

# Business Valuation Scorecard

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**Total = 846**

Business Size			
Annual Revenue (\$)		#	%
0	500,000	265	31.3%
500,000	1,000,000	192	22.7%
1,000,000	2,000,000	175	20.7%
2,000,000	5,000,000	149	17.6%
5,000,000	10,000,000	44	5.2%
10,000,000	+	21	2.5%
<b>Total</b>		<b>846</b>	<b>100.0%</b>

Business Type		
Type	#	%
Construction & Agriculture	64	7.6%
Manufacturing	73	8.6%
Wholesale - Distribution	34	4.0%
Retail	116	13.7%
Bars, Restaurants & Food Service	117	13.8%
Healthcare	71	8.4%
Professional	37	4.4%
Business services	116	13.7%
Personal services	75	8.9%
Education	10	1.2%
Finance, Insurance & Real Estate	45	5.3%
Fitness & Recreation	27	3.2%
Transportation - Trucking	13	1.5%
Information - Publishing	16	1.9%
Liquor license	31	3.7%
Other	1	0.1%
<b>Total</b>	<b>846</b>	<b>100.0%</b>

Purpose of Valuation		
Purpose	#	%
Buying - Selling	298	35.2%
Lending - SBA	262	31.0%
Divorce	121	14.3%
Business Planning	67	7.9%
Financial Planning	32	3.8%
Estate & Gift	35	4.1%
Litigation	13	1.5%
ESOP	9	1.1%
Built-in Gains, Price Allocation	6	0.7%
Bankruptcy	3	0.4%
<b>Total</b>	<b>846</b>	<b>100.0%</b>