NHPA
North American Hardware and Paint Association

2022 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

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, 2022**.

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, 2022** to:

North American Hardware and Paint Association
Attention: CODB Coordinator
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.

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_____) $ _____