

# Business Valuation Scorecard

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**Total = 802**

Business Size			
Annual Revenue (\$)		#	%
0	500,000	256	31.9%
500,000	1,000,000	181	22.6%
1,000,000	2,000,000	165	20.6%
2,000,000	5,000,000	137	17.1%
5,000,000	10,000,000	42	5.2%
10,000,000	+	21	2.6%
<b>Total</b>		<b>802</b>	<b>100.0%</b>

Business Type		
Type	#	%
Construction & Agriculture	58	7.2%
Manufacturing	69	8.6%
Wholesale - Distribution	33	4.1%
Retail	111	13.8%
Bars, Restaurants & Food Service	111	13.8%
Healthcare	69	8.6%
Professional	34	4.2%
Business services	111	13.8%
Personal services	73	9.1%
Education	10	1.2%
Finance, Insurance & Real Estate	43	5.4%
Fitness & Recreation	24	3.0%
Transportation - Trucking	12	1.5%
Information - Publishing	15	1.9%
Liquor license	28	3.5%
Other	1	0.1%
<b>Total</b>	<b>802</b>	<b>100.0%</b>

Purpose of Valuation		
Purpose	#	%
Buying - Selling	287	35.8%
Lending - SBA	247	30.8%
Divorce	112	14.0%
Business Planning	61	7.6%
Financial Planning	31	3.9%
Estate & Gift	33	4.1%
Litigation	13	1.6%
ESOP	9	1.1%
Built-in Gains, Price Allocation	6	0.7%
Bankruptcy	3	0.4%
<b>Total</b>	<b>802</b>	<b>100.0%</b>