



Industry Financial Report

release date: June 2014

Harrisburg-Lebanon-Carlisle, PA

[238220] Plumbing, Heating, and Air-Conditioning Contractors

Sector: Construction

Sales Class: \$1m - \$2.49m

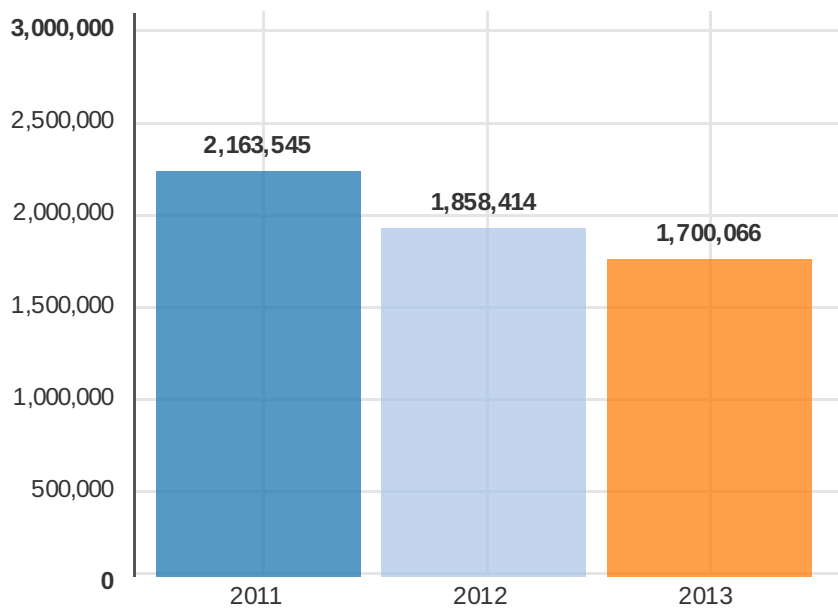
Contents

- Income-Expense statement - dollar-based
- Income-Expense statement - percentage-based
- Balance Sheet - dollar-based
- Balance Sheet - percentage-based
- Sources-Uses of Funds
- Financial Ratios - Cash Flow-Solvency
- Financial Ratios - Profitability
- Financial Ratios - Efficiency-Debt-Risk
- Financial Ratios - Turnover
- About the Data

Firms Analyzed	
2009	89
2010	84
2011	89
2012	114
2013	120

Time Series: Financial reports analyze calendar years as displayed. Our winter release reports display an additional, overlapped year running from the end of the second quarter of the prior year to the end of the second quarter of the release year.

Average Annual Sales



Income and Expense- Profit and Loss \$					
	2009	2010	2011	2012	2013
Business Revenue	2,041,306	2,084,534	2,163,545	1,858,414	1,700,066
Cost of Sales	1,228,662	1,177,136	1,265,241	1,041,270	947,447
Gross Margin	812,644	907,398	898,304	817,144	752,619
Officers Comp.	129,215	160,509	139,981	137,337	121,045
Salary-Wages	169,020	229,299	220,249	197,735	182,587
Rent	40,214	40,232	47,165	33,823	37,741
Taxes Paid	61,239	55,449	52,790	51,850	50,152
Advertising	28,170	22,513	28,342	20,071	25,841
Benefits-Pensions	59,606	43,984	57,983	45,531	42,162
Repairs	11,227	11,256	11,899	7,619	12,750
Bad Debt	3,878	6,462	5,409	9,292	5,270
Sales, General, Admin & Misc.	205,968	177,394	176,545	161,310	141,106
EBITDA	104,107	160,300	157,941	152,576	133,965
Amortization Depreciation Depletion	36,744	31,893	20,337	20,443	27,201
Operating Expenses	745,281	778,991	760,700	685,011	645,855
Operating Income	67,363	128,407	137,604	132,134	106,764
Interest Income	2,041	208	649	372	340
Interest Expense	14,493	13,758	3,894	6,690	6,800
Other Income	7,757	9,797	5,625	19,328	8,670
Pre-Tax Net Profit	62,668	124,654	139,984	145,144	108,974
Income Tax	10,667	31,865	37,844	39,856	25,750
After Tax Net Profit	52,001	92,789	102,140	105,288	83,224
Discretionary Owner Earnings	217,960	285,191	262,458	263,068	231,470

Income and Expense- Profit and Loss %					
	2009	2010	2011	2012	2013
Business Revenue	100.0%	100.0%	100.0%	100.0%	100.0%
Cost of Sales	60.19%	56.47%	58.48%	56.03%	55.73%
Gross Margin	39.81%	43.53%	41.52%	43.97%	44.27%
Officers Comp.	6.33%	7.70%	6.47%	7.39%	7.12%
Salary-Wages	8.28%	11.00%	10.18%	10.64%	10.74%
Rent	1.97%	1.93%	2.18%	1.82%	2.22%
Taxes Paid	3.00%	2.66%	2.44%	2.79%	2.95%
Advertising	1.38%	1.08%	1.31%	1.08%	1.52%
Benefits-Pensions	2.92%	2.11%	2.68%	2.45%	2.48%
Repairs	0.55%	0.54%	0.55%	0.41%	0.75%
Bad Debt	0.19%	0.31%	0.25%	0.50%	0.31%
Sales, General, Admin & Misc.	10.09%	8.51%	8.16%	8.68%	8.30%
EBITDA	5.10%	7.69%	7.30%	8.21%	7.88%
Amortization Depreciation Depletion	1.80%	1.53%	0.94%	1.10%	1.60%
Operating Expenses	36.51%	37.37%	35.16%	36.86%	37.99%
Operating Income	3.30%	6.16%	6.36%	7.11%	6.28%
Interest Income	0.10%	0.01%	0.03%	0.02%	0.02%
Interest Expense	0.71%	0.66%	0.18%	0.36%	0.40%
Other Income	0.38%	0.47%	0.26%	1.04%	0.51%
Pre-Tax Net Profit	3.07%	5.98%	6.47%	7.81%	6.41%
Income Tax	0.52%	1.53%	1.75%	2.14%	1.51%
After Tax Net Profit	2.55%	4.45%	4.72%	5.67%	4.90%
Discretionary Owner Earnings	10.68%	13.68%	12.13%	14.16%	13.62%

Dollar-based sales and other dollar-based data in this report reflect averages for sales of the industry segment, not total industry-wide averages. As a result, sales levels may vary from year to year, depending on the mix of firms that fall within the selected segment.

In local Industry Financial reports, the "Other Income" line item percentage is applied directly from US averages for this industry. Local percentages may differ. Other P&L percentages and all dollar calculations are based on actual local data.

Business Revenue includes receipts from core business operations. Interest Income and Other income (such as rents and royalties) are generally detailed separately below Operating Income. While Business Revenue is separated from Interest Income for most classifications, Business Revenue includes interest income from the private sector where it is central to financial industry operations, including Finance and Insurance (NAICS 52xxxx except NAICS 5242xx Insurance Brokers and Other Insurance Activities); Real Estate-Rental-Leasing (53xxxx); and Management of Companies and Enterprises (55xxxx).

Cost of Sales includes materials and labor involved in the direct delivery of a product or service. Other costs are included in the cost of sales to the extent that they are involved in bringing goods to their location and condition ready to be sold. Non-production overheads such as development costs may be attributable to the cost of goods sold. The costs of services provided will consist primarily of personnel directly engaged in providing the service, including supervisory personnel and attributable overhead.

Gross Margin represents direct operating expenses plus net profit. In addition to the labor portion of Cost of Sales, wage costs are reflected in the **Officers Compensation** and **Wages-Salary** line items. In many cases, SG&A (Sales, General and Administrative) costs also include some overhead, administrative and supervisory wages.

Rent covers the rental cost of any business property, including land, buildings and equipment.

The **Taxes Paid** line item includes payroll other paid-in tax items, but not business income taxes due for the period. Although it can be calculated in many ways and is a controversial measure, the **EBITDA line item (Earnings before Interest Expense, income tax due, Depreciation and Amortization)** adds back interest payments, depreciation, amortization and depletion allowances, and excludes income taxes due to reduce the effect of accounting decisions on the bottom line of the Profit and Loss Statement. Since some firms utilize EBITDA to "add back" non-cash and flexible expenses which may be altered through credits and accounting procedures (such as income tax), paid-in income taxes from the Taxes Paid line item are not added back in the EBITDA calculation.

Advertising includes advertising, promotion and publicity for the reporting business, but not on behalf of others.

Benefits-Pension includes, but is not limited to, employee health care and retirement costs. In addition to varying proportions of overhead, administrative and supervisory wages, some generally more minor expenses are aggregated under **SG&A (Sales, General and Administrative)**.

Operating Expenses sums the individual expense line items above, yielding the **Operating Income** or net of core business operations, when subtracted from the Gross Margin.

Pre-Tax Net Profit represents net profit before income tax due. **Income Tax** calculates the federal corporate tax rate before credits, leaving **After-Tax Profit** at the bottom line.

Discretionary Owner Earnings sums Officer Compensation, Depreciation and related non-cash expenses and Net Profit after business taxes to represent a practical measure of total return to owners. The D.O.E. metric is mainly used for small businesses.

Balance Sheet - dollar-based					
Assets	2009	2010	2011	2012	2013
Cash	147,335	109,412	107,434	114,185	90,771
Receivables	144,220	108,820	135,684	135,423	105,720
Inventory	44,180	23,872	26,556	26,582	21,812
Other Current Assets	17,028	11,259	12,383	12,515	9,385
Total Current Assets	352,763	253,363	282,057	288,705	227,688
Gross Fixed Assets	621,923	598,559	638,398	566,054	495,405
Accum. Depreciation-Amortization-Depltn.	507,095	488,230	514,772	463,888	406,968
Net Fixed Assets	114,829	110,329	123,626	102,166	88,438
Other Non-Current Assets	51,560	59,567	78,037	65,869	54,822
Total Assets	519,152	423,259	483,720	456,740	370,948
Liabilities					
Accounts Payable	78,184	66,621	77,057	66,410	56,050
Loans/Notes Payable	33,485	27,850	18,043	22,791	19,178
Other Current Liabilities	57,262	50,876	50,936	45,583	44,180
Total Current Liabilities	168,931	145,347	146,036	134,784	119,408
Total Long Term Liabilities	119,457	102,048	112,223	91,850	74,672
Total Liabilities	288,388	247,395	258,259	226,634	194,080
Net Worth	230,764	175,864	225,461	230,106	176,868
Total Liabilities & Net Worth	519,152	423,259	483,720	456,740	370,948

Cash: Money on hand in checking, savings or redeemable certificate accounts.

Receivables: A short-term asset (to be collected within one year) in the form of accounts or notes receivable, and usually representing a credit for a completed sale or loan.

Inventory: The stockpile of unsold products.

Current Assets: The sum of a firm's cash, accounts and notes receivable, inventory, prepaid expenses and marketable securities which can be converted to cash within a single operating cycle.

Fixed Assets: Long-term assets such as building and machinery, net of accumulated amortization-depreciation-depletion.

print-only Total Assets: The sum of current assets and fixed assets such as plant and equipment.

Note: Some legacy year asset line items are blended with the closest four digit industry segment. In local Industry Financial report, some legacy year asset line item percentages are applied directly from US averages for this industry. Local percentages may differ. Other balance sheet percentages and all balance sheet dollar calculations are based on actual local data.

Accounts Payable: Invoices due to suppliers within the current business cycle.

Loans/Notes Payable: Loan amounts due to suppliers within the current business cycle.

Current Liabilities: Measurable debt owed within one year, including accounts, loans and notes payable, accrued liabilities and taxes due.

Long Term Liabilities: Debt which is due in more than one year, including the portion of loans and mortgages that become due after the current business cycle.

Total Liabilities: Current Liabilities plus Long Term Liabilities such as notes and mortgages due over more than one year.

Net Worth: Current assets plus fixed assets minus current and long-term liabilities.

Balance Sheet - percentage-based					
Assets	2009	2010	2011	2012	2013
Cash	28.38%	25.85%	22.21%	25.00%	24.47%
Receivables	27.78%	25.71%	28.05%	29.65%	28.50%
Inventory	8.51%	5.64%	5.49%	5.82%	5.88%
Other Current Assets	3.28%	2.66%	2.56%	2.74%	2.53%
Total Current Assets	67.95%	59.86%	58.31%	63.22%	61.37%
Gross Fixed Assets	119.80%	141.42%	131.98%	123.93%	133.55%
Accum. Depreciation-Amortization-Depltn.	97.68%	115.35%	106.42%	101.57%	109.71%
Net Fixed Assets	22.12%	26.07%	25.56%	22.37%	23.84%
Other Non-Current Assets	9.93%	14.07%	16.13%	14.41%	14.79%
Total Assets	100.00%	100.00%	100.00%	100.00%	100.00%
Liabilities					
Accounts Payable	15.06%	15.74%	15.93%	14.54%	15.11%
Loans/Notes Payable	6.45%	6.58%	3.73%	4.99%	5.17%
Other Current Liabilities	11.03%	12.02%	10.53%	9.98%	11.91%
Total Current Liabilities	32.54%	34.35%	30.18%	29.51%	32.18%
Total Long Term Liabilities	23.01%	24.11%	23.20%	20.11%	20.13%
Total Liabilities	55.55%	58.46%	53.38%	49.62%	52.32%
Net Worth	44.45%	41.54%	46.62%	50.38%	47.68%
Total Liabilities & Net Worth	100.00%	100.00%	100.00%	100.00%	100.00%

Note: Some legacy year asset line items are blended with the closest four digit industry segment. In local Industry Financial report, some legacy year asset line item percentages are applied directly from US averages for this industry. Local percentages may differ. Other balance sheet percentages and all balance sheet dollar calculations are based on actual local data.

Sources & Uses of Funds				
Change in:	09-10	10-11	11-12	12-13
Cash and cash equivalents	-37,923	-1,978	6,751	-23,414
Worksheet:				
Accounts receivable	35,400	-26,864	261	29,703
Inventory	20,308	-2,684	-26	4,770
Other Curr Assets	5,769	-1,124	-132	3,130
Net Fixed Assets	4,500	-13,297	21,460	13,728
Other Non-Curr Assets	-8,007	-18,470	12,168	11,047
Accounts payable	-11,563	10,436	-10,647	-10,360
Loans/Notes Payable	-5,635	-9,807	4,748	-3,613
Other Current Liabilities	-6,386	60	-5,353	-1,403
Long-term debt	-17,409	10,175	-20,373	-17,178
Net Worth	-54,900	49,597	4,645	-53,238
Total Sources & Uses	-37,923	-1,978	6,751	-23,414
Cash: Beginning period	147,335	109,412	107,434	114,185
Cash: End period	109,412	107,434	114,185	90,771
Change in Cash & Cash equivalents	-37,923	-1,978	6,751	-23,414

Sources and Uses: The Sources and Uses of Funds table tests the accuracy of the balance sheet and distinguishes the sources of funds from their use. It is the basic worksheet preliminary to a formal cash flow statement examining the liquidity of a business. A multi-year industry benchmark common size balance sheet, which includes overlapped but not identical sets of firms in each year, is not well-suited for the presentation of a formal cash flow analysis.

Financial Ratios: Cash Flow-Solvency					
	2009	2010	2011	2012	2013
Accounts Payable: Business Revenue (%)	3.83	3.20	3.56	3.57	3.30
Current Liabilities: Inventory	3.82	6.09	5.50	5.07	5.47
Current Liabilities: Net Worth	0.73	0.83	0.65	0.59	0.68
Current Ratio	2.09	1.74	1.93	2.14	1.91
Days Payable	23.23	20.66	22.23	23.28	21.59
Quick Ratio	1.73	1.50	1.66	1.85	1.65
Total Liabilities: Net Worth	1.25	1.41	1.15	0.98	1.10

Accounts Payable: Business Revenue: Accounts Payable divided by Annual Business Revenue, measuring the speed with which a company pays vendors relative to Business Revenue. Numbers higher than typical industry ratios suggest that the company may be using suppliers to float operations.

Current Liabilities: Inventory: Current Liabilities divided by Inventory: A high ratio, relative to industry norms, suggests over-reliance on unsold goods to finance operations.

Current Liabilities: Net Worth: Current Liabilities divided by Net Worth, reflecting a level of security for creditors. The larger the ratio relative to industry norms, the less security there is for creditors.

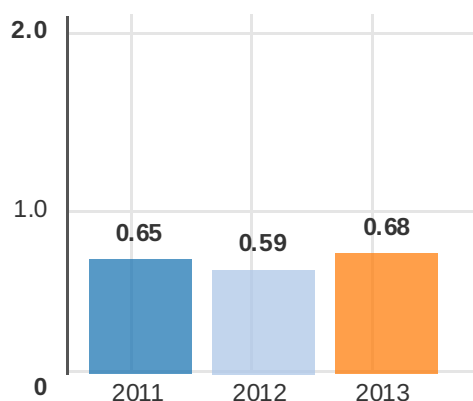
Current Ratio: This is the same as Current Assets divided by Current Liabilities, measuring current assets available to cover current liabilities, a test of near-term solvency. The ratio indicates to what extent cash on hand and disposable assets are enough to pay off near term liabilities. The Quick Ratio is applied as a more stringent test.

Days Payables: $365 / (\text{Cost of Sales} : \text{Accounts Payable ratio})$: Reflects the average number of days for each payable before payment is made.

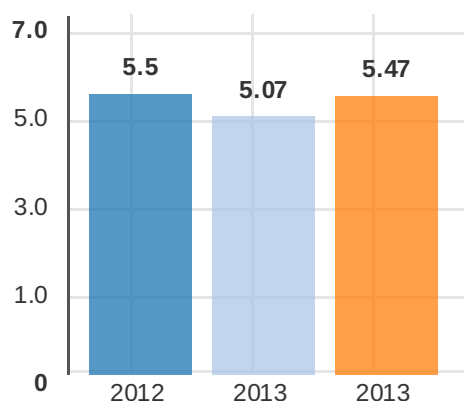
Quick Ratio: Cash plus Accounts Receivable, divided by Current Liabilities, indicating liquid assets available to cover current debt. Also known as the Acid Ratio. This is a harsher version of the Current Ratio, which balances short-term liabilities against cash and liquid instruments.

Total Liabilities: Net Worth: Total liabilities divided by Net Worth. This ratio helps to clarify the impact of long-term debt, which can be seen by comparing this ratio with Current Liabilities: Net Worth. Creditors are concerned to the extent that total liability levels exceed Net Worth.

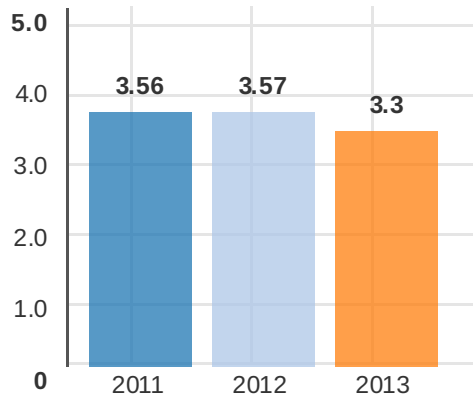
Current Liabilities Net Worth



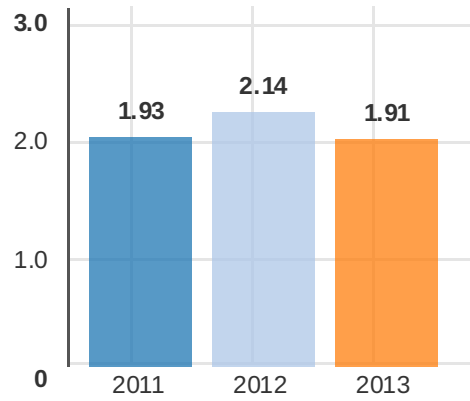
Current Liabilities Inventory



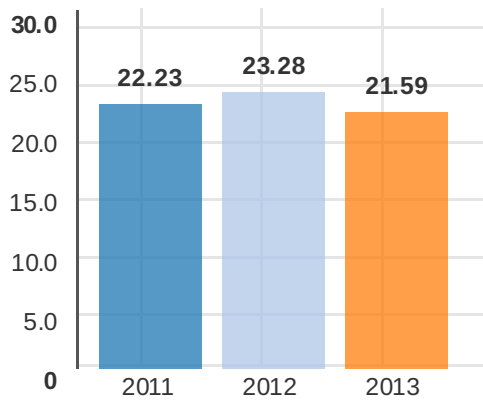
Accounts Payable: Sales (%)



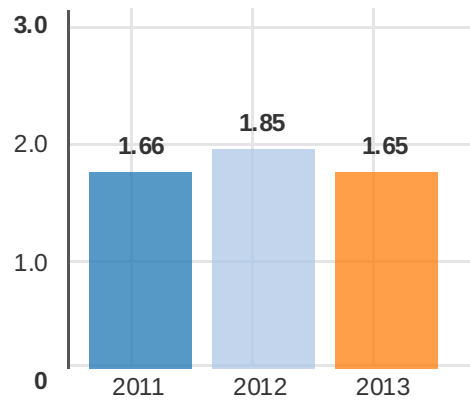
Current Ratio



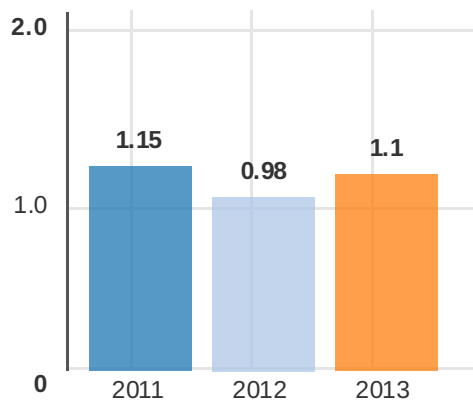
Days Payable



Quick Ratio



Total Liabilities: Net Worth



Financial Ratios: Profitability					
	2009	2010	2011	2012	2013
EBITDA: Business Revenue (%)	5.10	7.69	7.30	8.21	7.88
Pre-Tax Return On Assets (%)	12.07	29.45	28.94	31.78	29.38
Pre-Tax Return on Net Worth (%)	27.16	70.88	62.09	63.08	61.61
Pre-Tax Return on Business Revenue (%)	3.07	5.98	6.47	7.81	6.41
After Tax Return on Assets (%)	10.02	21.92	21.12	23.05	22.44
After Tax Return on Net Worth (%)	22.53	52.76	45.30	45.76	47.05
After Tax Return on Business Revenue (%)	2.55	4.45	4.72	5.67	4.90
Discretionary Owner Earnings (%)	10.68	13.68	12.13	14.16	13.62

EBITDA: EBITDA: Business Revenue: Earnings Before Interest, (income) Taxes due, Depreciation and Amortization divided by Business Revenue. EBITDA: Business Revenue is a relatively controversial (and often criticized) metric designed to eliminate the effect of finance and accounting decisions when comparing companies and industry benchmarks. Tax credits and deferral procedures and non-cash expenditures (Amortization and Depreciation) are not deducted from the profit equation, as are interest expenditures.

Return on Assets: Pre-Tax or After Tax Net Profit divided by Total Assets, a critical indicator of profitability. Companies which use their assets efficiently will tend to show a ratio higher than the industry norm. The ratio may appear higher for small businesses due to owner compensation draws accounted as net profit.

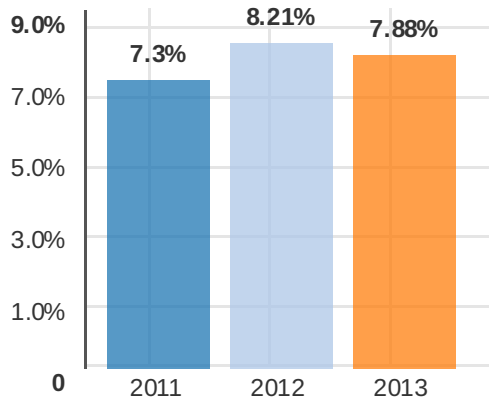
Return on Net Worth: Pre-Tax or After Tax Net Profit divided by Net Worth. This is the 'final measure' of profitability to evaluate overall return. This ratio measures return relative to investment, how well a company leverages the investment in it. May appear higher for small businesses due to owner compensation draws accounted as net profit.

Return on Business Revenue: Pre-Tax or After Tax Net Profit Net Profit divided by Annual Business Revenue, indicating the level of profit from each dollar of Business Revenue. This ratio can be used as a predictor of the company's ability to withstand changes in prices or market conditions. May appear higher for small businesses due to owner compensation draws accounted as net profit.

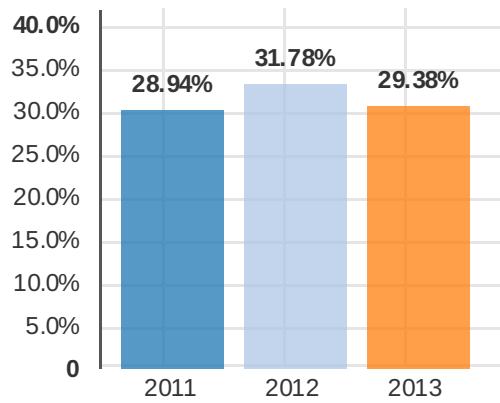
Discretionary Owner Earnings: Sums Officer Compensation, Depreciation and related non-cash expenses and Net Profit after business taxes to represent a practical measure of total return to owners. The D.O.E. metric is mainly used for small businesses.

Profitability Ratios:

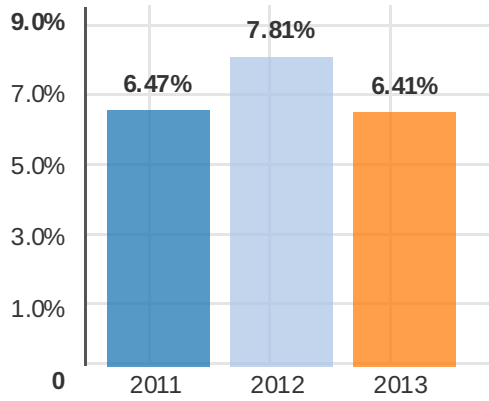
EBITDA: Sales (%)



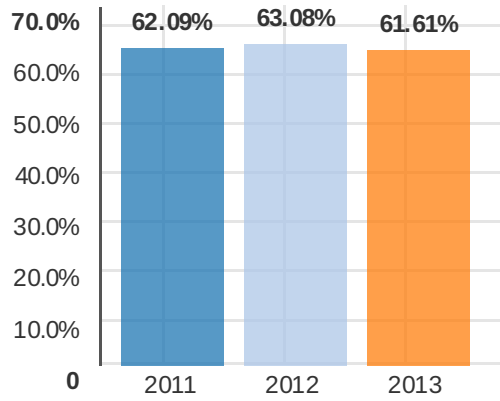
Return on Assets Pre-Tax (%)



Return On Net Worth Pre-Tax (%)



Return On Sales Pre-Tax (%)



Financial Ratios: Efficiency-Debt-Risk					
	2009	2010	2011	2012	2013
Assets: Business Revenue	0.25	0.20	0.22	0.25	0.22
Cost of Sales: Accounts Payable	15.72	17.67	16.42	15.68	16.90
Cost of Sales: Inventory	27.81	49.31	47.64	39.17	43.44
Days Inventory	13.12	7.40	7.66	9.32	8.40
Days Receivables	25.79	19.05	22.89	26.60	22.70
Days Working Capital	32.87	18.91	22.96	30.24	23.25
EBITDA: Interest Expense	7.18	11.65	40.56	22.81	19.70
Fixed Assets: Net Worth	0.50	0.63	0.55	0.44	0.50
Gross Margin: Business Revenue	0.40	0.44	0.42	0.44	0.44
Net Working Capital: Business Revenue	0.09	0.05	0.06	0.08	0.06
Loans/Notes Payable:Net Worth	0.15	0.16	0.08	0.10	0.11
Long-Term Liabilities:Net Worth	0.52	0.58	0.50	0.40	0.42

Assets: Business Revenue: Total Assets divided by Net Business Revenue, indicating whether a company is handling too high a volume of Business Revenue in relation to investment. Very low percentages relative to industry norms might indicate overly conservative sales efforts or poor sales management.

Cost of Sales: Accounts Payable: Measures the number of times payables turn over in the course of the year. High measures may indicate cash flow concerns.

Cost of Sales: Inventory: Reflects the number of times inventory is turned over during the course of the year. High levels can mean good liquidity or Business Revenue, or shortages requiring better management. Low levels may indicate poor cash flow or overstocking.

Days Inventory: $365/(\text{Cost of Sales: Inventory})$: The average number of days of items in inventory.

Days Receivables: $365/(\text{Receivables Turnover})$: Reflects the number of days that receivables are outstanding. Target average or lower.

Days Working Capital: $365/(\text{Working Capital Turnover})$: Expresses the coverage in number of days of available working capital.

EBITDA: interest expense: Earnings before Interest, (income) Taxes due, Depreciation and Amortization divided by Interest expense. Assesses financial stability by examining whether a company is at least profitable enough to pay interest expense. A ratio >1.00 indicates it is. See cautions in the listing for EBITDA.

Fixed Assets: Net Worth: Fixed Assets divided by Net Worth. High ratios relative to the industry can indicate low working capital or high levels of debt.

Gross Margin: Business Revenue: Pretax profits divided by Annual Business Revenue. This is the profit ratio before product and Business Revenue costs, as well as taxes. This ratio can indicate the "play" in other expenses which could be adjusted to increase the Net Profit margin.

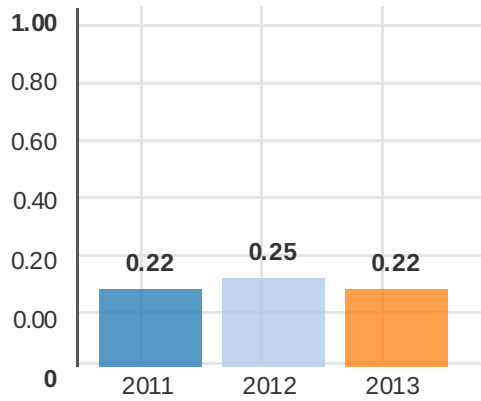
Net Working Capital: Business Revenue: Net Working Capital divided by Business Revenue. Indicates if a company is maintaining a reasonable level of liquidity relative to its Business Revenue volume. A high ratio indicate an overly conservative reliance on liquid assets, while low ratios suggests the opposite.

Loans/Notes Payable: Net Worth: The Loans/Notes Payable portion of current liabilities divided by Net Worth, a measure of debt coverage.

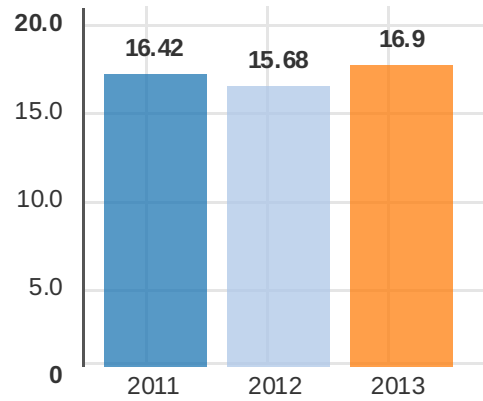
LongTerm Liabilities: Net Worth: LongTerm Liabilities divided by Net Worth, a measure of debt coverage.

Efficiency-Debt-Risk Ratios:

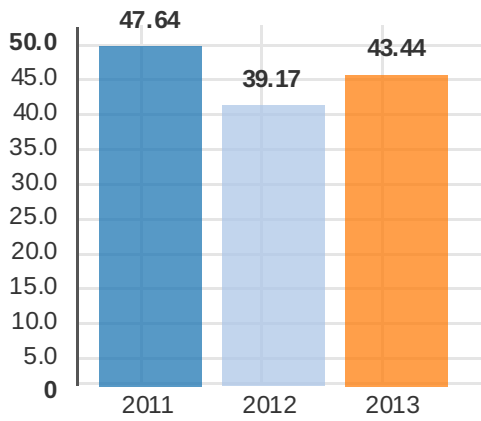
Assets : Business Revenue



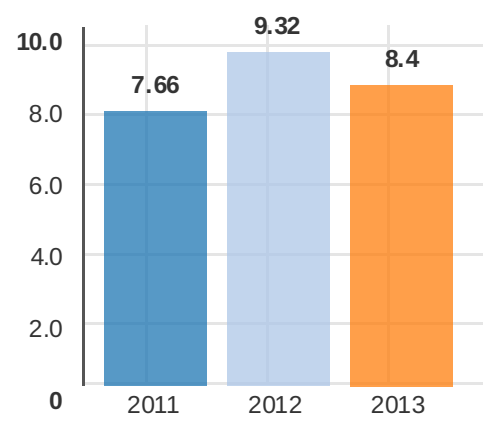
Cost of Sales : Accounts Payable



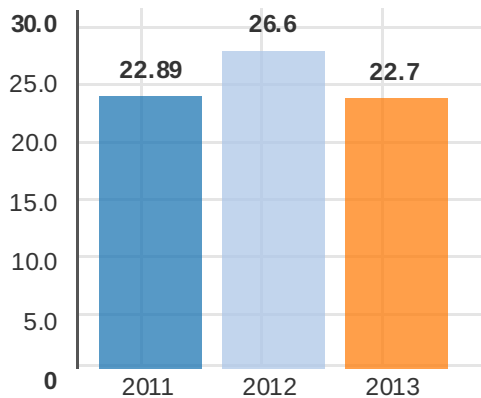
Cost of Sales : Inventory



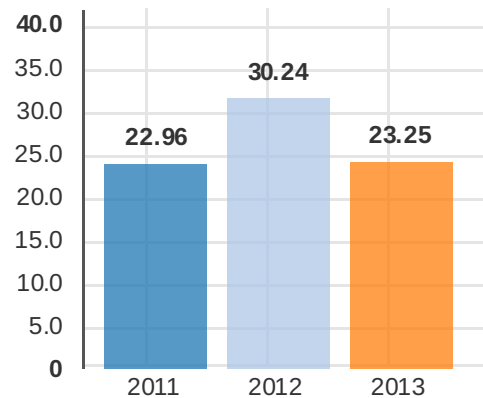
Days Inventory



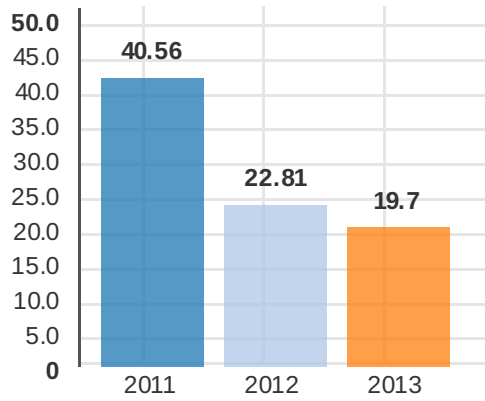
Days Receivables (x)



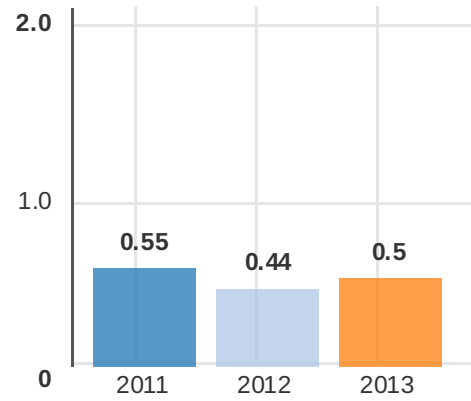
Days Working Capital (x)



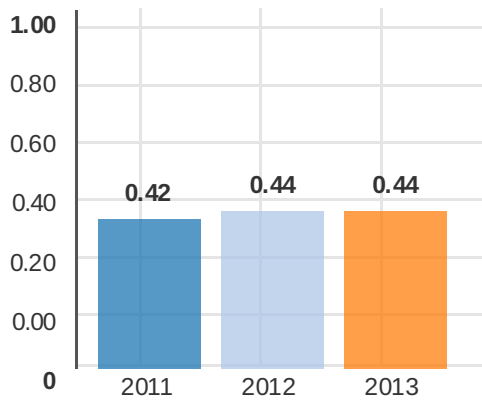
EBITDA: Interest



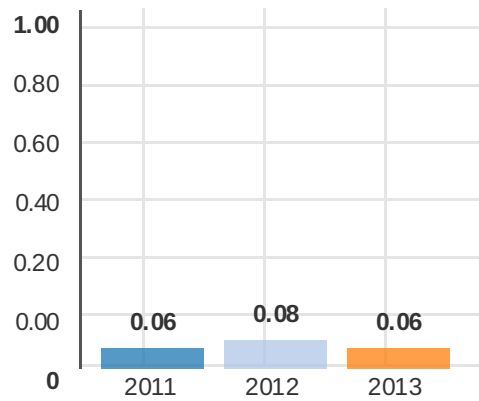
Fixed Assets: Net Worth



Gross Margin: Business Revenue



Net Working Capital: Sales



Financial Ratios: Turnover					
	2009	2010	2011	2012	2013
Cash Turnover (X)	13.85	19.05	20.14	16.28	18.73
Current Asset Turnover	5.79	8.23	7.67	6.44	7.47
Fixed Asset Turnover	17.78	18.89	17.50	18.19	19.22
Inventory Turnover (X)	46.20	87.32	81.47	69.91	77.94
Receivables Turnover (X)	14.15	19.16	15.95	13.72	16.08
Total Asset Turnover (X)	3.93	4.92	4.47	4.07	4.58
Working Capital Turnover (X)	11.10	19.31	15.90	12.07	15.70

Cash Turnover: Business Revenue divided by Cash. Indicates efficiency in the use of cash to develop Business Revenue. A more stringent ratio than Working Capital Turnover (below). Target at or slightly below industry level.

Current Asset Turnover: Business Revenue divided by Current Assets. A general indicator of the efficiency of asset use. Target at or slightly below industry level.

Fixed Asset Turnover: Business Revenue divided by Fixed Assets. An indicator of the efficiency of investment in fixed asset such as plant and equipment. Target at or slightly below industry level.

Inventory Turnover: Business Revenue divided by Inventory. This ratio gives a picture of how quickly inventory turns over. Ratios below the industry norm suggest high levels of inventory. High ratios could indicate product levels insufficient to satisfy demand in a timely manner. Target: at or slightly above industry level.

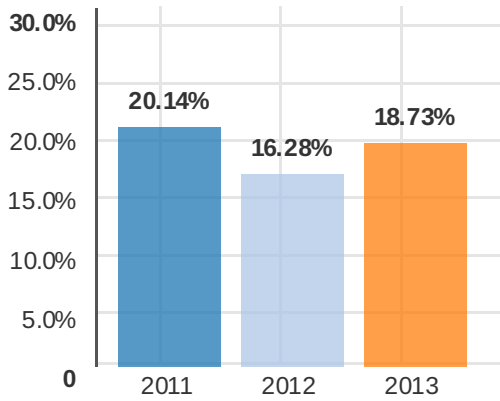
Receivables Turnover: Business Revenue divided by Receivables. An indicator of how efficiently invoiced sales are collected. Target at or slightly above industry level.

Total Asset Turnover: Business Revenue divided by Total Assets. Target: at or slightly below industry level.

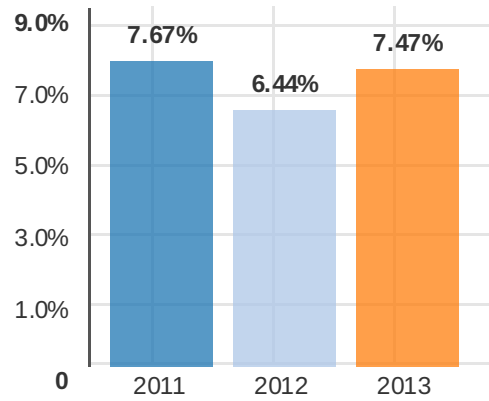
Working Capital Turnover: Business Revenue divided by Net Working Capital (current assets minus current liabilities). Ratios higher than industry norms may indicate a strain on available liquid assets, while low ratios may suggest too much liquidity. Target: at or above industry level.

Turnover Ratios:

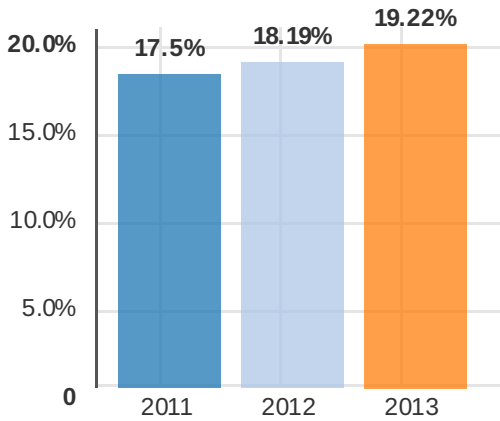
Cash Turnover



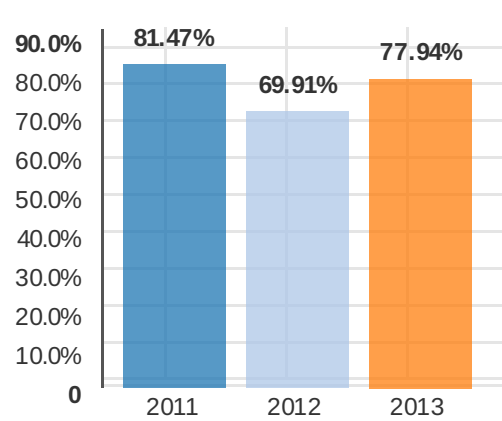
Current Asset Turnover



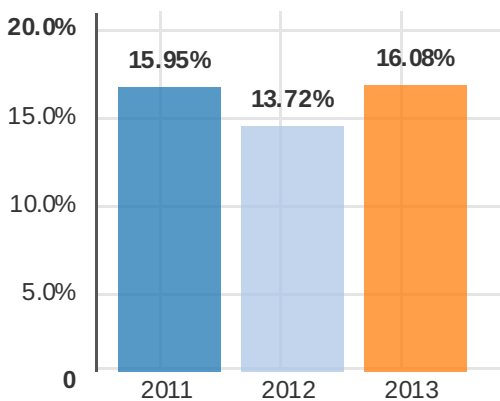
Fixed Asset Turnover



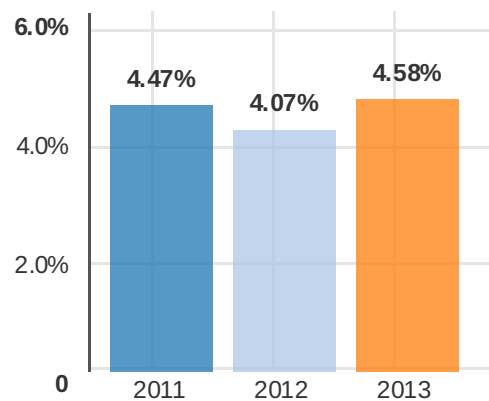
Inventory Turnover (X)



Receivables Turnover (X)



Total Asset Turnover (X)



About the Data

Raw data analyzed for BizMiner reports is sourced from an array of the nation's government and private statistical sources. None of these raw data sources creates the final measures reflected in BizMiner industry profiles. In total, BizMiner accesses over a billion sourced data points from 15 million business operations for each of its twice annual updates covering a 3-5 year time series. Historical data and BizMiner algorithms are used to inform and test projections for non-reporting firms. Data elements are sourced specifically from:

- IRS SOI Corporation Income Tax>Returns
- IRS SOI Corporation Tax Book
- IRS SOI 1040 Schedule C Income Tax Returns
- IRS SOI Statistics of Income
- Individual Tax Statistics
- US Economic Census of Manufactures
- US Census Economy Overview
- US Census Annual Survey of Manufactures
- US Census Annual Retail Trade Survey
- US Census Annual Wholesale Trade Survey
- US Census Quarterly Financial Reports
- US Census County Business Patterns
- Bureau of Labor Statistics Monthly Employment Reports
- Bureau of Labor Statistics Monthly Unemployment Reports
- US Census Wholesale Trade Report
- US Census Quarterly (New Housing) Sales by Price and Financing
- US Census Total Construction Spending
- US Census Retail Trade Report
- US Census Quarterly Services Survey
- Commercial Real Estate Survey
- Credit Reporting Agencies
- InfoGroup, Inc.
- Business Directories

While 100% firm coverage is desirable for analysis purposes, the greatest value of BizMiner reports rests in discerning patterns of activity, which are reflected in the large samples used to develop our reports. The overall current coverage of the databases surpasses 13 million active business operations at any point in time.

As is the case with any databases this large, some errors are inevitable. Some firms are missed and specific information on others is lacking from the database. Not all information received is uniform or complete, resulting in the need to develop projection algorithms for specific industry segments and metrics in some report series. No representation is made as to the accuracy of the databases utilized or the results of subsequent analyses. Neither the Brandow Company nor its resellers has undertaken independent primary research to confirm the accuracy of the data utilized in the Profile analyses. Neither the Brandow Company nor its resellers are responsible for conclusions drawn or decisions made based upon this data or analysis. In no event will the Brandow Company or its resellers be liable for any damages, direct, indirect, incidental or consequential resulting from the use of the information contained in BizMiner reports.