

2021 NHPA Cost of Doing Business Survey

Get a Free Financial Analysis of Your Company!

How to Participate

Fill in the Company Profile information on this survey and provide us with financial information from your most recent fiscal year. See below for different ways to participate.

What's in It for You?

For your participation, you will receive a copy of the study, along with a free, robust Personalized Financial Analysis that includes your company's financial results compared to the industry, a what-if scenario generator, your company's financial ratios and other financial tools.

Your Information Is Safe

Your individual financial data is held in strict confidentiality, and no individual financial or operational data will be published. We will publish a *Cost of Doing Business Study* with aggregate results later this year.

Best Regards,

David Gowan
Chief Financial Officer
North American Hardware and Paint Association

Tell Us About Your Business

No matter which option you choose, **all survey respondents must complete the Company Profile information on this page.**

When filling out the survey, please estimate if necessary.

It is better to make an educated guess than to leave a field blank.

If you have any questions, please contact David Gowan at (317) 275-9432 or dgowan@YourNHPA.org.

Company Profile

Name/Title: _____

Company Name: _____

Mailing Address: _____

City, State, Zip Code: _____

Telephone: _____

Email: _____

1. What type of company do you consider yourself to be?
(Check only one)
 Hardware Store Home Center
 Lumber/Building Materials Outlet Paint/Decor
2. Number of Stores _____
3. How long have you been in business? _____ Years
4. Total number of employees (including owners)
Full-Time _____ Part-Time _____
Do you have an outside sales force? _____
If so, how many outside salespeople? _____
5. Space Distribution
Salesfloor _____ sq. ft.
Warehouse/Storage _____ sq. ft.
Yard _____ sq. ft.
Office & Administrative _____ sq. ft.
Total square feet _____ sq. ft.
6. Primary Wholesaler _____
7. Percent of sales by type of customer
Consumers/Retail _____ %
Contractors/Remodelers _____ %
Industrial/Commercial Accounts _____ %
8. Percent of sales by cash _____ %
9. Estimated annual customer counts (number of sales transactions) _____
10. Net sales for most recent fiscal year
(year ended _____) \$ _____
11. Net sales for fiscal year prior to that
(year ended _____) \$ _____

Instructions (U.S. Retailers Only)

Option #1: Complete All Questions on This Survey

Please complete and mail the survey using your most recent fiscal year data by **June 30, 2021**.

Option #2: Send Us Your Financial Information

Instead of filling out the entire survey, you can fill out the Company Profile information on this page, then attach a copy of your most recent balance sheet and income statement (12 months of data) and mail them by **June 30, 2021** to:

North American Hardware and Paint Association
Attention: Dave Gowan
1025 E. 54th St.
Indianapolis, IN 46220

Option #3: Submit Information Online

Fill out the survey online or upload your financials by visiting **YourNHPA.org/codb**.

Option #4: Email Your Information

Email David Gowan at **dgowan@YourNHPA.org** with your Company Profile information and financial documents.