner 4 ever owned a busin	or a	cquiring this business, or been self-employed?								•			
		Yes		No			So	me other ra	ce - F	Print race 🗸					
55		r to establishing, purchasiness, what was the highest								- R					
		er 4 completed? Mark X O			61	A.	Has	Owner 4 eve	r ser	ved in any bra	nch c	of the U.S.			
		Less than high school graduate		Associate Degree			Arm Gua	ed Forces, ir rd, or a Rese	rve c	ing the Coast of component of	Guard any s	I, the National ervice branch?			
		High school graduate - Diploma or GED		Bachelor's Degree				Yes		□ No	- Go	to 62			
		Technical, trade, or vocational school		Master's, Doctorate, or Professional Degree		B.	(If Ye	es) Do any o er 4's militar	f the	following char rvice? Mark X	all t	istics describe hat apply.			
		Some college, but no degree								e duty military Reserves or N		ce, not including			
56	Wha	t is the sex of Owner 4?						Lateria a service				injury incurred			
		Male		Female				7.5		uring military					
97	Wha	t was the age of Owner 4 as	of D	ecember 31, 2010?				Served on September	11, 2	e duty military 2001	serv	ice atter			
	Ш	Under 25		45 – 54				Served on	activ	e duty military	serv	ice in 2010			
		25 – 34		55 – 64						ational Guard ne U.S. Armed					
,		35 – 44		65 or over				arry Dranion	, O1 t1	.o o.o. Aimed	1010	00 III 2010			
58	Was	Owner 4 born a citizen of th	e Un	ited States?											
		Yes		No											

	Business		In 2010, were any of the following sources of capital used to finance expansion or capital improvement(s) for this business? Mark x all that apply.						
62	In what year was this business employment activity begun?	originally established or self-	Personal/family savings of owner(s)						
		— 2 00	Personal/family assets other than savings of owner(s)						
		Don't know	Personal/family home equity loan						
63	In 2010, did all or part of this to a business model provid	business operate according led by a franchisor?	Personal credit card(s) carrying balances						
	Yes	□ No	Business credit card(s) carrying balances						
a	L- 2010		Government-guaranteed business loan from a bank or financial institution, including SBA-guaranteed						
•	In 2010, was this business lice distribute the franchisor's pro- franchisor's trademark or b	oduct or service using the	loans Business loan from a bank or financial institution						
	Yes	□ No	Business loan from federal, state, or local						
65	A. For all owners as of Decem	ber 31, 2010, what was the	government Business loan/investment from family/friend(s)						
		start or acquire this business?	Investment by venture capitalist(s)						
	Personal/family saving	gs of owner(s)	☐ Business profits and/or assets						
	Personal/family assets	s other than savings of owner(s)	Grants						
	Personal/family home	e equity loan	Other source(s) of capital						
	Personal credit card(s	s) carrying balances	☐ Don't know						
	Business credit card(s	s) carrying balances	Wanted to expand or make capital improvement(s), but could not obtain funding						
	Government-guarante or financial institution loans	eed business loan from a bank n, including SBA-guaranteed	Did not expand or make capital improvement(s)						
		bank or financial institution	67 In 2010, which of the following types of customers accounted for 10% or more of this business's total sales of goods and/or						
	Business loan from fe	ederal, state, or local	services? Mark x all that apply.						
		nent from family/friend(s)	Federal government						
	Investment by venture	e capitalist(s)	State and local government, including school districts, transportation authorities, etc.						
	Grants		Other businesses and/or organizations, including distributors of your product(s)						
	Other source(s) of cap	pital	Individuals 68 In 2010, what percent of this business's total sales of goods						
	☐ Don't know		and/or services consisted of exports outside the United States?						
	None needed – Go to	66	0 % None Don't know						
	B. For all owners as of Decem	nber 31, 2010, what was the	None Don't know						
	total amount of capital use business? (Capital includes sa funds of owner(s).)	d to start or acquire this avings, other assets, and borrowed	In 2010, did this business have operations outside the United States?						
	Less than \$5,000	\$100,000 - \$249,999	☐ Yes ☐ No						
	\$5,000 - \$9,999	\$250,000 - \$999,999	70 In 2010, did this business outsource or transfer any business function and/or service to another company outside the						
	\$10,000 - \$24,999	\$1,000,000 - \$2,999,999	United States?						
	\$25,000 - \$49,999	\$3,000,000 or more	☐ Yes ☐ No						
	\$50,000 - \$99,999	☐ Don't know	Please turn to the next page to continue.						

							_								
Ø	In 2	010, in which lang	guage custor	e(s) did th mers? Ma	is business ork X all th	conduct	76 In	201 ome), did this busin	ess oper	ate p	rimarily from	someb	ody's	
		English		German		Portuguese	['es	□ N	o				
		African language(s)		Hindi/Ur	du 🗆	Russian	7 In	201 ark), did this busin X <i>all that appl</i>	ess own	one o	or more of th	e follow	ing?	
		Arabic		Italian		Spanish	[Copyright	□ P	atent	(granted)		None	
		Chinese		Japanes		Tagalog	[] 1	rademark	□ P	atent	(pending)			
		French		Korean		Vietnamese	78 In	201 e ac), did any of the	following	ng cha	aracteristics o	escribe		
		French Creole		Polish		Other		- i	perated less th						
72	In 2	010, which of the business? <i>Mark</i>	follov X <i>all</i>	wing type that app	s of worker	s were used by			perated less th		11.00.10.00.00.00.0				
		Full-time paid e	mploy	yees			Seasonal business (for example, fireworks sales or tax preparer)								
		Part-time paid e	mplo	yees				Operated occasionally (for example, event organizer							
		Paid day labore	rs				[r guest speaker lone of the abo						
		Temporary staff	fing o	btained f	om a temp	orary help	79 A	. Is	his business cu	rrently c	perat	ing?			
		service Leased employe	ees fro	om a leas	ing service	or a		С	Yes			No			
		professional em	ploye	er organiz	ation		В		No) Did the opersons? <i>Mark X</i>				e follov	ving	
		Contractors, sub outside consulta	ractors, ir		F	Owner's mili		аррі	Lack of busi	ness					
	☐ None of the above							F	deployment Owner's illne			loans/credit Lack of pers			
73	In 2 tota	010, which of the lly or partly by th	follov is bus	wing emp siness? M	loyee bene ark X all 1	fits were paid hat apply.		H	injury Owner(s) ret	200.000		loans/credit		inaaa	
		Health insurance	е									Sold this bu		111622	
		Contributions to Keogh, etc.	retire	ement pla	ıns, includi	ng 401(k),		H	Owner(s) de				siness		
		Profit sharing a	nd/or	stock opt	ions				a specific or one-time eve			Other			
		Paid holidays, v	acatio	on, and/oi	sick leave			L	Inadequate of flow or low s						
		Tuition assistan	ce an	d/or reim	bursement		Than	hank you for participating in the Survey of Busine Owners and Self-Employed Persons.						ness	
		None of the abo	ove				Please return the completed original questionnaire in the postage-paid envelope. Make sure the barcode above your						ır		
74	In 2	010, did this busir	ness h	nave a we	bsite?		address shows in the window of the envelope. Please makes a photocopy of this form for your records.						ke		
		Yes		No			If the		lope has been		ed, p	lease mail th	e form	to:	
75	A.	In 2010, did this b (E-commerce sales a order is placed by th	are sale ne buy	es of good er or price	and/or serv	rices where an f the sale are	Rema		J.S. Census B 1201 East 10t Jeffersonville	h Stree		0001			
		negotiated over the or other online syste			or may not	be made online.)									
	P	Yes	nont -	of this but	No - Go t										
	В.	In 2010, what pero goods and/or serv													
		Less than 19	%		20% – 49%										
		1% – 4%			50% - 99%										
		5% – 9%			100%										
		10% - 19%			Don't know	v									