

## 2012 Hispanic Business Company Profile

Company Information	
Full Company Name	
Formerly known as/Doing Business as (if applicable)	
Chief Executive Officer	
What is CEO's year of birth?	
Chief Financial Officer	
Mailing Address	
City	State
	Zip
Phone ( )	Fax ( )
E-mail Address	Website Address
Year Company founded	2011 no. employees
2010 No. Employees	2007 no. employees
Is the CEO Hispanic? <input type="radio"/> Yes <input type="radio"/> No	Corporate email address

Ownership Information	
Company is <input type="radio"/> Private <input type="radio"/> Public	Where traded?
If the company is a subsidiary, list parent	
Please list subsidiaries	
What percentage of the company is Hispanic-owned? %	Hispanic female owned? %
Are Hispanic principals U.S. citizens? <input type="radio"/> Yes <input type="radio"/> No	
Name(s) of majority owner(s)	
Ethnic Heritage of principals <input type="radio"/> Cuban <input type="radio"/> Mexican <input type="radio"/> Puerto Rican <input type="radio"/> Spanish <input type="radio"/> Other _____	
<input type="radio"/> Central American (which country) _____	<input type="radio"/> South American (which country) _____

Healthcare and Benefits	
What employee benefits does the company provide? (Circle all that apply)	
<input type="radio"/> Profit Sharing <input type="radio"/> 401k <input type="radio"/> Health Insurance <input type="radio"/> Dental/Vision/Life	
What percentage of Revenues are your Healthcare Costs? %	\$
Please list any Wellness services supplied to employees or innovations to reduce Healthcare costs:	

Export Data	
Does your company export products/services? <input type="radio"/> Yes <input type="radio"/> No	
Total revenue from exports: 2011 \$	2010 \$
List the five most important countries, with percent of total exports:	
1. _____ %	2. _____ %
3. _____ %	4. _____ %
5. _____ %	

Business Operations	
Is the company minority-certified? <input type="radio"/> Yes <input type="radio"/> No	
Certifying agencies: <input type="radio"/> Local government <input type="radio"/> State government <input type="radio"/> Regional purchasing council <input type="radio"/> National purchasing council <input type="radio"/> SBA 8 (a) program <input type="radio"/> Other _____	
Indicate percentage of revenue generated by government contracting:	
Federal _____ %	State _____ % City/County _____ %
Primary type of business: <input type="radio"/> Automotive <input type="radio"/> Construction <input type="radio"/> Finance <input type="radio"/> Manufacturing <input type="radio"/> Retail <input type="radio"/> Service <input type="radio"/> Transportation <input type="radio"/> Wholesale <input type="radio"/> Energy	
Describe company's primary products and services:	

Financial Data	
List company's revenue (amount on line 1c of corporate/partnership tax return) for calendar years:	
2011 _____	2010 _____ 2007 _____
List company's billings if different from above (total amount of goods sold or services rendered):	
2011 _____	2010 _____ 2007 _____
2011 profit range <input type="radio"/> (a) loss <input type="radio"/> (b) 0-5% <input type="radio"/> (c) 6-10% <input type="radio"/> (d) 11-15% <input type="radio"/> (e) 16% or more	
2007 profit range <input type="radio"/> (a) loss <input type="radio"/> (b) 0-5% <input type="radio"/> (c) 6-10% <input type="radio"/> (d) 11-15% <input type="radio"/> (e) 16% or more	
Sources of current funding (circle all that apply): <input type="radio"/> Commercial loan <input type="radio"/> Personal bank loan <input type="radio"/> Venture capital	
<input type="radio"/> Own savings <input type="radio"/> Factoring <input type="radio"/> Credit card <input type="radio"/> Private placement <input type="radio"/> Public offering <input type="radio"/> Personal loan	
In the next three years, do you plan to access venture or equity capital to grow your business?	
What is the biggest barrier to accessing capital markets?	
<input type="radio"/> Market conditions <input type="radio"/> Experience <input type="radio"/> Sources of funding <input type="radio"/> Other _____	

Additional Information	
What is your company's revenue estimate for 2012?	
<input type="radio"/> Decrease <input type="radio"/> + 0-5% <input type="radio"/> + 6-11% <input type="radio"/> +12% or more	
What are the staffing plans for next year? <input type="radio"/> Hire <input type="radio"/> Lay off <input type="radio"/> No change	
What is the biggest barrier to sales growth?	
<input type="radio"/> Lack of capital <input type="radio"/> Competition <input type="radio"/> Labor shortage <input type="radio"/> Market conditions <input type="radio"/> Other _____	
<b>The above information is certified correct by Chief Executive Officer, Chief Financial Officer, or a Certified Public Accountant representing the company.</b>	
Name _____	Title _____ Date _____
(please print)	
Signature _____	