

Table of Contents

INTRODUCTION	1
About this Report	2
How to Use this Report.....	3
Understanding the Metrics.....	6
EXECUTIVE SUMMARY	10
Respondent Profile	11
Operating Data.....	15
Overall Profitability.....	16
Financial Statements Overview	19
Other Performance Indicators.....	21
DETAILED INFORMATION	24
All Firms and Firms by Number of Employees.....	25
All Firms and Firms by Revenue	33
All Firms, High Profit Firms and Firms by Revenue Categories.....	41
All Firms and Firms by Census Regions	49
APPENDIX	57
Survey Methodology and Demographics.....	58
Survey Questionnaire	59