

FORM **BE-20**
(5-5-87)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

BEA USE ONLY

Control number

11

**BENCHMARK SURVEY
OF SELECTED SERVICES
TRANSACTIONS
WITH UNAFFILIATED
FOREIGN PERSONS
1986**

MANDATORY — This survey is being conducted pursuant to the International Investment and Trade in Services Survey Act (P.L. 94 — 472, 90 Stat. 2059, 22 U.S.C. 3101 to 3108, as amended by P.L. 98 — 573 — hereinafter "the Act"), and the filing of reports is mandatory pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3104).

CONFIDENTIALITY — The Act provides that your report to this Bureau is CONFIDENTIAL. It may be used only for analytical or statistical purposes and CANNOT be used for purposes of taxation, investigation, or regulation. The Act also provides that copies retained in your files are immune from legal process.

Part I NAME, ADDRESS, AND DETERMINATION OF REPORTING STATUS

Section A — Name and address

**MAIL
REPORTS
TO**

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50 (SSB)
Washington, DC 20230

OR

**DELIVER
REPORTS
TO**

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50 (SSB), Room 608
1401 K Street, N.W.
Washington, DC 20005

1. Name and principal address of U.S. Reporter —

2. An address label, if affixed, shows the name and address of this U.S. Reporter, as known to BEA. If the name and address are correct, write "same" in the space below. If there are **any** changes in name or address on the label or if no label has been affixed, enter the name and address in full.

Skip a single block between words.

Name of U.S. Reporter

001	1																					
-----	---	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Street or P.O. Box

002	1																					
-----	---	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

City and State

003	1																					
-----	---	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

ZIP Code

3. BEA USE ONLY

004	1		2		3		4
-----	---	--	---	--	---	--	---

4. BEA USE ONLY

005	1		2		3		4
-----	---	--	---	--	---	--	---

NOTE — A single original copy of this report must be filed with the Bureau of Economic Analysis (BEA); please use the copy with the address label if such a labeled copy has been provided.

Important

Read **General Instructions**, which contain definitions, before completing form.

Data to be provided in this report should represent the U.S. Reporter's 1986 fiscal year.

A. REPORTING REQUIREMENTS — See I.A. of the **General Instructions** for who must report and transactions to be reported.

B. HOW TO REPORT — This form contains two Parts and six Schedules, A—F. Part I (Name, Address, and Determination of Reporting Status) requests information needed to determine whether a report is required and which schedules apply. It should be completed by all U.S. persons who are filing pursuant to the mandatory reporting requirement of the survey, or who are reporting data on a voluntary basis, or to whom BEA has sent a copy of the form but who are not reporting any data (see I.A. 1. and I.A. 2. of the **General Instructions**). Part II (Identification and Selected Financial and Operating Data of U.S. Reporter) requests information about the reporting entity. It should be completed only by U.S. persons subject to the survey's mandatory reporting requirement. Each of the Schedules A—F covers a particular group of services and is to be completed only if a U.S. Reporter has transactions of the type covered by the individual schedule. On a given schedule, Reporters subject to the survey's mandatory reporting requirement should complete Section A. They are also requested to complete Section B, if applicable. Reporters subject only to the survey's voluntary reporting requirement (see I.A. 2. of the **General Instructions**) are requested to complete Section B of each schedule, if applicable.

If the U.S. Reporter is a corporation, the data in this report are to be for the fully consolidated domestic enterprise (see I.D. of the **General Instructions**).

If the U.S. Reporter is a corporation and is owned to the extent of more than 50 percent of its voting stock by another U.S. corporation, the parent corporation should file this report unless the U.S. Reporter is a normally unconsolidated subsidiary required to file a separate report. Therefore, before completing Part I,

you may want to ascertain your reporting status. If, in Part II, you would answer "Yes" to item 4 and "No" to item 5, you should complete only items 1 and 2 of Part I, Section A, and items 4 and 5 of Part II, and return this survey packet to BEA.

C. OPTIONAL CHECKLIST — For the convenience of Reporters, an "Optional Checklist" (Supplement A) has been provided with this survey to help companies determine, without a records search, whether or not the "parts" or units of their company had reportable transactions, either sales or purchases, with unaffiliated foreign persons in FY 1986. This "Optional Checklist" is for internal use by companies only and should not be returned to BEA.

D. ASSISTANCE — Telephone (202) 523-0632 during office hours—7:30 a.m. to 4:00 p.m. eastern time.

E. DUE DATE — A completed report on Form BE-20 shall be due no later than September 30, 1987.

F. GENERAL NOTES

1. Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000).

EXAMPLE — If amount is **\$1,334,615.00**, report as

Bil.	Mil.	Thous.
		1,335

2. If an item is between + or - \$500.00, enter "0."

PENALTIES — Whoever fails to report may be subject to a civil penalty not exceeding \$10,000 and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment or both. (See Section 6 of the Act, 22 U.S.C. 3105.)

PERSON TO CONSULT
CONCERNING QUESTIONS
ABOUT THIS REPORT
Enter name and address

TELEPHONE NUMBER

Area code Number Extension

CERTIFICATION

The undersigned official certifies that the information contained in this report is correct and complete to the best of his/her knowledge.

Authorized official's signature

Print or type name and title

Date

This historical survey form is no longer valid
and is for information purposes only.
Current survey forms are at
www.bea.gov/help/information-for-survey-respondents.

12

Section B — Determination of reporting status — Mandatory reporting

Separately for sales (receipts) and purchases (payments), mark (X) "Yes" or "No" beside each type of service listed below to indicate whether your company had an individual transaction with an unaffiliated foreign person that exceeded \$250,000. See the schedules for a detailed description of each type of service.

A "transaction" is the total value, as entered on the respondent's books, of services sold to or purchased from an unaffiliated foreign person during the respondent's 1986 fiscal year.

The U.S. Reporter may rely on the "Optional Checklist" provided in Supplement A to complete this section of Part I.

If "Yes" is marked for any type of service, for either sales or purchases, complete and return to BEA, Part I (Sections A, B, and C) and Part II of this form, and the appropriate schedule(s).

If "No" is marked for all activities, for both sales and purchases, proceed to Part I, Section C, to determine if you may have transactions subject to voluntary reporting.

Type of service	SALES (RECEIPTS)			PURCHASES (PAYMENTS)		
	Had a transaction exceeding \$250,000?		If "Yes," report data on —	Had a transaction exceeding \$250,000?		If "Yes," report data on —
	Yes	No		Yes	No	
1. Advertising services	001	2	Schedule A	3	4	Schedule F
2. Computer and data processing services	002	2	Schedule B	3	4	Schedule F
3. Data base and other information services	003	2	Schedule C	3	4	Schedule F
4. Telecommunications services	004	2	Schedule D, Part I	3	4	Schedule D, Part II
5. Agricultural services	005	2	Schedule E	3	4	Schedule F
6. Research and development, and commercial testing, laboratory services	006	2	Schedule E	3	4	Schedule F
7. Management, consulting, and public relations services	007	2	Schedule E	3	4	Schedule F
8. Management of health care facilities	008	2	Schedule E	3	4	Schedule F
9. Accounting, auditing, and bookkeeping services	009	2	Schedule E	3	4	Schedule F
10. Legal services	010	2	Schedule E	3	4	Schedule F
11. Educational and training services	011	2	Schedule E	3	4	Schedule F
12. Mailing, reproduction, and commercial art	012	2	Schedule E	3	4	Schedule F
13. Employment agencies and temporary help supply services	013	2	Schedule E	3	4	Schedule F
14. Industrial engineering services	014	2	Schedule E	3	4	Schedule F
15. Industrial-type maintenance and repair, installation, and training services	015	2	Schedule E	3	4	Schedule F
16. Performing arts, sports, and other live performances, presentations, and events	016	2	Schedule E	3	4	Schedule F
17. Direct insurance	017		Not reportable	3	4	Schedule F
18. Construction, engineering, architectural, and mining services	018		Not reportable	3	4	Schedule F

Section C — Determination of reporting status — Voluntary reporting

For both sales and purchases, a U.S. person receiving this survey is requested to provide an estimate of the total value of individual transactions that are \$250,000 or less for each activity listed in Part I, Section B, of this form for which such total exceeds \$500,000 during the U.S. person's 1986 fiscal year. For any given activity, an estimate is requested whether or not the person also had an individual transaction exceeding \$250,000. These estimates may be judgmental (not based on accounting records). They should be reported on line 32, Section B, of each schedule, and are not to be distributed by country. Information provided on these transactions will make the survey results more complete and will better ensure that all types of services are adequately represented in any negotiations or other policy initiatives supported by the survey data.

Mark (X) one

- 019 1 The U.S. Reporter is reporting some data on line 32, Section B of the appropriate schedules.
- 2 The U.S. Reporter has reviewed its activities and, in its judgment, has no activity for which the total value of such transactions is estimated to exceed \$500,000.
- 3 The U.S. Reporter is not reporting in the voluntary part of the survey for other reasons.

If "No" was marked for all activities listed in Part I, Section B, of this form and:

- (a) If 1 immediately above was marked — File with BEA a report consisting of Part I (with Sections A, B, and C completed) and the appropriate schedules (with entries in Section B). Part II is not required if you are reporting only in the voluntary part of the survey.
- (b) If 2 or 3 immediately above was marked — File with BEA only Part I (with Sections A, B, and C completed).

• NOTE: Part II is to be completed only by those who must report on a mandatory basis.

1. Form of organization of U.S. Reporter

Those who mark 3 below are not required to complete the rest of this Part II. They should complete and file Part I; item 1 of Part II; and the applicable schedules.

- 001 1 Corporation — Proceed to item 2
- 2 Partnership — SKIP to item 6
- 3 Other — Specify

NOTE: For items 2—5 only — In general, all U.S. domestic business enterprises encompassed in the definition of U.S. Reporter must be included in this report. However, it is recognized that certain U.S. subsidiaries normally may not be consolidated into a U.S. company's report to shareholders (because, for example, the subsidiary is in an unrelated line of business). If such a subsidiary has covered transactions, it must file a separate Form BE-20 under its own name, as specified in I.D. of the General Instructions.

2. Does this U.S. Reporter have domestic subsidiaries, etc., that are not normally included in its consolidated reports to shareholders?

- 002 1 Yes — Proceed to item 3
- 2 No — SKIP to item 4

3. If you answered "Yes" to item 2, give the name of each such unconsolidated domestic subsidiary below and indicate whether or not it has covered transactions. Each subsidiary with covered transactions must file a report under its own name. (If the space provided below is insufficient to list all such subsidiaries, continue on a separate sheet, referenced to this item.)

Had no covered transactions	Had covered transactions and will file a separate report	BEA USE ONLY		
		003	1	2
		Name of subsidiary		

4. Is this corporation owned to the extent of more than 50 percent of its voting stock by another U.S. business enterprise?

- 004 1 Yes — Proceed to item 5
- 2 No — SKIP to item 6

5. If the answer to item 4 was "Yes," are you a normally unconsolidated subsidiary filing a separate BE-20 report?

- 005 1 Yes — Give name of parent company in space below. (For the purposes of this report, you, not the parent company, are considered to be the U.S. Reporter.)
- 2 No — Complete items 1 and 2 of Part I, Section A, and in the space below, give the name and address of the U.S. business enterprise of which you are a subsidiary. Return this BE-20 survey packet to BEA. Do not complete the remainder of this form.

Name _____

Address — Number and street _____

City, State, and ZIP Code _____

6. Primary employer identification number used by the U.S. Reporter to file U.S. income and payroll taxes.

006 1 | | | | | | | | | | | |

7. Enter the ending date of this U.S. Reporter's 1986 fiscal year. (A U.S. Reporter's 1986 fiscal year is its financial reporting year that has an ending date in calendar year 1986.)

007 1 | | | | | | | | | | | |

Month	Day	Year

8. Was a Form BE-11A in the Annual Survey of U.S. Direct Investment Abroad, or a Form BE-15 Annual Survey of Foreign Direct Investment in the United States, filed with BEA for this U.S. Reporter for 1985. AND is your reporting status unchanged so that you will file the same report(s) for 1986?

- Yes — Mark (X) 1 or 2 below
- 008 1 File BE-11A only — Proceed directly to the schedules required, as determined in Part I; do not complete items 9—26 of Part II
- 2 File BE-15 only or both forms — Proceed directly to item 21 of Part II
- No — Proceed to item 9

BEA USE ONLY	2	3

9. Major activity of U.S. Reporter —

Note that, for consistency, the direct investment industry classifications are being used for this services survey. For this item and for items 21 through 26, the output and sales of the construction and the wholesale and retail trade industries are to be considered "goods" even though these three industries are defined as "services" in this survey.

- 009 1 Production of goods — The U.S. Reporter is primarily engaged in manufacturing, fabricating, assembling, processing, growing, or mining or extracting (including exploration and development) goods. These activities are coded in the 000, 100, 200, or 300 series, except 070, 108, and 138, of the codes listed in the Direct Investment Industry and Foreign Trade Classifications Booklet.
- 2 Sales of goods — The U.S. Reporter is primarily engaged in selling (at wholesale or retail) goods which it does not produce. These activities are coded in the 500 series of the codes listed in the Direct Investment Industry and Foreign Trade Classifications Booklet.
- 3 Provision of services — The U.S. Reporter is primarily engaged in providing services, such as banking, public utilities, transportation, lodging, consulting, accounting, engineering, and holding companies. These activities are coded in the 400, 600, 700, or 800 series, or in 070, 108, or 138, of the codes listed in the Direct Investment Industry and Foreign Trade Classifications Booklet.

10. What is the major good or service involved in the activity of the U.S. business enterprise being reported?

BEA USE ONLY			
010	1	2	3

22 INDUSTRY CLASSIFICATION OF U.S. REPORTER (by sales or gross operating revenues)

Enter the appropriate 3-digit industry code(s), and the sales (as defined in item 21) associated with each code. See the "Summary of Industry Classifications" in the **Direct Investment Industry and Foreign Trade Classifications Booklet**, which also contains a full explanation of each code. If you use fewer than eight codes, you must account for one hundred percent of sales. Holding companies should show total income rather than sales. Note, however, that a U.S. Reporter that is a conglomerate must determine its industry code based on the activities of the fully consolidated domestic enterprise. The "holding company" classification (i.e., DI code 671), therefore, is often an invalid industry classification for a conglomerate. Call BEA for further assistance if this is the U.S. Reporter's apparent classification.

	Industry code	Sales (Thousands of U.S. dollars)
11. Enter code with largest amount of sales	011	2
12. Enter code with 2nd largest amount of sales	012	2
13. Enter code with 3rd largest amount of sales	013	2
14. Enter code with 4th largest amount of sales	014	2
15. Enter code with 5th largest amount of sales	015	2
16. Enter code with 6th largest amount of sales	016	2
17. Enter code with 7th largest amount of sales	017	2
18. Enter code with 8th largest amount of sales	018	2
19. TOTAL AMOUNT OF SALES ACCOUNTED FOR — Sum of items 11 through 18 If less than total sales, BEA will, if necessary, contact the U.S. Reporter to obtain additional details for correctly determining industry classification.	019	2

BEA USE ONLY — Primary Industry Code ³

EMPLOYMENT

Employment data should be based on payroll records. It should relate to activities during the fiscal year regardless of whether such activities were charged as an expense on the income statement, charged to inventories, or capitalized. Do not include data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.

Employment is the number of full-time employees on the payroll at the end of the fiscal year. A count taken during rather than at the end of the fiscal year may be used provided it is a reasonable proxy for the end-of-period number. If employment at the end of the fiscal year, or the count taken at some other time during the fiscal year, was unusually high or low because of temporary factors (e.g., a strike) or large seasonal variation, the number of employees that reflects normal operations, or an average for the fiscal year, should be given.

	Number of U.S. employees
20. Total U.S. employment — Number of full-time and part-time U.S. employees on the U.S. Reporter's payroll at the end of the fiscal year, excluding home workers and independent sales personnel who are not employees	020

DISTRIBUTION OF SALES OR GROSS OPERATING REVENUES

For purposes of distributing sales or gross operating revenues between sales of "goods" and sales of "services," consider as sales of goods those sales that are associated with industries coded in the 000, 100, 200, 300, and 500 series, except 070, 108, or 138; consider as sales of services those sales that are associated with industries coded in the 400, 600, 700, or 800 series, or in codes 070, 108, or 138. The list of industry classifications is given in the **Direct Investment Industry and Foreign Trade Classifications Booklet**. The disaggregation of sales by industry in this section should be consistent with the disaggregation used in items 11–18 (Industry Classification of U.S. Reporter). When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately valued), classify as a good or service based on whichever accounts for a majority of the value. If actual figures are not available, give best estimates.

See explanatory note for item 9 concerning treatment of the construction and the wholesale and retail trade industries.

Note: Item 26 should include the sales to (receipts from) unaffiliated foreign persons, as reported on Schedules A through F. Equality is not expected as certain service transactions are excepted from this survey and some transactions may be recorded as receipts of "other income" rather than sales.

	Amount (Thousands of U.S. dollars)
21. Sales or gross operating revenues — Gross sales minus returns, allowances, and discounts, or gross operating revenues, both exclusive of consumption taxes levied directly on the consumer and excise taxes levied on manufacturers, wholesalers, and retailers. — Sum of items 22 through 26	021
22. Sales of goods	022
23. Sales of services to — U.S. persons	023
24. Foreign affiliates of this U.S. Reporter	024
25. Foreign parent and other members of the affiliated foreign group	025
26. Unaffiliated foreign persons	026

SCHEDULE A — SALES OF ADVERTISING SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1986

INSTRUCTIONS

This schedule is to be completed only by advertising and media firms.

Columns (3) and (4) are to be completed by U.S. Reporters that are advertising agencies (or that include such an agency within the consolidated reporting entity, in which case the columns are to be completed with reference only to the transactions of the agency). Sales by media companies (e.g., broadcasters, publishers, etc.) that are arranged through U.S. advertising agencies are presumed to be reflected in billings of the advertising agencies; thus, in order to avoid duplication, they should not be reported by the media suppliers. U.S. advertising agencies should report only direct transactions with unaffiliated foreign clients. Exclude transactions that are with the U.S. affiliates of foreign clients, rather than directly with foreign clients; such transactions are considered domestic (U.S.-to-U.S.) and are, therefore, outside the scope of this survey.

Report gross billings to unaffiliated foreign clients and gross income from sales to unaffiliated foreign clients. **Gross billings** include all charges to clients, whether for media space and time, outside purchases (of photography, art work, etc.) made on behalf of clients, or charges for inside services (i.e., services performed inside the agency by the agency's own employees). **Gross income** includes agency commissions, charges for outside services, and charges for inside services; it excludes charges for media space and time. Both measures exclude charges for services other than advertising, such as public relations services or market research not directly associated with an advertising campaign. Such services should be reported on Schedule E.

Column (5) of this schedule is to be completed only by media companies (broadcasters, publishers, etc.) to report direct sales of advertising services to foreign persons. Such companies should not report in column (5) any advertising arranged by U.S. advertising agencies, including U.S. affiliates of foreign advertising agencies.

**SCHEDULE A – SALES OF ADVERTISING SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS – 1986**

- Section A is **required** to be completed for any activity for which the value of an individual transaction exceeded \$250,000.
- Section B is **requested** to be completed for any activity for which the total value of individual transactions of \$250,000 or less is judged to exceed \$500,000.

U.S. REPORTER'S SALES TO UNAFFILIATED FOREIGN PERSONS

RECEIPTS FROM	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS				
	(1)	(2)	Gross billings to unaffiliated foreign clients (3)	Gross income received from unaffiliated foreign clients (4)	Direct sales to unaffiliated foreign persons by media (not arranged by an ad agency) (5)		
Section A – Value of transactions exceeding \$250,000 each							
1. All countries, total	001						
2. Australia	002	601					
3. Belgium	003	302					
4. Brazil	004	202					
5. Canada	005	100					
6. France	006	307					
7. Germany	007	308					
8. Hong Kong	008	611					
9. Israel	009	504					
10. Italy	010	314					
11. Japan	011	614					
12. Luxembourg	012	316					
13. Mexico	013	213					
14. Netherlands	014	319					
15. Philippines	015	623					
16. Saudi Arabia	016	511					
17. South Korea	017	626					
18. Spain	018	323					
19. Sweden	019	324					
20. Switzerland	020	325					
21. Taiwan	021	628					
22. United Kingdom	022	327					
23. Venezuela	023	219					
Other – <i>Specify (Use additional copied sheets as necessary)</i>							
24.	024						
25.	025						
26.	026						
27.	027						
28.	028						
29.	029						
30.	030						
31.	031						
Section B – Value of transactions of \$250,000 or less each							
32. All countries, total	032	709					
BEA USE ONLY	033						

This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

SCHEDULE B — SALES OF COMPUTER AND DATA PROCESSING SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1986

INSTRUCTIONS

Complete this schedule if, during the reporting period, you had receipts from unaffiliated foreign persons for computer or data processing services.

Column (3), Data entry, processing, and tabulation — Include both batch and remote processing services.

Column (4), Computer systems analysis, design, engineering, and custom programming

Column (5), Software services, excluding custom programming — Include receipts and payments for prepackaged software and for rights to use, reproduce, or distribute such software.

Column (6), Computer and data processing equipment leasing (except financial leasing) — Include rentals for leases that have not been capitalized.

Column (7), Integrated hardware/software systems — Include systems consisting of purchased computers and peripheral equipment that are then matched with software products or custom software in order to provide complete information systems for clients. Do not include hardware manufactured by the seller of the integrated system.

Column (8), Other computer services — Include timesharing, maintenance, repair, etc.

Exclude computer or data processing services incidental to the performance of other services, such as accounting, product design, mailing services, etc. Such services should be reported on Schedule E.

SCHEDULE B – SALES OF COMPUTER AND DATA PROCESSING SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS – 1986

- Section A is **required** to be completed for any activity for which the value of an individual transaction exceeded \$250,000.
- Section B is **requested** to be completed for any activity for which the total value of individual transactions of \$250,000 or less is judged to exceed \$500,000.

U.S. REPORTER'S SALES TO UNAFFILIATED FOREIGN PERSONS

REPORT IN THOUSANDS OF U.S. DOLLARS

RECEIPTS FROM	BEA USE ONLY		Data entry, processing, and tabulation (3)	Computer systems analysis, design, engineering, and custom programming (4)	Software services, excluding custom programming (5)	Computer and data processing equipment leasing (except financial leasing) (6)	Integrated hardware/software systems (7)	Other computer services* (8)
	(1)	(2)						
Section A – Value of transactions exceeding \$250,000 each	1	2	3	4	5	6	7	8
1. All countries, total 001								
2. Australia 002	601							
3. Belgium 003	302							
4. Brazil 004	202							
5. Canada 005	100							
6. France 006	307							
7. Germany 007	308							
8. Hong Kong 008	611							
9. Israel 009	504							
10. Italy 010	314							
11. Japan 011	614							
12. Luxembourg 012	316							
13. Mexico 013	213							
14. Netherlands 014	319							
15. Philippines 015	623							
16. Saudi Arabia 016	511							
17. South Korea 017	626							
18. Spain 018	323							
19. Sweden 019	324							
20. Switzerland 020	325							
21. Taiwan 021	628							
22. United Kingdom 022	327							
23. Venezuela 023	219							
Other – <i>Specify (Use additional copied sheets as necessary)</i>								
24. _____ 024								
25. _____ 025								
26. _____ 026								
27. _____ 027								
28. _____ 028								
29. _____ 029								
30. _____ 030								
31. _____ 031								
Section B – Value of transactions of \$250,000 or less each	1	2	3	4	5	6	7	8
32. All countries, total 032	709							
BEA USE ONLY 033								

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.

SCHEDULE C — SALES OF DATA BASE AND OTHER INFORMATION SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1986

INSTRUCTIONS

Report on this schedule receipts from unaffiliated foreign persons for data base or other information services. Report receipts for access to all types of on-line data bases.

Column (3), Business and economic data base services — General business and economic data base services, including business news services, stock quotation services, and financial information services.

Column (4), Medical, legal, technical, demographic, bibliographic, and similar data base services

Column (5), General news services — News services, such as those provided by a news syndicate. May include general business news but excludes news services that are primarily of a business nature, which should be reported in column (3).

Column (6), Other information services — Includes hotel, airline, automobile rental, and other reservation systems; credit reporting and authorization systems; and other information services.

Report only the charge for the use of the data base or information service itself, and only where a separate, explicit charge is made for such use. In instances where the charge for use of the data base is not explicit, but is subsumed in the charge for some other service, such as fees for economic forecasting services, commissions on ticket sales, or discounts on credit card vouchers, do not report the charge on this schedule. If, however, the other service is covered by another schedule, the charges should be included on that schedule.

*This historical survey form is no longer valid
and current survey forms are at
www.bea.gov/help/submit-form-for-survey-respondents.*

**SCHEDULE C — SALES OF DATA BASE AND OTHER INFORMATION SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1986**

- Section A is **required** to be completed for any activity for which the value of an individual transaction exceeded \$250,000.
- Section B is **requested** to be completed for any activity for which the total value of individual transactions of \$250,000 or less is judged to exceed \$500,000.

U.S. REPORTER'S SALES TO UNAFFILIATED FOREIGN PERSONS

REPORT IN THOUSANDS OF U.S. DOLLARS

RECEIPTS FROM	BEA USE ONLY		Business and economic data base services (3)	Medical, legal, technical, demographic, bibliographic, and similar data base services (4)	General news services (5)	Other information services* (6)
	(1)	(2)				
Section A — Value of transactions exceeding \$250,000 each	1	2	3	4	5	6
1. All countries, total 001						
2. Australia 002	601					
3. Belgium 003	302					
4. Brazil 004	202					
5. Canada 005	100					
6. France 006	307					
7. Germany 007	308					
8. Hong Kong 008	611					
9. Israel 009	504					
10. Italy 010	314					
11. Japan 011	614					
12. Luxembourg 012	316					
13. Mexico 013	213					
14. Netherlands 014	319					
15. Philippines 015	623					
16. Saudi Arabia 016	511					
17. South Korea 017	626					
18. Spain 018	323					
19. Sweden 019	324					
20. Switzerland 020	325					
21. Taiwan 021	628					
22. United Kingdom 022	327					
23. Venezuela 023	219					
Other — <i>Specify (Use additional copied sheets as necessary)</i>						
24. 024						
25. 025						
26. 026						
27. 027						
28. 028						
29. 029						
30. 030						
31. 031						
Section B — Value of transactions of \$250,000 or less each	1	2	3	4	5	6
32. All countries, total 032	709					
BEA USE ONLY 033						

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.

**SCHEDULE D — RECEIPTS AND PAYMENTS FOR TELECOMMUNICATIONS SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1986**

INSTRUCTIONS

- Section A is **required** to be completed for any activity for which the value of an individual transaction exceeded \$250,000.
- Section B is **requested** to be completed for any activity for which the total value of individual transactions of \$250,000 or less is judged to exceed \$500,000.

Column (3), Message telephone services and Column (5), Telex, telegram, and other jointly provided (basic) services — In Part I of this schedule, report receipts from foreign persons (communications companies and postal, telephone, and telegraph agencies (PTT's)) for your share of revenues for transmitting messages originating abroad to U.S. destinations. In Part II, report payouts to foreign persons (communications companies and PTT's) for their share of revenues for transmitting messages originating in the United States to foreign destinations. For messages originating in foreign countries and routed through the United States (for example, from Caribbean countries via the United States to Western Europe), report receipts

from the foreign person originating the message and payouts to the country of destination. Also report receipts for transmitting messages between foreign points when not routed through the United States. Column (5) includes telex and telegram services, packet switched services when not offered in connection with enhanced services, and other regulated services of the type reportable to the FCC on Report 4361.

Column (4), Private leased channel services — In Part I, report receipts from foreign persons for circuits and channels terminating in the United States and for circuits and channels between foreign points. In Part II, report payouts to foreign persons (communications companies and PTT's) for leased channels and circuits terminating in foreign countries.

Please continue with instructions on reverse side before completing Part I.

Part I U.S. REPORTER'S RECEIPTS FROM, OR SALES TO, UNAFFILIATED FOREIGN PERSONS

RECEIPTS FROM		BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS					
		(1)	(2)	Message telephone services (3)	Private leased channel services (4)	Telex, telegram, and other jointly-provided (basic) services (5)	Value-added (enhanced) services* (6)	Support services* (7)	
Section A — Value of transactions exceeding \$250,000 each									
1. All countries, total	001								
2. Australia	002	601							
3. Belgium	003	302							
4. Brazil	004	202							
5. Canada	005	100							
6. France	006	307							
7. Germany	007	308							
8. Hong Kong	008	611							
9. Israel	009	504							
10. Italy	010	314							
11. Japan	011	614							
12. Luxembourg	012	316							
13. Mexico	013	213							
14. Netherlands	014	319							
15. Philippines	015	623							
16. Saudi Arabia	016	511							
17. South Korea	017	626							
18. Spain	018	323							
19. Sweden	019	324							
20. Switzerland	020	325							
21. Taiwan	021	628							
22. United Kingdom	022	327							
23. Venezuela	023	219							
Other — <i>Specify (Use additional copied sheets as necessary)</i>									
24.	024								
25.	025								
26.	026								
27.	027								
28.	028								
29.	029								
30.	030								
31.	031								
Section B — Value of transactions of \$250,000 or less each									
32. All countries, total	032	709							
BEA USE ONLY	033								

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.

D2 SCHEDULE D — RECEIPTS AND PAYMENTS FOR TELECOMMUNICATIONS SERVICES — Continued
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1986

INSTRUCTIONS — Continued from previous page

Column (6), Value-added (enhanced) services — Telecommunications services that add value or function above and beyond the telecommunications transport services that deliver the value-added services to end users. They can include (a) electronic mail, voice mail, code and protocol processing, and management and operation of data networks; (b) facsimile services and videoconferencing; and (c) other value-added (enhanced) services. (Facsimile services and videoconferencing should be considered as value-added only if the company provides the facilities and equipment; a company that provides solely the telecommunications transmission for these services should report receipts and payouts under column (3) or (4).)

not an "affiliate"); capacity leasing for transiting; and launching of communications satellites.

NOTES: Communications carriers are to complete all columns of Parts I and II, as applicable; all others are to complete only columns (4), (6) and (7) of Parts I and II, as applicable.

Receipts or payments by communications carriers to secure capacity by indefeasible right of users (IRU's) are not to be reported on this schedule; they are to be reported on separate Form BE-93.

Column (7), Support services — Services related to the maintenance and repair of telecommunications equipment; ground station services (where the ground station is

Report columns (3), (4), and (5) on a settlements basis.

Part II U.S. REPORTER'S PAYOUTS TO, OR PURCHASES FROM, UNAFFILIATED FOREIGN PERSONS

PAYMENTS TO	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS				
	(1)	(2)	Message telephone services (3)	Private leased channel services (4)	Telex, telegram, and other jointly-provided (basic) services (5)	Value-added (enhanced) services* (6)	Support services* (7)
Section A — Value of transactions exceeding \$250,000 each							
1. All countries, total 001	1	2	3	4	5	6	7
2. Australia 002	1	2	3	4	5	6	7
3. Belgium 003	1	2	3	4	5	6	7
4. Brazil 004	1	2	3	4	5	6	7
5. Canada 005	1	2	3	4	5	6	7
6. France 006	1	2	3	4	5	6	7
7. Germany 007	1	2	3	4	5	6	7
8. Hong Kong 008	1	2	3	4	5	6	7
9. Israel 009	1	2	3	4	5	6	7
10. Italy 010	1	2	3	4	5	6	7
11. Japan 011	1	2	3	4	5	6	7
12. Luxembourg 012	1	2	3	4	5	6	7
13. Mexico 013	1	2	3	4	5	6	7
14. Netherlands 014	1	2	3	4	5	6	7
15. Philippines 015	1	2	3	4	5	6	7
16. Saudi Arabia 016	1	2	3	4	5	6	7
17. South Korea 017	1	2	3	4	5	6	7
18. Spain 018	1	2	3	4	5	6	7
19. Sweden 019	1	2	3	4	5	6	7
20. Switzerland 020	1	2	3	4	5	6	7
21. Taiwan 021	1	2	3	4	5	6	7
22. United Kingdom 022	1	2	3	4	5	6	7
23. Venezuela 023	1	2	3	4	5	6	7
Other — Specify (Use additional copied sheets as necessary)							
24. 024	1	2	3	4	5	6	7
25. 025	1	2	3	4	5	6	7
26. 026	1	2	3	4	5	6	7
27. 027	1	2	3	4	5	6	7
28. 028	1	2	3	4	5	6	7
29. 029	1	2	3	4	5	6	7
30. 030	1	2	3	4	5	6	7
31. 031	1	2	3	4	5	6	7
Section B — Value of transactions of \$250,000 or less each							
32. All countries, total 032	1	2	3	4	5	6	7
BEA USE ONLY 033	1	2	3	4	5	6	7

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.

SCHEDULE E — SALES OF OTHER SELECTED SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1986

INSTRUCTIONS

Report sales of the services listed below, regardless of whether the service was performed in the United States or abroad. Use a separate column on the reverse side of this schedule to report each type of service sold. Use additional copied sheets as necessary.

- 1. Agricultural services (Ag. svcs.)** — Soil preparation services, crop services, veterinary and other animal services, farm labor and management services, and landscape and horticultural services.
- 2. Research and development, and commercial testing, laboratory services (R&D and lab svcs.)** — Laboratory and other physical research and development and product testing. Excludes medical and dental laboratory services.
- 3. Management, consulting, and public relations services (Mgmt., consulting, PR)** — Management services, except management of health care facilities (reportable under item 4); consulting services, except consulting engineering services related to actual or proposed construction or mining services projects (reportable on separate Form BE-47) and computer consulting (reportable on Schedule B); and public relations services, except those that are an integral part of an advertising campaign (reportable on Schedule A). Excludes management and operation of a foreign business where operating staff as well as management is provided. (Generally, such operations would be deemed to constitute a foreign affiliate of the U.S. Reporter, to be reported in BEA's direct investment surveys, rather than in this survey.)
- 4. Management of health care facilities (Mgmt. of health fac.)** — Management of hospitals, nursing homes, and other health care facilities. However, if operating staff is also provided, the activity generally should be reported in BEA's direct investment surveys, rather than in this survey.
- 5. Accounting, auditing, and bookkeeping services (Acctg., etc.)** — Excludes data processing and tabulating services (reportable on Schedule B).
- 6. Legal services (Legal svcs.)** — Legal advice or other legal services.
- 7. Educational and training services (Educat. svcs.)** — Educational or training services provided on a contract or fee basis. Excludes tuition and fees charged to individual foreign students. Also excludes training done by a manufacturer in connection with the sale of a good (reportable under item 11).
- 8. Mailing, reproduction, and commercial art (Mailing, reprod., art)** — Direct mail advertising services; blueprinting, photocopying, and other reproduction services, including those in connection with direct mail advertising; commercial photography, art, and graphic services; and stenographic services.
- 9. Employment agencies and temporary help supply services (Employ. agencies, etc.)** — Employment services and provision of temporary help and personnel to perform a range of services for others on a contract or fee basis. Where workers are carried on the payroll of the agency, includes receipts from unaffiliated foreign persons covering the compensation of workers, as well as agency fees.
- 10. Industrial engineering services (Indust. eng. svcs.)** — Engineering services related to the design of movable products, including product design services. Excludes engineering and architectural services that relate to immovable products, such as those that relate to actual or proposed construction or mining services projects (reportable on separate Form BE-47). Excludes computer systems engineering (reportable on Schedule B). (Includes, however, services performed with the assistance of computers, such as computer-assisted design work.)
- 11. Industrial-type maintenance and repair, installation, and training services (Indust. M&R, etc.)** — Maintenance and repair services primarily to machinery and equipment. May also include small maintenance and repair work on buildings, structures, dams, highways, etc., but only to the extent that the work is not reportable on separate Form BE-47. Would include such services as the periodic overhaul of turbines or locomotives, the extinguishing of natural gas well fires, and refinery maintenance. Excludes computer maintenance and repair services (reportable on Schedule B).

Installation and training services include only installation, startup, and training services provided by a manufacturer in connection with the sale of a good. Do not include such services where the cost is included in the price of the goods and not separately billed or is declared as a part of the price of the goods on the shippers export declaration filed with the U.S. Customs Service; however, services separately billed or provided at a price over and above that entered on the export declaration should be included. These services would be reported elsewhere if not provided in connection with the sale of goods. For example, installation of machinery and equipment is normally considered a construction activity, and training personnel in the use of new machinery would ordinarily be reported as an educational or training service. However, when these services are provided by a manufacturer, the manufacturer would not normally consider itself as being classified in construction or educational services. Therefore, this separate category has been provided for reporting such services performed by a manufacturer.
- 12. Performing arts, sports, and other live performances, presentations, and events (Performing arts, etc.)** — Fees (net of allowances for expenses) for performances abroad by U.S. or foreign performers. To be reported by (a) U.S. management companies, booking agents, promoters, and presenters who book performances and events abroad by U.S. or foreign performers, and (b) U.S. performers who receive funds directly from a foreign "person" rather than through a U.S. management company (or similar entity). (As used here, "performers" means entertainers, sports teams, orchestras, dance companies, lecturers, and similar persons or performing groups.)

**SCHEDULE E — SALES OF OTHER SELECTED SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1986**

Using a separate column for each type of service being reported, insert the abbreviated name of the service as shown in parentheses in the list on the reverse side of this schedule.

- Section A is **required** to be completed for any activity for which the value of an individual transaction exceeded \$250,000.
- Section B is **requested** to be completed for any activity for which the total value of individual transactions of \$250,000 or less is judged to exceed \$500,000.

U.S. REPORTER'S SALES OF SELECTED SERVICES TO UNAFFILIATED FOREIGN PERSONS

RECEIPTS FROM	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS						
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
BEA USE ONLY	000	1	2	3	4	5	6	7	8
Section A — Value of transactions exceeding \$250,000 each	1	2	3	4	5	6	7	8	
1. All countries, total	001								
2. Australia	002	601							
3. Belgium	003	302							
4. Brazil	004	202							
5. Canada	005	100							
6. France	006	307							
7. Germany	007	308							
8. Hong Kong	008	611							
9. Israel	009	504							
10. Italy	010	314							
11. Japan	011	614							
12. Luxembourg	012	316							
13. Mexico	013	213							
14. Netherlands	014	319							
15. Philippines	015	623							
16. Saudi Arabia	016	511							
17. South Korea	017	626							
18. Spain	018	323							
19. Sweden	019	324							
20. Switzerland	020	325							
21. Taiwan	021	628							
22. United Kingdom	022	327							
23. Venezuela	023	219							
Other — <i>Specify (Use additional copied sheets as necessary)</i>									
24.	024								
25.	025								
26.	026								
27.	027								
28.	028								
29.	029								
30.	030								
31.	031								
Section B — Value of transactions of \$250,000 or less each	1	2	3	4	5	6	7	8	
32. All countries, total	032	709							
BEA USE ONLY	033								

This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

**SCHEDULE F — PURCHASES OF OTHER SELECTED SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1986**

INSTRUCTIONS

Report purchases of the services listed below, regardless of whether the service was performed in the United States or abroad. Use a separate column on the reverse side of this schedule to report each type of service purchased. Use additional copied sheets as necessary.

- 1. Advertising services (Advt. svcs.)** — Preparation of advertising and placement of such advertising in media, including charges for media space and time. U.S. Reporters that are advertising agencies should report only funds paid to foreign advertising agencies and to foreign media companies (e.g., publishers and broadcasters) on behalf of U.S. clients.

U.S. Reporters other than advertising agencies should report only purchases made directly from foreign advertising agencies and foreign media companies. Do not report purchases made through a U.S. advertising agency, as these will be reported by the agency. Also, do not report purchases made through the U.S. office of a foreign advertising agency if your payment is made to the U.S. office.
- 2. Computer and data processing services (Computer svcs.)** — Data entry, processing (both batch and remote), and tabulation; computer systems analysis, design, and engineering; software, both custom programming and repackaged, including rights to use, reproduce, or distribute such software; equipment leasing (except financial leasing); integrated hardware/software systems; and other computer services (e.g., timesharing, maintenance, and repair).
- 3. Data base and other information services (Inform. svcs.)** — Business and economic data base services, including business news, stock quotation, and financial information services; medical, legal, technical, demographic, bibliographic, and similar data base services; general news services, such as those purchased from a news syndicate; and other information services, including reservation systems and credit reporting and authorization systems.
- 4. Agricultural services (Ag. svcs.)** — Soil preparation services, crop services, veterinary and other animal services, farm labor and management services, and landscape and horticultural services.
- 5. Research and development, and commercial testing, laboratory services (R&D and lab svcs.)** — Laboratory and other physical research and development and product testing. Excludes medical and dental laboratory services.
- 6. Management, consulting, and public relations services (Mgmt., consulting, PR)** — Management services, except management of health care facilities (reportable under item 7); consulting services, except consulting engineering services related to actual or proposed construction or mining services projects (reportable under item 17) and computer consulting (reportable under item 2); and public relations services, except those that are an integral part of an advertising campaign (reportable under item 1). Excludes management and operation of a U.S. business where operating staff as well as management is provided. (Generally, such operations would be deemed to constitute a U.S. affiliate of the foreign person, to be reported in BEA's direct investment surveys, rather than in this survey.)
- 7. Management of health care facilities (Mgmt. of health fac.)** — Management of hospitals, nursing homes, and other health care facilities. However, if operating staff is also provided, the activity generally should be reported by the foreign-owned provider in BEA's direct investment surveys, rather than by the U.S. purchaser in this survey.
- 8. Accounting, auditing, and bookkeeping services (Acctg., etc.)** — Excludes data processing and tabulating services (reportable under item 2).
- 9. Legal services (Legal svcs.)** — Legal advice or other legal services.
- 10. Educational and training services (Educat. svcs.)** — Educational or training services provided on a contract or fee basis. Excludes tuition and fees charged to individual U.S. students by foreign educational institutions. Also excludes training done by a foreign manufacturer in connection with the sale of a good (reportable under item 14).
- 11. Mailing, reproduction, and commercial art (Mailing, reprod., art)** — Direct mail advertising services; blueprinting, photocopying, and other reproduction services, including those in connection with direct mail advertising; commercial photography, art, and graphic services; and stenographic services.
- 12. Employment agencies and temporary help supply services (Employ. agencies, etc.)** — Employment services and provision of temporary help and personnel to perform services for the U.S. Reporter on a contract or fee basis. Where workers are carried on the payroll of the agency, includes payments to unaffiliated foreign persons covering the compensation of workers, as well as agency fees.
- 13. Industrial engineering services (Indust. eng. svcs.)** — Engineering services related to the design of movable products, including product design services. Excludes engineering and architectural services that relate to immovable products, such as those that relate to actual or proposed construction or mining services projects (reportable under item 17). Excludes computer systems engineering (reportable under item 2). (Includes, however, services performed with the assistance of computers, such as computer-assisted design work.)
- 14. Industrial-type maintenance and repair, installation, and training services (Indust. M&R, etc.)** — Maintenance and repair services primarily to machinery and equipment. May also include small maintenance and repair work on buildings, structures, dams, highways, etc., but only to the extent that the work is not reportable under item 17. Would include such services as the periodic overhaul of turbines or locomotives, the extinguishing of natural gas well fires, and refinery maintenance. Excludes computer maintenance and repair services (reportable under item 2).

Installation and training services include only installation, startup, and training services provided by a foreign manufacturer in connection with the sale of a good to the U.S. Reporter. Do not include such services where the cost is included in the price of the goods and not separately billed or is declared as a part of the price of the goods on the import declaration filed with the U.S. Customs Service; however, services provided at a price over and above that entered on the import declaration should be included. These services would be reported elsewhere if not received in connection with the purchase of goods. For example, installation of machinery and equipment is normally considered a construction activity, and training personnel in the use of new machinery would ordinarily be reported as an educational or training service. However, this separate category has been provided for reporting such services when purchased in connection with goods.
- 15. Performing arts, sports, and other live performances, presentations, and events (Performing arts, etc.)** — Fees (net of allowances for expenses) paid for performances in the United States by foreign performers. To be reported by management companies, booking agents, promoters, and presenters who book performances and events in the United States by foreign performers. (As used here, "performers" means entertainers, sports teams, orchestras, dance companies, lecturers, and similar persons or performing groups.)
- 16. Direct insurance (Direct insur.)** — Premiums (net of cancellations) paid to unaffiliated foreign insurance carriers. A U.S. Reporter **should not** report direct transactions with a foreign insurance company that is its foreign affiliate; such transactions are to be reported on direct investment survey Form BE-577. A U.S. Reporter **should**, however, report direct transactions with a foreign insurance company that is an affiliate of another U.S. company, as the U.S. Reporter and the foreign insurance company are unaffiliated.

Note that the criterion for reporting is whether the transaction is between a U.S. and an unaffiliated foreign person. It is immaterial whether the assets insured are located in the United States or abroad.

Excludes reinsurance transactions with insurance companies resident abroad.

When insurance is purchased through a broker, follow guidelines for transactions carried out through an intermediary. (See III.D. of the **General Instructions**.)
- 17. Construction, engineering, architectural, and mining services (Construct., etc.)** — Includes purchases of the following types of services: services of general contractors in the fields of building and heavy construction; construction work by special trade contractors, such as the erection of structural steel for bridges and buildings and on-site electrical work; architectural, engineering, and land-surveying services; and mining services, including oil and gas field services. Includes only those engineering services purchased in conjunction with construction and mining services projects; industrial engineering services, such as product design services, should be reported under item 13. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.

Note that the U.S. Reporter's sales of construction, engineering, architectural, and mining services are not reportable in this survey, but on separate Form BE-47.

**SCHEDULE F – PURCHASES OF OTHER SELECTED SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS – 1986**

Using a separate column for each type of service being reported, insert the abbreviated name of the service as shown in parentheses in the list on the reverse side of this schedule.

- Section A is **required** to be completed for any activity for which the value of an individual transaction exceeded \$250,000.
- Section B is **requested** to be completed for any activity for which the total value of individual transactions of \$250,000 or less is judged to exceed \$500,000.

U.S. REPORTER'S PURCHASES OF SELECTED SERVICES FROM UNAFFILIATED FOREIGN PERSONS

PAYMENTS TO	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS					
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
BEA USE ONLY 000	1	2	3	4	5	6	7	8
Section A – Value of transactions exceeding \$250,000 each	1	2	3	4	5	6	7	8
1. All countries, total 001								
2. Australia 002	1	2	3	4	5	6	7	8
3. Belgium 003	1	2	3	4	5	6	7	8
4. Brazil 004	1	2	3	4	5	6	7	8
5. Canada 005	1	2	3	4	5	6	7	8
6. France 006	1	2	3	4	5	6	7	8
7. Germany 007	1	2	3	4	5	6	7	8
8. Hong Kong 008	1	2	3	4	5	6	7	8
9. Israel 009	1	2	3	4	5	6	7	8
10. Italy 010	1	2	3	4	5	6	7	8
11. Japan 011	1	2	3	4	5	6	7	8
12. Luxembourg 012	1	2	3	4	5	6	7	8
13. Mexico 013	1	2	3	4	5	6	7	8
14. Netherlands 014	1	2	3	4	5	6	7	8
15. Philippines 015	1	2	3	4	5	6	7	8
16. Saudi Arabia 016	1	2	3	4	5	6	7	8
17. South Korea 017	1	2	3	4	5	6	7	8
18. Spain 018	1	2	3	4	5	6	7	8
19. Sweden 019	1	2	3	4	5	6	7	8
20. Switzerland 020	1	2	3	4	5	6	7	8
21. Taiwan 021	1	2	3	4	5	6	7	8
22. United Kingdom 022	1	2	3	4	5	6	7	8
23. Venezuela 023	1	2	3	4	5	6	7	8
Other – <i>Specify (Use additional copied sheets as necessary)</i>								
24. 024	1	2	3	4	5	6	7	8
25. 025	1	2	3	4	5	6	7	8
26. 026	1	2	3	4	5	6	7	8
27. 027	1	2	3	4	5	6	7	8
28. 028	1	2	3	4	5	6	7	8
29. 029	1	2	3	4	5	6	7	8
30. 030	1	2	3	4	5	6	7	8
31. 031	1	2	3	4	5	6	7	8
Section B – Value of transactions of \$250,000 or less each	1	2	3	4	5	6	7	8
32. All countries, total 032								
BEA USE ONLY 033	1	2	3	4	5	6	7	8

This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

GENERAL INSTRUCTIONS
for the
BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS
WITH UNAFFILIATED FOREIGN PERSONS — 1986

The Benchmark Survey of Selected Services Transactions with Unaffiliated Foreign Persons — 1986 is being conducted by the Department of Commerce to obtain data on the size and economic significance of these transactions. This is the first such survey conducted by the Department. A follow-on sample survey is planned for subsequent years, with scope and coverage to be determined following an analysis of the data from this survey.

The data from the survey will be used in formulating U.S. policy and in analyzing the impact of that policy, and the policies of foreign countries, on U.S. international trade in services. One important use of the data, for example, will be to support bilateral and multilateral negotiations to reduce barriers to world trade in services. The data will also be used to improve the estimates of services transactions in the U.S. balance of payments accounts.

This survey was developed with the cooperation of, and after extensive consultation with, U.S. businesses. As a result of these consultations, several revisions, which are expected to significantly reduce the burden on respondents, were made to an earlier draft of the survey. One was the development of an "Optional Checklist" for U.S. Reporters to use in determining whether they have covered transactions; the determination may be judgmental, that is, based on the judgment of knowledgeable persons in a company who can say, with a reasonable degree of certainty without conducting a manual records search, whether or not the Reporter had any covered transactions during the reporting period. In addition, it was decided that only individual transactions (as defined) that exceed \$250,000 in the reporting period are to be reported, by country, on a mandatory basis. Transactions of \$250,000 or less are requested to be reported on a voluntary basis if, for a given type of service, they exceed \$500,000 in aggregate. Such transactions may be reported on a judgmental basis and do not have to be disaggregated by country. Information provided on these latter transactions will make the survey results more complete and will better ensure that all types of services are adequately represented in any negotiations or other policy initiatives supported by the survey data.

The filing of reports for this survey is authorized by Section 5 of the International Investment and Trade in Services Survey Act, Pub. Law No. 472, 94th Congress, 90 Stat. 2059, 22 U.S.C. 3101 through 3108, as amended by Pub. Law 98-673 (hereinafter "the Act"). As provided by Section 5(c) of the Act, the information reported may be used for analytical and statistical purposes only and will be held confidential.

The survey has been approved by the Office of Management and Budget under the Paperwork Reduction Act (44 U.S.C. 3501 et seq.). Regulations for this survey may be found in 15 CFR, Part 801.

**I. WHO IS TO REPORT, DATA TO BE REPORTED,
AND FORMS AND SCHEDULES REQUIRED**
(See definitions in II. below.)

A. Who is to report and transactions to be reported

- 1. Mandatory reporting** — A BE-20 report is **required** from each U.S. person who had one or more individual sale or purchase transactions in excess of \$250,000 with an unaffiliated foreign person in any of the services listed in Part I, Section B of Form BE-20 during the U.S. person's 1986 fiscal year.

The determination of whether a U.S. person is subject to this mandatory reporting requirement may be judgmental, that is, based on the judgment of knowledgeable persons in a company who can identify reportable transactions on a recall basis, with a reasonable degree of certainty without conducting a detailed manual records search. The "Optional Checklist" (Supplement A), described in IV. below of these **General Instructions** may be used to make this judgmental determination and to facilitate data collection from the various parts of the Reporter's organization.

Reporters who must file pursuant to this mandatory reporting requirement must complete Parts I and II of Form BE-20 and all applicable schedules. The total amounts of individual transactions exceeding \$250,000 that are applicable to a particular schedule are to be entered in the appropriate column(s) on line 1, Section A of the schedule. In addition, these amounts must be distributed below line 1 to the country(ies) involved in the transaction(s).

- 2. Voluntary reporting** — U.S. persons receiving a copy of the survey are **requested** to provide, for each of the services listed in Part I, Section B of Form BE-20, supplemental estimates of individual sale or purchase transactions with an unaffiliated foreign person that are \$250,000 or less but for which the total value exceeds \$500,000 during the U.S. person's 1986 fiscal year. These estimates are requested whether or not the Reporter also had activity to report under the mandatory reporting requirement in I.A.1. above.

Provision of this information is voluntary. The estimates may be judgmental, that is, based on recall, without conducting a detailed manual records search.

The total amounts of transactions applicable to a particular schedule are to be entered in the appropriate column(s) on line 32, Section B of the schedule; they are not to be disaggregated by country. Reporters filing voluntary information only and who have no individual transactions exceeding \$250,000 should also complete Part I, Sections A, B, and C of Form BE-20, answering "no" for each type of service listed in Part I, Section B. **They should not complete Part II of Form BE-20.**

Any U.S. person receiving the BE-20 survey form from BEA, even if the person is not subject to the mandatory reporting requirement in I.A.1. above and is not filing information on a voluntary basis, **must nevertheless complete and return to BEA Part I of the form**, answering "no" for each type of service listed in Part I, Section B, and indicating in Part I, Section C that no voluntary data are being reported. This requirement is necessary to ensure compliance with reporting requirements and efficient administration of the Act by eliminating unnecessary followup contact.

Only the services listed in Part I, Section B of Form BE-20 are covered by this survey. Other services such as transportation, reinsurance, lending and borrowing and related fees and charges, brokerage fees, royalties and license fees, etc., are NOT covered. Covered services are defined on the individual schedules, A-F.

B. BE-20 definition of transaction

A "transaction" is the total value, as entered on the respondent's books, of services sold to or purchased from an unaffiliated foreign person during the respondent's 1986 fiscal year.

For example, if a U.S. company hired a British law firm on a \$25,000 per month retainer during fiscal year 1986, the total annual expenditure of \$300,000 qualifies as a transaction and, because it exceeds \$250,000, is reportable in this survey.

In the following cases, a "transaction" is to be measured by an item other than sales or purchases in determining whether the thresholds for mandatory or voluntary reporting are exceeded.

- 1. ADVERTISING:** Advertising agencies should use **gross billings** to unaffiliated foreign persons, including funds passed through to media companies and not included in the agency's income statement.
- 2. TELECOMMUNICATIONS:** For jointly provided (basic) services, use receipts from foreign persons for messages or leased lines originating abroad, and payouts to foreign persons for messages or leased lines originating in the United States.

B. BE-20 definition of transaction — Continued

3. **PERFORMING ARTS, SPORTS, AND OTHER PERFORMANCES, PRESENTATIONS, AND EVENTS:** Fees are defined net of allowances for expenses.
4. **EMPLOYMENT AGENCIES AND TEMPORARY HELP SUPPLY SERVICES:** Receipts and payments should include any funds for compensation of workers carried on the payroll of the agency or supply service, as well as agency fees.

C. Clarification of coverage and special situations

1. **Reporting period** — The reporting period is the U.S. Reporter's 1986 fiscal year (see definition in II.M. below).
2. **Date of recording transactions** — Transactions are to be reported on an accrual basis.
3. **Services covered regardless of where performed** — Services sold to, or purchased from, unaffiliated foreign persons should be reported regardless of whether the services were performed in the United States or abroad.
4. **Services bundled with goods or with other services and not separately valued** — When a sale or purchase consists of both goods and services, or of several services, that cannot be unbundled (i.e., the goods and/or services are not separately valued), it should be classified based on whichever accounts for a majority of the value or on the basis of the Reporter's customary practice.
5. **Accounting for purchases** — Purchases of services should be included without regard to whether they are charged as an expense on the income statement, capitalized, or charged to inventories.
6. **Partnerships** — A partnership is a business enterprise and must report if it has covered transactions. The report must be for, and the data and information must cover, the partnership as a whole, not just the activities of an individual partner.
7. **Contractor reporting responsibility** — On all schedules, U.S. prime contractors are to report the full value of a transaction (contract) with an unaffiliated foreign person. U.S. subcontractors, including independent consultants, to a U.S. prime contractor are not to report their share of a contract with an unaffiliated foreign person.

D. Consolidation

If the U.S. Reporter is a corporation, Form BE-20 is required to cover reportable transactions for the fully consolidated U.S. domestic enterprise consisting of (i) the U.S. corporation whose voting securities are not owned more than 50 percent by another U.S. corporation, and, proceeding down each ownership chain from that U.S. corporation, (ii) any U.S. corporation (including a Foreign Sales Corporation located in the United States) whose voting securities are more than 50-percent owned by the U.S. corporation above it.

The fully consolidated U.S. domestic enterprise excludes foreign branches and other foreign affiliates.

Conditions may exist that would lead a U.S. corporation to exclude certain majority-owned (more than 50-percent owned) domestic subsidiaries from financial statements used in reports to shareholders. If such a subsidiary has covered transactions, it must file a report under its own name, and the subsidiary will be considered the U.S. Reporter for purposes of completing that form. The U.S. owner, however, is responsible for ensuring that the required Forms BE-20, both for itself and for the subsidiary, are filed with BEA on a timely basis. Such a subsidiary's filing deadline is the same as that of its U.S. owner.

II. DEFINITIONS

- A. **Services** means economic activities whose outputs are other than tangible goods. Such term includes, but is not limited to, banking, insurance, transportation, communications and data processing, retail and wholesale trade, advertising, accounting, construction, design, engineering, management consulting, real estate, professional services, entertainment, education, and health care. (Note: This definition is from the enabling legislation, but not all service activities included within the definition are covered by this survey.)
- B. **U.S. Reporter** is the U.S. person filing a report in this survey.
- C. **United States**, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all territories and possessions of the United States.
- D. **Foreign**, when used in a geographic sense, means that which is situated outside the United States or which belongs to or is characteristic of a country other than the United States.
- E. **Person** means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the United States Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government sponsored agency).
 1. **United States person** means any person resident in the United States or subject to the jurisdiction of the United States.
 2. **Foreign person** means any person resident outside the United States or subject to the jurisdiction of a country other than the United States.
- F. **Business enterprise** means any organization, association, branch or venture which exists for profitmaking purposes or to otherwise secure economic advantage, and any ownership of any real estate. (A business enterprise is a "person" within the definition in paragraph E above.)
- G. **Direct investment** means the ownership or control, directly or indirectly, by one person of 10 per centum or more of the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise.
- H. **Parent** means a person of one country who, directly or indirectly, owns or controls 10 per centum or more of the voting stock of an incorporated business enterprise, or an equivalent ownership interest in an unincorporated business enterprise, which is located outside that country.
 1. **U.S. parent** means the U.S. person that has direct investment in a foreign business enterprise.
 2. **Foreign parent** means the foreign person, or the first person outside the United States in a foreign chain of ownership, which has direct investment in a U.S. business enterprise, including a branch.
- I. **Affiliated foreign group** means (i) the foreign parent, (ii) any foreign person, proceeding up the foreign parent's ownership chain, which owns more than 50 per centum of the person below it up to and including that person which is not owned more than 50 per centum by another foreign person, and (iii) any foreign person, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 per centum by the person above it.
- J. **Affiliate** means a business enterprise located in one country which is directly or indirectly owned or controlled by a person of another country to the extent of 10 per centum or more of its voting stock for an incorporated business or an equivalent interest for an unincorporated business, including a branch.
 1. **Foreign affiliate** means an affiliate located outside the United States in which a U.S. person has direct investment.
 2. **U.S. affiliate** means an affiliate located in the United States in which a foreign person has direct investment.

II. DEFINITIONS — Continued

- K. Affiliated foreign person** means, with respect to a given U.S. person, (i) a foreign affiliate of which the U.S. person is a U.S. parent, or (ii) the foreign parent or other member of the affiliated foreign group of which the U.S. person is a U.S. affiliate.
- L. Unaffiliated foreign person** means, with respect to a given U.S. person, any foreign person that is not an affiliated foreign person as defined in paragraph K above.
- M. 1986 fiscal year** is the U.S. Reporter's financial reporting year that has an ending date in calendar year 1986. For a person that does not have a financial reporting year, or does not have a financial reporting year ending in calendar year 1986, its 1986 fiscal year is deemed to be the same as calendar year 1986.
- N. Transaction** means, for purposes of this survey, the total value, as entered on the respondent's books, of services sold to or purchased from an unaffiliated foreign person during the respondent's 1986 fiscal year. (Also, see I.B. above.)
- O. Country** means, for purposes of completing Schedules A—F of this survey, the country of location of the foreign person with whom a transaction has occurred.

III. GUIDELINES FOR CATEGORIZING ACTIVITIES

A. Distinguishing between unaffiliated and affiliated transactions

This survey covers U.S. persons' direct services transactions, both sales and purchases, with unaffiliated foreign persons — that is, with foreign persons that are neither the foreign affiliate nor the foreign parent of the U.S. person filing the report. For definitions of terms, see II. above.

Examples of reportable transactions are:

1. A transaction between a U.S. person and an unaffiliated foreign person.
2. A transaction between one U.S. person and another U.S. person's foreign affiliate. Such a transaction is reportable by the first U.S. person.
3. A transaction between a U.S. parent of a foreign affiliate, or a U.S. affiliate of a foreign parent, and an unaffiliated foreign person (whether or not the latter is affiliated with other U.S. persons). Such a transaction is reportable by the U.S. parent or the U.S. affiliate.

Examples of transactions that are **not** reportable are:

1. A transaction between a U.S. person (U.S. parent) and its foreign affiliate.
2. A transaction between a U.S. person (U.S. affiliate) and its foreign parent or other member of the affiliated foreign group.
3. A transaction between a U.S. person's foreign affiliate and another foreign person. Such a transaction is not reportable because it is a foreign-to-foreign transaction.
4. A transaction between a U.S. person and another U.S. person (whether or not either or both parties are affiliated with foreign persons). Such a transaction is not reportable because it is a U.S.-to-U.S. transaction.

Transactions between U.S. parents and their foreign affiliates, and between foreign affiliates and other foreign persons, are already reportable in the surveys of U.S. direct investment abroad (BE-10, BE-11, and BE-577). Transactions between U.S. affiliates and their foreign parents or other members of their affiliated foreign groups are already reportable in the surveys of foreign direct investment in the United States (BE-12, BE-13, BE-15, BE-605, and BE-606B).

B. Foreign activities of a U.S. person that do not constitute a foreign affiliate

Transactions with unaffiliated foreign persons by or through a foreign activity of a U.S. person that does not constitute a foreign affiliate are deemed to be direct transactions of the U.S. person, and any services sold to, or purchased from, unaffiliated foreign persons through such an activity are reportable in this survey on the appropriate schedule.

Examples of foreign activities that **may not** constitute a foreign affiliate are sales or representative offices.

Although the definitions of direct investment and foreign affiliate in II. above, together with the discussion in III.A. above, should be sufficient to determine whether a given foreign activity is or is not a foreign affiliate, in a number of cases the determination may be difficult. Several factors to be considered are given below. If you still cannot determine if the activity or operation is an affiliate, call (202) 523-0632 for additional guidance. Also, if you think that an activity or operation currently reported as an affiliate is incorrect, please call and a determination of future reporting status will be made.

If a U.S. person's foreign activity or operation is incorporated abroad, it is a foreign affiliate.

If a U.S. person's foreign activity or operation is NOT incorporated abroad, its status is based on the weight of the evidence when the factors listed below are considered.

An unincorporated foreign activity or operation generally WOULD be considered a foreign affiliate if it: (i) pays foreign income taxes; (ii) has a substantial physical presence abroad (e.g., plant and equipment or employees); (iii) maintains separate financial records that would permit the preparation of financial statements, including an income statement and balance sheet (not just a record of disbursements and receipts); (iv) takes title to the goods it sells and receives revenues therefrom; or (v) receives funds for its own account from customers for services it performs.

An unincorporated foreign activity or operation generally WOULD NOT be considered a foreign affiliate if it: (i) conducts business abroad only for the U.S. person's account and not for its own account (e.g., sales promotion or public relations type of activities); (ii) has no separate financial statements; (iii) receives funds to cover its expenses only from the U.S. person; (iv) pays no foreign income taxes; and (v) has limited physical assets, or employees, permanently located abroad.

C. U.S. activities of a foreign person that do not constitute a U.S. affiliate

Criteria for determining which U.S. activities do or do not constitute a U.S. affiliate of a foreign person are parallel to those in III.B. above.

D. Determining who must report a transaction when an intermediary is involved

At times, transactions between a U.S. person and an unaffiliated foreign person may be arranged by, billed through, or otherwise facilitated by, an intermediary. The intermediary may be U.S. or foreign, and may be affiliated or unaffiliated with the U.S., or the foreign, person.

A determination of who a sale is to, or who a purchase is from, shall be made on the basis of who the U.S. person considers itself to have a claim on for payment, in the case of a sale, or who it has a liability to, in the case of a purchase. For a sale, if the U.S. person looks to the unaffiliated foreign person for payment, then the transaction is between the U.S. person and unaffiliated foreign person, and is to be reported by the U.S. person. If the U.S. person looks to the intermediary for payment, and the intermediary, in turn, looks to the foreign person for payment, then whether either transaction is reportable, and who it is to be reported by, depends on the location of the intermediary and the relationship between the U.S. person and the intermediary.

III. GUIDELINES FOR CATEGORIZING ACTIVITIES — Continued

D. Determining who must report a transaction when an intermediary is involved — Continued

If the intermediary is a foreign person, then the U.S. person would report the transaction, provided the intermediary is not affiliated with the U.S. person. (If they are affiliated, then the transaction is not reportable in this survey.)

If the intermediary is a U.S. person, then the initial transaction between the original U.S. person and the intermediary is domestic-to-domestic and not reportable in the survey. However, the intermediary must report the transaction with the foreign person, provided the intermediary is not affiliated with the foreign person. (If they are affiliated, then the transaction is not reportable in this survey.)

The reportability of a purchase would be determined in a similar manner.

IV. OPTIONAL CHECKLIST OF SERVICES TRANSACTIONS BETWEEN COMPANY UNIT AND UNAFFILIATED FOREIGN PERSONS

For the convenience of reporters, an "Optional Checklist" is provided in Supplement A to help diversified companies determine, without a records search, whether or not the "parts" or units of the company had reportable services transactions, either sales or purchases, with unaffiliated foreign persons in 1986.

If, for any sales or purchases category, a "part" or unit of the company answers "yes" to the question of whether it had a transaction exceeding \$250,000, that "part" or unit must be included in the company's report under the survey's mandatory reporting requirement (see I.A.1. above). A "yes" answer to the question of whether the "part" or unit had any transactions, even if none exceeded \$250,000, can be used to help determine if the transactions of that "part" or unit should be included in the company's report on a voluntary basis (see I.A.2. above).

Companies should reproduce the checklist for distribution to their "parts" or units if they decide to use it in preparing their reports. The checklist is optional; it is for the internal use of reporters only and should not be returned to BEA with Form BE-20.

Some companies may find it advantageous to devise an adaptation of the "Optional Checklist" to accommodate their own particular corporate structure or data collection procedures.

V. RELATED FORMS

Persons receiving this form should be aware of seven existing annual forms on services that are also required to be filed on a mandatory basis with BEA (see 15 CFR, Part 801, §801.9(b)).

- BE-29 Foreign Ocean Carriers' Expenses in the United States
- BE-30 Ocean Freight Revenues and Foreign Expenses of United States Carriers
- BE-36 Foreign Airline Operators' Revenues and Expenses in the United States
- BE-37 U.S. Airline Operators' Foreign Revenues and Expenses
- BE-47 Foreign Contract Operations of U.S. Construction, Engineering, Consulting, and Other Technical Services Firms
- BE-48 Reinsurance Transactions With Insurance Companies Resident Abroad
- BE-93 International Transactions in Royalties, Licensing Fees, Film Rentals, Management Fees, etc., With Unaffiliated Foreign Persons

The types of transactions reportable on those forms are not covered by this survey.

VI. REPORTING PROCEDURES

A. Due date — BE-20 reports, comprising Parts I and II and Schedules A–F, as applicable, are due on or before September 30, 1987.

B. Extension — Requests for an extension of the reporting deadline will not normally be granted. However, in a hardship case, a written request for an extension will be considered provided it is received at least 15 days before the due date of the report and enumerates substantive reasons necessitating the extension. BEA will provide a written response to such a request.

C. For assistance or additional copies of the forms — Phone (202) 523-0632 between 7:30 a.m. and 4:00 p.m., eastern time.

D. Number of copies — A single original copy of each form or schedule must be filed with BEA. Please use the copy with the address label if such a labeled copy has been provided. In addition, each U.S. Reporter must retain a copy of its report to facilitate resolution of problems.

E. Where to send report — Reports filed by mail through the U.S. Postal Service should be sent to U.S. Department of Commerce, Bureau of Economic Analysis BE-50 (SSB), Washington, DC 20230.

Reports filed by direct private delivery should be directed to U.S. Department of Commerce, Bureau of Economic Analysis BE-50 (SSB), Room 608, 1401 K Street, NW, Washington, DC 20005.

**SUPPLEMENT A — OPTIONAL CHECKLIST OF SERVICES TRANSACTIONS BETWEEN
COMPANY UNIT AND UNAFFILIATED FOREIGN PERSONS
BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS
WITH UNAFFILIATED FOREIGN PERSONS — 1986**

This checklist is provided with the BE-20 benchmark survey for the internal use and convenience of Reporters only and is not to be returned to BEA.

The purpose of this checklist is to facilitate the determination of whether or not the "parts" or units of a given U.S. company had any of the various services transactions covered by the survey, either sales (receipts) or purchases (payments), with unaffiliated foreign persons in 1986. (The term "persons" includes business enterprises, governments, individuals, and other organizations and entities.)

For companies with diverse operations, this checklist should be directed to persons in the various "parts" of the company who are knowledgeable about the parts' sales and purchasing activities and who can say, in their judgement, with a reasonable degree of certainty without conducting a records search, whether or not it engaged in covered transactions. Because companies organize their operations and accounting systems in different ways, these "parts" of a company might variously be referred to as profit centers, business units, divisions, subsidiaries, plant sites, establishments, operating centers, etc., or some combination thereof. All parts of the domestic company must be covered, although all need not be given the checklist, since some might already be known by headquarters to have, or not have, reportable transactions.

Definitions of the various types of services are on the reverse side of this checklist. Note that in four cases — advertising; telecommunications; performing arts, etc.; and employment agencies and temporary help supply services — measures other than, or in addition to, sales of services and purchases of services should be used in completing the checklist.

The guidelines listed below apply to this checklist:

- Both sales and purchases of services should relate to the company's 1986 fiscal year.
- Transactions by the U.S. operations ONLY are covered. Transactions by or with foreign branches or subsidiaries (foreign affiliates) of the U.S. company are NOT covered, NOR are transactions by or with a foreign parent company.

3. A "transaction" is the total value, as entered on the respondent's books, of services of a given type sold to or purchased from an unaffiliated foreign person during the respondent's 1986 fiscal year.

4. In reporting purchases, include items meeting the above criteria, without regard to whether they were charged as an expense on the income statement, capitalized, or charged to inventories.

5. "Foreign" means that which is situated outside the United States and its territories and possessions. Therefore, transactions with companies located in the United States that have foreign parents are NOT includable; and transactions with foreign affiliates of other U.S. companies ARE includable.

6. Foreign persons are considered to be "unaffiliated" if (a) the U.S. company's ownership percentage (direct and indirect) in the foreign person is less than 10 percent or (b) the foreign person's ownership percentage (direct and indirect) in the U.S. company is less than 10 percent. (Questions as to whether a particular foreign company is affiliated or unaffiliated should be referred to the person named in the box below.)

7. Includable transactions are determined by the above criteria, without regard to WHERE the services were performed. For example, services performed abroad by a respondent are covered if the respondent's U.S. operations performed the services instead of a foreign affiliate. Similarly, purchases of services from unaffiliated foreign persons are includable without regard to WHERE such services were performed.

8. Only the services listed on this checklist are covered by the BE-20 survey. Other services such as transportation, reinsurance, lending and borrowing and related fees and charges, brokerage fees, royalties and license fees, etc., are NOT covered by the survey.

Person in company headquarters to contact concerning questions about this survey:

Name _____

Telephone number _____

OPTIONAL SALES AND PURCHASES CHECKLIST

For each service listed, for both sales and purchases, mark "Yes" or "No" as to whether, in your judgment, your part of the company had any transactions with unaffiliated foreign persons during fiscal year 1986. If the answer is "Yes," mark "Yes" or "No" as to whether at least one transaction exceeded \$250,000.

Type of service	SALES				PURCHASES			
	Had any transactions?		Had a transaction exceeding \$250,000?		Had any transactions?		Had a transaction exceeding \$250,000?	
	Yes	No	Yes	No	Yes	No	Yes	No
1. Advertising services								
2. Computer and data processing services								
3. Data base and other information services								
4. Telecommunications services								
5. Agricultural services								
6. Research and development, and commercial testing, laboratory services								
7. Management, consulting, and public relations services								
8. Management of health care facilities								
9. Accounting, auditing, and bookkeeping services								
10. Legal services								
11. Educational and training services								
12. Mailing, reproduction, and commercial art								
13. Employment agencies and temporary help supply services								
14. Industrial engineering services								
15. Industrial-type maintenance and repair, installation, and training services								
16. Performing arts, sports, and other live performances, presentations, and events								
17. Direct insurance								
18. Construction, engineering, architectural, and mining services								

Person completing this form for part or unit of company, complete box on reverse side.

DEFINITIONS OF TYPES OF SERVICES

1. **Advertising services** — Preparation of advertising and placement of such advertising in media, including charges for media space and time. An advertising agency selling services should use **gross billings** to unaffiliated foreigners in completing the checklist.
2. **Computer and data processing services** — Data entry, processing (both batch and remote), and tabulation; computer systems analysis, design, and engineering; software, both custom programming and prepackaged, including rights to use, reproduce, or distribute such software; equipment leasing (except financial leasing); integrated hardware/software systems; and other computer services (e.g., timesharing, maintenance, and repair).
3. **Data base and other information services** — Business and economic data base services, including business news, stock quotation, and financial information services; medical, legal, technical, demographic, bibliographic, and similar data base services; general news services, such as those provided by a news syndicate; and other information services, including reservation systems and credit reporting and authorization systems.
4. **Telecommunications services**
 - a. **Message telephone services (communications carriers only)** — Receipts from foreign persons (communications companies and postal, telephone, and telegraph agencies (PTT's)) for own share of revenues for transmitting messages originating abroad to U.S. destinations, and payouts to foreign persons (communications companies and PTT's) for their share of revenues for transmitting messages originating in the United States to foreign destinations.
 - b. **Private leased channel services** — Receipts from foreign persons for circuits and channels terminating in the United States and for circuits and channels between foreign points, and payouts to foreign persons for leased channels and circuits terminating in foreign countries.
 - c. **Telex, telegram, and other jointly provided (basic) services** — Includes telex and telegram services, packet switched services when not offered in connection with enhanced services, and other regulated services of the type reportable to the FCC on Report 4361.
 - d. **Value-added (enhanced) services** — Telecommunications services that add value or function above and beyond the telecommunications transport services that deliver the value-added services to end users. They can include (i) electronic mail, voice mail, code and protocol processing, and management of data networks; (ii) facsimile services and videoconferencing; and (iii) other value-added (enhanced) services.
 - e. **Support services** — Services related to the maintenance and repair of telecommunications equipment; ground station services; capacity leasing for transiting; and launching of communications satellites.
5. **Agricultural services** — Soil preparation services, crop services, veterinary and other animal services, farm labor and management services, and landscape and horticultural services.
6. **Research and development, and commercial testing, laboratory services** — Laboratory and other physical research and development and product testing. Excludes medical and dental laboratory services.
7. **Management, consulting, and public relations services** — Management services, except management of health care facilities (see 8); consulting services, except consulting engineering services related to actual or proposed construction or mining services projects (see 18) and computer consulting (see 2); and public relations services, except those that are an integral part of an advertising campaign (see 1).
8. **Management of health care facilities** — Management of hospitals, nursing homes, and other health care facilities.
9. **Accounting, auditing, and bookkeeping services** — Excludes data processing and tabulating services (see 2).
10. **Legal services** — Legal advice or other legal services.
11. **Educational and training services** — Educational or training services provided or acquired on a contract or fee basis. Excludes tuition and fees charged to individual students, as well as training done by a manufacturer in connection with the sale of a good (see 15b).
12. **Mailing, reproduction, and commercial art** — Direct mail advertising services; blueprinting, photocopying, and other reproduction services, including those in connection with direct mail advertising; commercial photography, art, and graphic services; and stenographic services.
13. **Employment agencies and temporary help supply services** — Employment services and provision of temporary help and personnel to perform services for others on a contract or fee basis. Where workers are carried on the payroll of the agency, includes receipts and payments covering the compensation of workers, as well as agency fees.
14. **Industrial engineering services** — Engineering services related to the design of movable products, including product design services. Excludes services that relate to immovable products, such as those that relate to actual or proposed construction or mining services projects (see 18).
15. **Industrial-type maintenance and repair, installation, and training services**
 - a. Maintenance and repair services primarily to machinery and equipment, and small maintenance and repair work on buildings, structures, dams, highways, etc. Excludes major projects of the type listed under 18, and computer maintenance and repair (see 2).
 - b. Installation, startup, and training services provided by a manufacturer **in connection with the sale of goods**. Include elsewhere as appropriate (e.g., in construction or education and training) if not provided in connection with the sale of goods. Excludes such services where the cost is included in the price of the goods and not separately billed or is declared as a part of the price of the goods on the shippers export or import declaration filed with the U.S. Customs Service.
16. **Performing arts, sports, and other live performances, presentations, and events** — Fees (net of allowances for expenses) for performances abroad by U.S. or foreign performers, and for performances in the United States by foreign performers. To be reported by (a) U.S. management companies, booking agents, promoters, and presenters who book performances and events abroad by U.S. or foreign performers, (b) U.S. performers who received funds directly from a foreign person rather than through a U.S. management company (or similar entity), and (c) management companies, booking agents, promoters, and presenters who book performances in the United States by foreign performers. (As used here, "performers" means entertainers, sports teams, orchestras, dance companies, lecturers, and similar persons or performing groups.)
17. **Direct insurance** — Applies only to insurance **purchased** from foreign insurance carriers and includes premiums (net of cancellations) paid to these carriers. Excludes reinsurance transactions with insurance companies resident abroad.
18. **Construction, engineering, architectural, and mining services** — Covers only **purchases** of the following types of services: services of general contractors in the fields of building and heavy construction; construction work by special trade contractors, such as the erection of structural steel for bridges and buildings and on-site electrical work; architectural, engineering, and land-surveying services; and mining services, including oil and gas field services. Includes only those engineering services purchased in conjunction with construction and mining services projects; industrial engineering services, such as product design services, are included in 14. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.

For the convenience of the person in the company headquarters who is preparing the consolidated BE-20 report, please complete the following:

Part or unit of company this Supplement A is for:

Name of person in the part or unit of the company to contact concerning this Supplement A

Telephone	
Area code	Number

**BENCHMARK SURVEY
OF SELECTED SERVICES
TRANSACTIONS
WITH UNAFFILIATED
FOREIGN PERSONS
1991**

Public reporting burden for this collection of information is estimated to vary from 4 to 500 hours per response, with an average of 13.2 hours per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate, including suggestions for reducing this burden, to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0058, Washington, DC 20503.

Part I NAME, ADDRESS, AND DETERMINATION OF REPORTING STATUS

Section A — Name and address

Name and principal address of U.S. Reporter —

MAIL
REPORTS
TO

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(SSB)
Washington, DC 20230

OR

DELIVER
REPORTS
TO

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(SSB), Room 1009A
1401 K Street, NW
Washington, DC 20005

1. An address label, if affixed, shows the name and address of this U.S. Reporter, as known to BEA.

If the name and address are correct, mark (X) the box below. If there are **any** changes in name or address on the label or if no label has been affixed, enter the name and address in full.

Skip a single block between words.

Same

Name of U.S. Reporter

001	1																		
-----	---	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Name of person responsible for completing the report

002	1																		
-----	---	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Street or PO Box

003	1																		
-----	---	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

City and State

ZIP Code

004	1																		
-----	---	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

2. BEA USE ONLY

005	1	2	3	4
-----	---	---	---	---

NOTE — A single original copy of this report must be filed with the Bureau of Economic Analysis (BEA); please use the copy with the address label if such a labeled copy has been provided.

Important

Read **General Instructions**, which contain definitions, before completing form.

Data to be provided in this report should represent the U.S. Reporter's 1991 fiscal year.

A. REPORTING REQUIREMENTS — See I.A. of the **General Instructions** for who must report and transactions to be reported.

B. HOW TO REPORT — This form contains two Parts and eight Schedules, A—H. Part I (Name, Address, and Determination of Reporting Status) requests information needed to determine whether a report is required and which schedules apply. It should be completed by all U.S. persons who are filing pursuant to the mandatory reporting requirement of the survey, or who are reporting data on a voluntary basis, or to whom BEA has sent a copy of the form but who are not reporting any data (see I.A.1. and I.A.2. of the **General Instructions**). Part II (Identification of U.S. Reporter) requests information about the reporting entity. It should be completed only by U.S. persons subject to the survey's mandatory reporting requirement. Each of the Schedules A—H covers a particular group of services and is to be completed only if a U.S. Reporter has transactions of the type covered by the individual schedule. On a given schedule, Reporters subject to the survey's mandatory reporting requirement should complete Section A. Reporters subject only to the survey's voluntary reporting requirement (see I.A.2. of the **General Instructions**) are requested to complete Section B of each schedule, if applicable.

If the U.S. Reporter is a corporation, the data in this report are to be for the fully consolidated domestic enterprise. If a corporation is owned to the extent of more than 50 percent of its voting stock by another U.S. corporation, the parent corporation should file this report unless the U.S. Reporter is a normally unconsolidated subsidiary required to file a separate report. See I.D. of the **General Instructions**.

C. OPTIONAL CHECKLIST — For the convenience of Reporters, an "Optional Checklist" (Supplement A) has been provided with this survey to help companies determine, without a records search, whether or not the "parts" or units of their company had reportable transactions, either sales or purchases, with unaffiliated foreign persons in FY 1991. This "Optional Checklist" is for internal use by companies only and should not be returned to BEA.

D. ASSISTANCE — Telephone (202) 523-0632 during office hours — 8:00 a.m. to 4:00 p.m. eastern time.

E. DUE DATE — A completed report on Form BE-20 is due no later than March 31, 1992.

F. GENERAL NOTES

1. Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000).

EXAMPLE — If amount is **\$1,334,615.00**, report as

Bil.	Mil.	Thous.
	1,335	

2. If an item is between + or - \$500.00, enter "0."

MANDATORY — This survey is being conducted pursuant to the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101-3108, as amended by P.L. 98-573 and P.L. 101-533 — hereinafter "the Act"), and the filing of reports is mandatory pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3104).

CONFIDENTIALITY — The Act provides that your report to this Bureau is CONFIDENTIAL. It may be used only for analytical or statistical purposes and CANNOT be used for purposes of taxation, investigation, or regulation. The Act also provides that copies retained in your files are immune from legal process.

PENALTIES — Whoever fails to report may be subject to a civil penalty of not less than \$2,500, and not more than \$25,000, and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment, or both. (See Section 6 of the Act, 22 U.S.C. 3105.)

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT — Enter name and address

TELEPHONE NUMBER	Area code	Number	Extension

CERTIFICATION — The undersigned official certifies that this report has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with VI.F of the **General Instructions**, estimates have been provided where data are not available from customary accounting records or precise data could not be obtained without undue burden.

Authorized official's signature	
Print or type name and title	Date



12

Section B — Determination of reporting status (Mandatory reporting)

Separately for sales (receipts) and purchases (payments), mark (X) "Yes" or "No" beside each type of service listed below to indicate whether your company's total transactions with unaffiliated foreign persons exceeded \$500,000. See the schedules for a detailed description of each type of service.

The U.S. Reporter may rely on the "Optional Checklist" provided in Supplement A to complete this section of Part I.

If "Yes" is marked for any type of service, for either sales or purchases, complete and return to BEA, Part I (Sections A and B) and Part II this form, and the appropriate schedule(s).

If "No" is marked for all activities, for both sales or purchases, complete and return to BEA, Part I (Sections A, B, and either Section C or Section D) with the appropriate schedule(s).

Type of service	SALES (RECEIPTS)				PURCHASES (PAYMENTS)				
	Had total transactions exceeding \$500,000?		If "Yes" Report data on —		Had total transactions exceeding \$500,000?		If "Yes" Report data on —		
	Yes	No			Yes	No			
1. Advertising services	001	1	2	Schedule A		3	4	Schedule H	
2. Computer and data processing services	002	1	2	Schedule B		3	4	Schedule H	
3. Data base and other information services	003	1	2	Schedule C		3	4	Schedule H	
4. Telecommunications services	004	1	2	Schedule D, Part I		3	4	Schedule D, Part II	
5. Agricultural services	005	1	2	Schedule G		3	4	Schedule H	
6. Research, development, and testing services	006	1	2	Schedule G		3	4	Schedule H	
7. Management, consulting, and public relations services	007	1	2	Schedule G		3	4	Schedule H	
8. Management of health care facilities	008	1	2	Schedule G		3	4	Schedule H	
9. Accounting, auditing, and bookkeeping services	009	1	2	Schedule G		3	4	Schedule H	
10. Legal services	010	1	2	Schedule G		3	4	Schedule H	
11. Educational and training services	011	1	2	Schedule G		3	4	Schedule H	
12. Mailing, reproduction, and commercial art	012	1	2	Schedule G		3	4	Schedule H	
13. Employment agencies and temporary help supply services	013	1	2	Schedule G		3	4	Schedule H	
14. Industrial engineering services	014	1	2	Schedule G		3	4	Schedule H	
15. Industrial-type maintenance and repair, installation, alteration, and training services	015	1	2	Schedule G		3	4	Schedule H	
16. Performing arts, sports, and other live performances, presentations, and events	016	1	2	Schedule G		3	4	Schedule H	
17. Rights to natural resources	017	1	2	Schedule E, Part I		3	4	Schedule E, Part II	
18. Miscellaneous disbursements	018	1	2	Schedule F, Part I		3	4	Schedule F, Part II	
19. Premiums paid or losses recovered on purchases of primary insurance (Do not net.)	019	Not reportable		3	4	Schedule H			
20. Construction, engineering, architectural, and mining services	020	Not reportable		3	4	Schedule H			

Section C — Determination of reporting status — Voluntary reporting

For sales and purchases separately, if a U.S. person's total transactions in a given type of service listed in Part I, Section B, of this form are \$500,000 or less, the U.S. person may voluntarily report the total for each type of service, not distributed by individual foreign country, on line 32, Section B, of the appropriate schedules. These estimates may be judgmental, that is, not based on a search of accounting records but instead on the recollection of knowledgeable persons within the company who are in a position to know whether any significant transactions in the particular service(s) were engaged in during the year and, if so, the approximate total amount(s) of such transactions. Information provided on these transactions will make the survey results more complete and will better ensure that all types of services are adequately represented in any negotiations or other policy initiatives supported by the survey data.

Mark (X) one

- 1 The U.S. Reporter is reporting some data voluntarily on line 32, Section B of the appropriate schedule(s).
- 2 The U.S. Reporter is not reporting in the voluntary part of the survey.

Section D — Determination of reporting status — Basis for not reporting data

The U.S. person is not reporting data in either Part II or on any schedules of this form because it — Mark (X) appropriate box.

- 1 Was not in existence at any time during the reporting period.
- 2 Is owned to the extent of more than 50% of its voting stock by another U.S. enterprise (See definition of U.S. Reporter.) — Specify _____
- 3 Had no transactions, either sales or purchases, of the types covered.
- 4 Had transactions, either sales or purchases, of the types covered but the value of each type did not exceed \$500,000 and the U.S. person does not wish to report the data voluntarily. The total amount of these transactions, for all services combined, was approximately _____

Name		
Address — Number and street		
City	State	ZIP Code

Total amount of transactions for —	
Sales	Purchases
\$ _____	\$ _____

If you marked (X) a box in this Section D — **STOP HERE** and return this form to BEA.

1. Enter the ending date of this U.S. Reporter's 1991 fiscal year. (A U.S. Reporter's 1991 fiscal year is its financial reporting year that has an ending date in calendar year 1991.)

	Month	Day	Year
001	1		91

2. Primary Employer Identification (EI) Number used by the U.S. Reporter to file U.S. income and payroll taxes.

002	1										
-----	---	--	--	--	--	--	--	--	--	--	--

3. What is the major good or service involved in the activity of the U.S. business enterprise being reported?

4. Major activity of U.S. Reporter

- 003 1 **Production of goods** — The U.S. Reporter is primarily engaged in manufacturing, fabricating, assembling, processing, growing, or mining or extracting (including exploration and development) goods. These activities are coded in the 000, 100, 200, or 300 series, except 070, 108, 124, 138, and 148 of the codes listed in the **Guide to Industry and Foreign Trade Classifications for International Surveys**.
- 2 **Sales of goods** — The U.S. Reporter is primarily engaged in selling (at wholesale or retail) goods which it does not produce. These activities are coded in the 500 series of the codes listed in the **Guide to Industry and Foreign Trade Classifications for International Surveys**.
- 3 **Provision of services** — The U.S. Reporter is primarily engaged in providing services, such as banking, public utilities, transportation, lodging, consulting, accounting, engineering, and holding companies. These activities are coded in the 400, 600, 700, or 800 series, or in 070, 108, 124, 138, and 148 of the codes listed in the **Guide to Industry and Foreign Trade Classifications for International Surveys**.

INDUSTRY CLASSIFICATION OF U.S. REPORTER (by sales or gross operating revenues)

Enter the appropriate 3-digit industry code(s), and the sales associated with each code. Sales or gross operating revenues consist of gross sales (minus returns, allowances, and discounts), or gross operating revenues, both exclusive of consumption taxes levied directly on the consumer and excise taxes levied on manufacturers, wholesalers, and retailers. See the "Summary of Industry Classifications" from the **Guide to Industry and Foreign Trade Classifications for International Surveys**, which also contains a full explanation of each code. Holding companies should show total income rather than sales. Note, however, that a U.S. Reporter that is a conglomerate must determine its industry code based on the activities of the fully consolidated domestic enterprise. The "holding company" classification (i.e., ISI code 671), therefore, is often an invalid industry classification for a conglomerate. Call BEA for further assistance if this is the U.S. Reporter's apparent classification.

	ISI code	Sales (Thousands of U.S. dollars)
5. Enter code with largest amount of sales	004 1	2
6. Enter code with 2nd largest amount of sales	005 1	2
7. Enter code with 3rd largest amount of sales	006 1	2
8. Enter code with 4th largest amount of sales	007 1	2
9. Enter code with 5th largest amount of sales	008 1	2
10. Enter code with 6th largest amount of sales	009 1	2
11. Enter code with 7th largest amount of sales	010 1	2
12. Other sales — Total	011	2
13. TOTAL SALES — Sum of items 5 through 12	012	2
	013 BEA USE ONLY — Primary Industry Code	1

EMPLOYMENT

Employment data should be based on payroll records. It should relate to activities during the fiscal year regardless of whether such activities were charged as an expense on the income statement, charged to inventories, or capitalized. Do not include data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.

Employment is the number of full-time employees on the payroll at the end of the fiscal year. A count taken during, rather than at the end of the fiscal year, may be used provided it is a reasonable proxy for the end-of-period number. If employment at the end of the fiscal year, or the count taken at some other time during the fiscal year, was unusually high or low because of temporary factors (e.g., a strike) or large seasonal variation, the number of employees that reflects normal operations, or an average for the fiscal year, should be given.

	Number of U.S. employees
14. Total U.S. employment — Number of full-time and part-time U.S. employees on the U.S. Reporter's payroll at the end of the fiscal year, excluding home workers and independent sales personnel who are not employees.	014 1

SCHEDULE F — MISCELLANEOUS DISBURSEMENTS
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991

INSTRUCTIONS

Part I of this schedule is to be used for reporting certain disbursements or outlays to fund activities conducted abroad by a U.S. person for the U.S. person's own account, rather than for the account of the foreign activity. Part II is to be used for reporting certain disbursements or outlays to fund activities conducted in the United States by a foreign person for the foreign person's own account rather than for the account of the U.S. activity. The outlays to be reported should not include those that are made to or through an "affiliate" — i.e., a foreign affiliate of a U.S. person or a U.S. affiliate of a foreign person. (See II.J. of the **General Instructions** for definitions and III.B. and III.C. for a discussion of the distinction between an affiliate and an activity conducted abroad by a U.S. person, or in the United States by a foreign person, that does not constitute an affiliate.)

Part I — DISBURSEMENTS TO FUND ACTIVITIES ABROAD BY U.S. PERSONS

For a U.S. person carrying out an activity or operation abroad for its own account, the following types of foreign disbursements or outlays should be reported:

• **NEWS-GATHERING COSTS**

Column (3), Broadcasters — U.S. broadcasters' outlays to fund operations of their foreign news bureaus and for support of correspondents in foreign countries.

Column (4), Print media — Outlays by U.S. newspapers, news syndicates, and news magazines for the operation of their foreign news bureaus and support of correspondents in foreign countries.

• **PRODUCTION COSTS**

Column (5), Motion pictures — Foreign production costs of U.S. motion picture companies.

Column (6), Broadcast material (except news) — Foreign production costs of U.S. companies engaged in the production of broadcast program material other than news.

• **FUNDING TO MAINTAIN —**

Column (7), State tourism and business promotion offices — Funding to maintain State tourism and business promotion offices located abroad.

Column (8), Sales and representative offices — Funding to maintain U.S. persons' sales offices and representative offices located abroad.

Column (9), For participation in foreign trade shows — Foreign expenses incurred by U.S. persons participating in foreign trade shows, such as the Paris Air show, the Cannes Film Festival, and the Hanover Trade Fair in Germany.

Where a set of related expenditures was made in several countries, but your recordkeeping does not permit a precise allocation of expenses among individual countries, estimates are acceptable. If no basis for such estimates exists, then it is permissible to record the expenditures against the country in which the activities were centered or headquartered. For example, a news correspondent may conduct news-gathering activities in several countries. Although it would be preferable to report news-gathering expenses in each of the several countries, all of the expenses may, if necessary, be recorded against the country where, for example, the foreign news bureau is headquartered, or where the correspondent had the largest outlays.

SCHEDULE F — MISCELLANEOUS DISBURSEMENTS
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991

- Section A of Part I is **required** to be completed for each activity shown for which your total outlays exceed \$500,000.
- Section B of Part I is **requested** to be completed for each activity shown for which your total outlays are \$500,000 or less.

NOTE — In determining exemption, each separate column in Part I and each separate column in Part II represents a separate activity.

Part I DISBURSEMENTS TO FUND ACTIVITIES ABROAD BY U.S. PERSONS

COUNTRY TO WHICH DISBURSEMENT WAS MADE	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS						
			NEWS-GATHERING COSTS		PRODUCTION COSTS		FUNDING TO MAINTAIN —		For participation in foreign trade shows
			Broadcasters	Print media	Motion pictures	Broadcast material (except news)	State tourism and business promotion offices	Sales and representative offices	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	
Section A — MANDATORY Complete if total outlays for the given activity exceed \$500,000.	1	2	3	4	5	6	7	8	9
1. All countries, total 001									
2. Australia 002	1	2	3	4	5	6	7	8	9
3. Belgium 003	1	2	3	4	5	6	7	8	9
4. Brazil 004	1	2	3	4	5	6	7	8	9
5. Canada 005	1	2	3	4	5	6	7	8	9
6. France 006	1	2	3	4	5	6	7	8	9
7. Germany 007	1	2	3	4	5	6	7	8	9
8. Hong Kong 008	1	2	3	4	5	6	7	8	9
9. Israel 009	1	2	3	4	5	6	7	8	9
10. Italy 010	1	2	3	4	5	6	7	8	9
11. Japan 011	1	2	3	4	5	6	7	8	9
12. Luxembourg 012	1	2	3	4	5	6	7	8	9
13. Mexico 013	1	2	3	4	5	6	7	8	9
14. Netherlands 014	1	2	3	4	5	6	7	8	9
15. Philippines 015	1	2	3	4	5	6	7	8	9
16. Saudi Arabia 016	1	2	3	4	5	6	7	8	9
17. South Korea 017	1	2	3	4	5	6	7	8	9
18. Spain 018	1	2	3	4	5	6	7	8	9
19. Sweden 019	1	2	3	4	5	6	7	8	9
20. Switzerland 020	1	2	3	4	5	6	7	8	9
21. Taiwan 021	1	2	3	4	5	6	7	8	9
22. United Kingdom 022	1	2	3	4	5	6	7	8	9
23. Venezuela 023	1	2	3	4	5	6	7	8	9
Other — Specify (Use additional copied sheets as necessary)	1	2	3	4	5	6	7	8	9
24. 024									
25. 025	1	2	3	4	5	6	7	8	9
26. 026	1	2	3	4	5	6	7	8	9
27. 027	1	2	3	4	5	6	7	8	9
28. 028	1	2	3	4	5	6	7	8	9
29. 029	1	2	3	4	5	6	7	8	9
30. 030	1	2	3	4	5	6	7	8	9
31. 031	1	2	3	4	5	6	7	8	9
Section B — VOLUNTARY Complete if total outlays for the given activity are \$500,000 or less.	1	2	3	4	5	6	7	8	9
32. All countries, total 032		709							
BEA USE ONLY 033	1	2	3	4	5	6	7	8	9

10-100-11

SCHEDULE F — MISCELLANEOUS DISBURSEMENTS — Continued
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991

INSTRUCTIONS

Part II — DISBURSEMENTS TO FUND ACTIVITIES IN THE UNITED STATES BY FOREIGN PERSONS

For a U.S. activity carried out in the United States by a foreign person for its own account, the following types of U.S. disbursements or outlays should be reported:

• **NEWS-GATHERING COSTS**

Column (3), Broadcasters — Foreign broadcasters' outlays to fund operations of their U.S. news bureaus and for support of correspondents in the United States.

Column (4), Print media — Outlays by foreign newspapers, news syndicates, and news magazines for the operation of their U.S. news bureaus and support of correspondents in the United States.

• **PRODUCTION COSTS**

Column (5), Motion pictures — U.S. production costs of foreign motion picture companies.

Column (6), Broadcast material (except news) — U.S. production costs of foreign companies engaged in the production of broadcast program material other than news.

• **FUNDING TO MAINTAIN —**

Column (7), Government and government-sponsored offices — Funding to maintain foreign government and government-sponsored tourism and business promotion offices located in the United States.

Column (8), Sales and representative offices — Funding to maintain foreign persons' sales offices and representative offices located in the United States.

Enter data opposite the country of the foreign person making the disbursements or outlays in the United States.

SCHEDULE F — MISCELLANEOUS DISBURSEMENTS — Continued
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991

- Section A of Part II is **required** to be completed for each activity shown for which your total receipts exceed \$500,000.
- Section B of Part II is **requested** to be completed for each activity shown for which your total receipts are \$500,000 or less.

NOTE — In determining exemption, each separate column in Part I and each separate column in Part II represents a separate activity.

Part II DISBURSEMENTS IN THE UNITED STATES BY FOREIGN PERSONS

COUNTRY OF PERSON MAKING THE DISBURSEMENT	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS					
			NEWS-GATHERING COSTS		PRODUCTION COSTS		FUNDING TO MAINTAIN —	
			Broadcasters	Print media	Motion pictures	Broadcast material (except news)	Government tourism and business promotion offices	Sales and representative offices
			(3)	(4)	(5)	(6)	(7)	(8)
Section A — MANDATORY Complete if total receipts exceed \$500,000.	1	2	3	4	5	6	7	8
1. All countries, total 001								
2. Australia 002	1	2	3	4	5	6	7	8
3. Belgium 003	1	2	3	4	5	6	7	8
4. Brazil 004	1	2	3	4	5	6	7	8
5. Canada 005	1	2	3	4	5	6	7	8
6. France 006	1	2	3	4	5	6	7	8
7. Germany 007	1	2	3	4	5	6	7	8
8. Hong Kong 008	1	2	3	4	5	6	7	8
9. Israel 009	1	2	3	4	5	6	7	8
10. Italy 010	1	2	3	4	5	6	7	8
11. Japan 011	1	2	3	4	5	6	7	8
12. Luxembourg 012	1	2	3	4	5	6	7	8
13. Mexico 013	1	2	3	4	5	6	7	8
14. Netherlands 014	1	2	3	4	5	6	7	8
15. Philippines 015	1	2	3	4	5	6	7	8
16. Saudi Arabia 016	1	2	3	4	5	6	7	8
17. South Korea 017	1	2	3	4	5	6	7	8
18. Spain 018	1	2	3	4	5	6	7	8
19. Sweden 019	1	2	3	4	5	6	7	8
20. Switzerland 020	1	2	3	4	5	6	7	8
21. Taiwan 021	1	2	3	4	5	6	7	8
22. United Kingdom 022	1	2	3	4	5	6	7	8
23. Venezuela 023	1	2	3	4	5	6	7	8
Other — Specify (Use additional copied sheets as necessary)	1	2	3	4	5	6	7	8
24. 024								
25. 025	1	2	3	4	5	6	7	8
26. 026	1	2	3	4	5	6	7	8
27. 027	1	2	3	4	5	6	7	8
28. 028	1	2	3	4	5	6	7	8
29. 029	1	2	3	4	5	6	7	8
30. 030	1	2	3	4	5	6	7	8
31. 031	1	2	3	4	5	6	7	8
Section B — VOLUNTARY Complete if total receipts are \$500,000 or less.	1	2	3	4	5	6	7	8
32. All countries, total 032		709						
BEA USE ONLY 033	1	2	3	4	5	6	7	8

SCHEDULE G — SALES OF OTHER SELECTED SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991

INSTRUCTIONS

Report sales of the services listed below, regardless of whether the service was performed in the United States or abroad. Use a separate column on page 9 to report each type of service sold. Use additional copied sheets as necessary.

- 1. Agricultural services (Ag. svcs.)** — Soil preparation services, crop services, veterinary and other animal services, farm labor and management services, and landscape and horticultural services.
- 2. Research, development, and testing services (R&D and test. svcs.)** — Commercial and noncommercial research, product development services, and testing services. Includes fees for the conduct of experiments or performance of research and development activities aboard spacecraft. Excludes medical and dental laboratory services.
- 3. Management, consulting, and public relations services (Mgmt., consulting, PR)** — Management services, except management of health care facilities (reportable under item 4); consulting services, except consulting engineering services related to actual or proposed construction or mining services projects (reportable on separate Form BE-47) and computer consulting (reportable on Schedule B); and public relations services, except those that are an integral part of an advertising campaign (reportable on Schedule A). Excludes management and operation of a foreign business where operating staff as well as management is provided. (Generally, such operations would be deemed to constitute a foreign affiliate of the U.S. Reporter, to be reported in BEA's direct investment surveys, rather than in this survey.)
- 4. Management of health care facilities (Mgmt. of health fac.)** — Management of hospitals, nursing homes, and other health care facilities. However, if operating staff is also provided, the activity generally should be reported in BEA's direct investment surveys, rather than in this survey.
- 5. Accounting, auditing, and bookkeeping services (Acctg., etc.)** — Excludes data processing and tabulating services (reportable on Schedule B).
- 6. Legal services (Legal svcs.)** — Legal advice or other legal services. Includes fees received from insurance companies as compensation for claim adjustment services.
- 7. Educational and training services (Educat. svcs.)** — Educational or training services provided on a contract or fee basis. Excludes tuition and fees charged to individual foreign students. Also excludes training done by a manufacturer in connection with the sale of a good (reportable under item 11).
- 8. Mailing, reproduction, and commercial art (Mailing, reprod., art)** — Direct mail advertising services; mailing services; blueprinting, photocopying, and other reproduction services, including those in connection with direct mail advertising; commercial photography, art, and graphic services; address list compilers; and stenographic services.
- 9. Employment agencies and temporary help supply services (Employ. agencies, etc.)** — Employment services and provision of temporary help and personnel to perform a range of services for others on a contract or fee basis. Where workers are carried on the payroll of the agency, includes receipts from unaffiliated foreign persons covering the compensation of workers, as well as agency fees.
- 10. Industrial engineering services (Indust. eng. svcs.)** — Engineering services related to the design of movable products, including product design services. Excludes engineering and architectural services that relate to immovable products, such as those that relate to actual or proposed construction or mining services projects (reportable on separate Form BE-47). Excludes computer systems engineering (reportable on Schedule B). (Includes, however, services performed with the assistance of computers, such as computer-assisted design work.)
- 11. Industrial-type maintenance and repair, installation, alteration, and training services (Indust. M&R, etc.)** — Maintenance and repair services primarily to machinery and equipment. May also include small maintenance and repair work on buildings, structures, dams, highways, etc., but only to the extent that the work is not reportable on separate Form BE-47. Would include such services as the periodic overhaul of turbines or locomotives, the extinguishing of oil or natural gas well fires, and refinery maintenance. Excludes computer maintenance and repair services (reportable on Schedule B).

Installation and training services include only installation, startup, and training services provided by a manufacturer in connection with the sale of a good. Do not include such services where the cost is included in the price of the goods and not separately billed or is declared as a part of the price of the goods on the shippers export declaration filed with the U.S. Customs Service; however, services separately billed or provided at a price over and above that entered on the export declaration should be included. These services would be reported elsewhere if not provided in connection with the sale of goods. For example, installation of machinery and equipment is normally considered a construction activity, and training personnel in the use of new machinery would ordinarily be reported as an educational or training service. However, when these services are provided by a manufacturer, the manufacturer would not normally consider itself as being classified in construction or educational services. Therefore, this separate category has been provided for reporting such services performed by a manufacturer.
- 12. Performing arts, sports, and other live performances, presentations, and events (Performing arts, etc.)** — Fees (net of allowances for foreign expenses) received from foreign persons for performing arts, sports, etc. To be reported by the (a) U.S. management companies, booking agents, promoters, and presenters who received the fees (including the performer's fees and their own booking fees); and (b) U.S. performers who receive funds directly from a foreign person rather than through U.S. management companies (or similar entities). (As used here, "performers" means entertainers, sports teams, orchestras, dance companies, lecturers, and similar persons or performing groups.) U.S. management companies who, in turn, pay foreign performers for their services, should report these payments as purchases of performing arts, on Schedule H, item 15.

**SCHEDULE G — SALES OF OTHER SELECTED SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991**

Using a separate column for each type of service being reported, insert the abbreviated name of the service as shown in parentheses in the list on page 8.

- Section A is **required** to be completed for a given type of service if your total sales of that service exceed \$500,000.
- Section B is **requested** to be completed for a given type of service if your total sales of that service are \$500,000 or less.

NOTE — In determining exemption, each column represents a separate type of service.

U.S. REPORTER'S SALES OF SELECTED SERVICES TO UNAFFILIATED FOREIGN PERSONS

REPORT IN THOUSANDS OF U.S. DOLLARS

RECEIPTS FROM	BEA USE ONLY		(3)	(4)	(5)	(6)	(7)	(8)
	(1)	(2)						
000	1	2	3	4	5	6	7	8
Section A — MANDATORY Complete if total sales of the given type of service exceed \$500,000.	1	2	3	4	5	6	7	8
1. All countries, total 001								
2. Australia 002	1	2	3	4	5	6	7	8
3. Belgium 003	1	2	3	4	5	6	7	8
4. Brazil 004	1	2	3	4	5	6	7	8
5. Canada 005	1	2	3	4	5	6	7	8
6. France 006	1	2	3	4	5	6	7	8
7. Germany 007	1	2	3	4	5	6	7	8
8. Hong Kong 008	1	2	3	4	5	6	7	8
9. Israel 009	1	2	3	4	5	6	7	8
10. Italy 010	1	2	3	4	5	6	7	8
11. Japan 011	1	2	3	4	5	6	7	8
12. Luxembourg 012	1	2	3	4	5	6	7	8
13. Mexico 013	1	2	3	4	5	6	7	8
14. Netherlands 014	1	2	3	4	5	6	7	8
15. Philippines 015	1	2	3	4	5	6	7	8
16. Saudi Arabia 016	1	2	3	4	5	6	7	8
17. South Korea 017	1	2	3	4	5	6	7	8
18. Spain 018	1	2	3	4	5	6	7	8
19. Sweden 019	1	2	3	4	5	6	7	8
20. Switzerland 020	1	2	3	4	5	6	7	8
21. Taiwan 021	1	2	3	4	5	6	7	8
22. United Kingdom 022	1	2	3	4	5	6	7	8
23. Venezuela 023	1	2	3	4	5	6	7	8
Other — <i>Specify</i> (Use additional copied sheets as necessary)	1	2	3	4	5	6	7	8
24. 024								
25. 025	1	2	3	4	5	6	7	8
26. 026	1	2	3	4	5	6	7	8
27. 027	1	2	3	4	5	6	7	8
28. 028	1	2	3	4	5	6	7	8
29. 029	1	2	3	4	5	6	7	8
30. 030	1	2	3	4	5	6	7	8
31. 031	1	2	3	4	5	6	7	8
Section B — VOLUNTARY Complete if total sales of the given type of service are \$500,000 or less.	1	2	3	4	5	6	7	8
32. All countries, total 032		709						
BEA USE ONLY 033	1	2	3	4	5	6	7	8

This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

SCHEDULE H — PURCHASES OF OTHER SELECTED SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991

INSTRUCTIONS

Report purchases of the services listed below, regardless of whether the service was performed in the United States or abroad. Use a separate column on page 11 to report each type of service purchased. Use additional copied sheets as necessary.

- 1. Advertising services (Advt. svcs.)** — Preparation of advertising and placement of such advertising in media, including charges for media space and time. U.S. Reporters that are advertising agencies should report only funds paid to foreign advertising agencies and to foreign media companies (e.g., publishers and broadcasters) on behalf of U.S. clients.

U.S. Reporters other than advertising agencies should report only purchases made directly from foreign advertising agencies and foreign media companies. Do not report purchases made through a U.S. advertising agency, as these will be reported by the agency. Also, do not report purchases made through the U.S. office of a foreign advertising agency if your payment is made to the U.S. office. Includes the value of reciprocal exchanges (that is, transactions involving barter) at market rates, not at the actual costs of performing the services. For services provided to you under these arrangements, complete the BE-20 schedules pertaining to the types of services sold, as appropriate. Value the sales reported on the other BE-20 schedules at the same amounts of as the purchases reported on this schedule.
- 2. Computer and data processing services, excluding the value of prepackaged software (Computer svcs.)** — Data entry, processing (both batch and remote), and tabulation; computer systems analysis, design, and engineering; custom software and programming services; rights to use, reproduce, or distribute computer software whether custom or prepackaged; equipment leasing (except financial leasing); integrated hardware/software systems; and other computer services (e.g., timesharing, maintenance, and repair). Excludes the value of prepackaged software.
- 3. Data base and other information services (Inform. svcs.)** — Business and economic data base services, including business news, stock quotation, and financial information services; medical, legal, technical, demographic, bibliographic, and similar data base services; general news services, such as those purchased from a news syndicate; and other information services, including reservation systems and credit reporting and authorization systems. For airline reservation systems, includes booking fees to each foreign carrier for the use of their reservation system, whether you accessed it directly or you accessed it only through a U.S. or foreign travel agency.
- 4. Agricultural services (Ag. svcs.)** — Soil preparation services, crop services, veterinary and other animal services, farm labor and management services, and landscape and horticultural services.
- 5. Research, development, and testing services (R&D and test. svcs.)** — Commercial and noncommercial research, product development services, and testing services. Includes fees for the conduct of experiments or performance of research and development activities aboard spacecraft. Excludes medical and dental laboratory services.
- 6. Management, consulting, and public relations services (Mgmt., consulting, PR)** — Management services, except management of health care facilities (reportable under item 7); consulting services, except consulting engineering services related to actual or proposed construction or mining services projects (reportable under item 17) and computer consulting (reportable under item 2); and public relations services, except those that are an integral part of an advertising campaign (reportable under item 1). Excludes management and operation of a U.S. business where operating staff as well as management is provided. (Generally, such operations would be deemed to constitute a U.S. affiliate of the foreign person, to be reported in BEA's direct investment surveys, rather than in this survey.)
- 7. Management of health care facilities (Mgmt. of health fac.)** — Management of hospitals, nursing homes, and other health care facilities. However, if operating staff is also provided, the activity generally should be reported by the foreign-owned provider in BEA's direct investment surveys, rather than by the U.S. purchaser in this survey.
- 8. Accounting, auditing, and bookkeeping services (Acctg., etc.)** — Excludes data processing and tabulating services (reportable under item 2).
- 9. Legal services (Legal svcs.)** — Legal advice or other legal services. Insurance companies should include fees paid as compensation for claim adjustment services.
- 10. Educational and training services (Educat. svcs.)** — Educational or training services provided on a contract or fee basis. Excludes tuition and fees charged to individual U.S. students by foreign educational institutions. Also excludes training done by a foreign manufacturer in connection with the sale of a good (reportable under item 14).
- 11. Mailing, reproduction, and commercial art (Mailing, reprod., art)** — Direct mail advertising services; mailing services; blueprinting, photocopying, and other reproduction services, including those in connection with direct mail advertising; commercial photography, art, and graphic services; address list compilers; and stenographic services.
- 12. Employment agencies and temporary help supply services (Employ. agencies, etc.)** — Employment services and provision of temporary help and personnel to perform services for the U.S. Reporter on a contract or fee basis. Where workers are carried on the payroll of the agency, includes payments to unaffiliated foreign persons covering the compensation of workers, as well as agency fees.
- 13. Industrial engineering services (Indust. eng. svcs.)** — Engineering services related to the design of movable products, including product design services. Excludes engineering and architectural services that relate to immovable products, such as those that relate to actual or proposed construction or mining services projects (reportable under item 17). Excludes computer systems engineering (reportable under item 2). (Includes, however, services performed with the assistance of computers, such as computer-assisted design work.)
- 14. Industrial-type maintenance and repair, installation, alteration, and training services (Indust. M&R, etc.)** — Maintenance and repair services primarily to machinery and equipment. May also include small maintenance and repair work on buildings, structures, dams, highways, etc., but only to the extent that the work is not reportable under item 17. Would include such services as the periodic overhaul of turbines or locomotives, the extinguishing of natural gas well fires, and refinery maintenance. Excludes computer maintenance and repair services (reportable under item 2).

Installation and training services include only installation, startup, and training services provided by a foreign manufacturer in connection with the sale of a good to the U.S. Reporter. Do not include such services where the cost is included in the price of the goods and not separately billed or is declared as a part of the price of the goods on the import declaration filed with the U.S. Customs Service; however, services provided at a price over and above that entered on the import declaration should be included. These services would be reported elsewhere if not received in connection with the purchase of goods. For example, installation of machinery and equipment is normally considered a construction activity, and training personnel in the use of new machinery would ordinarily be reported as an educational or training service. However, this separate category has been provided for reporting such services when purchased in connection with goods.
- 15. Performing arts, sports, and other live performances, presentations, and events (Performing arts, etc.)** — Fees (net of allowances for U.S. expenses) paid to foreign persons for performing arts, sports, etc. To be reported by the U.S. management companies, booking agents, promoters, and presenters who paid the foreign persons — including foreign booking agents, performers, etc. — for performances and events. (As used here, "performers" means entertainers, sports teams, orchestras, dance companies, lecturers, and similar persons or performing groups.) U.S. management companies who complete this schedule may also have reportable transactions on Schedule G, item 12, which pertains to sales of performing arts.
- 16. Primary insurance** — Consists of the following two types of transactions, which should be reported in separate columns on this schedule.

 - a. Primary insurance premiums (pri. insur. pre.)** — Premiums (net of cancellations) paid to unaffiliated foreign insurance carriers. A U.S. Reporter should not report direct transactions with a foreign insurance company that is its foreign affiliate; such transactions are to be reported on direct investment survey Form BE-577. A U.S. Reporter should however report direct transactions with a foreign insurance company that is an affiliate of another U.S. company, as the U.S. Reporter and the foreign insurance company are unaffiliated.
 - b. Losses recovered on primary insurance (pri. insur. loss.)** — Losses recovered on insurance purchased from unaffiliated foreign insurance carriers.

Note that, when you report one of these two types of transactions, you should also report the other. (If there were no transactions, enter "N/A" in the appropriate column of Section A, line 1, or Section B, line 32, as appropriate.)
- 17. Construction, engineering, architectural, and mining services (Construc., etc.)** — Includes purchases of the following types of services: services of general contractors in the fields of building and heavy construction; construction work by special trade contractors, such as the erection of structural steel for bridges and buildings and on-site electrical work; architectural, engineering, and land-surveying services; and mining services, including oil and gas field services. Includes only those engineering services purchased in conjunction with construction and mining services projects; industrial engineering services, such as product design services, should be reported under item 13. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.

Note that the U.S. Reporter's sales of construction, engineering, architectural, and mining services are not reportable in this survey, but on separate Form BE-47.

**SCHEDULE E — RECEIPTS AND PAYMENTS FOR THE SALE, PURCHASE, OR USE
OF RIGHTS TO NATURAL RESOURCES****BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991****INSTRUCTIONS**

In Part I (RECEIPTS), include amounts **received** from unaffiliated foreign persons for the sale or use of rights to natural resources, excluding rights to surface land, located in the United States and abroad. Such rights consist of rights to water, oil, minerals, timber, or other natural resources.

In Part II (PAYMENTS), include amounts **paid** to unaffiliated foreign persons for the acquisition or use of rights to natural resources, excluding rights to surface land, located in the United States and abroad. Such rights consist of rights to water, oil, minerals, timber, or other natural resources.

Exclude transactions with U.S. affiliates of foreign persons; these affiliates are considered to be U.S. persons.

Column (3), Sale of rights — Report receipts from the **sale** of rights to natural resources where ownership of only the rights, not the surface land, is sold.

Column (4), Use or lease of rights — Report receipts from the **use** or **lease** of rights to natural resources. Include, for example, oil or mining production royalties and lease bonuses. Include non-cash receipts in the form of output from the mines or oil and gas wells.

Column (5), Purchase of rights — Report payments for the **purchase** of rights to natural resources where ownership of only the rights, not the surface land as well, is acquired.

Column (6), Use or lease of rights — Report payments for the **use** or **lease** of rights to natural resources. Include, for example, oil or mining production royalties and lease bonus payments. Include non-cash payments in the form of output of the mines or oil or gas wells.

*This historical survey form is no longer valid
and is for information purposes only.
Current survey forms are at
www.bea.gov/ftp/information-for-survey-respondents.*

SCHEDULE E — RECEIPTS AND PAYMENTS FOR THE SALE, PURCHASE, OR USE OF RIGHTS TO NATURAL RESOURCES

BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991

- Section A or Part I (Or Part II) is **required** to be completed if your total receipts (or payments) for rights to natural resources from (to) unaffiliated foreign persons exceed \$500,000.
- Section B of Part I (or Part II) is **requested** to be completed if your total receipts (or payments) for rights to natural resources from (to) unaffiliated foreign persons are \$500,000 or less.

NOTE — Total receipts for rights to natural resources are calculated as the sum of columns (3) and (4), and total payments for rights to natural resources are calculated as the sum of columns (5) and (6).

U.S. REPORTER'S RECEIPTS AND PAYMENTS TO UNAFFILIATED FOREIGN PERSONS

REPORT IN THOUSANDS OF U.S. DOLLARS

RECEIPTS FOR RIGHTS TO NATURAL RESOURCES	BEA USE ONLY		Part I — RECEIPTS				Part II — PAYMENTS	
	(1)	(2)	Sale of rights	Use or lease of rights	Purchase of rights	Use or lease of rights		
			(3)	(4)	(5)	(6)		
Section A — MANDATORY Complete if total receipts (or payments) for rights to natural resources exceed \$500,000.								
1. All countries, total 001	1	2	3	4	5	6		
2. Australia 002	1	2	3	4	5	6		
3. Belgium 003	1	2	3	4	5	6		
4. Brazil 004	1	2	3	4	5	6		
5. Canada 005	1	2	3	4	5	6		
6. France 006	1	2	3	4	5	6		
7. Germany 007	1	2	3	4	5	6		
8. Hong Kong 008	1	2	3	4	5	6		
9. Israel 009	1	2	3	4	5	6		
10. Italy 010	1	2	3	4	5	6		
11. Japan 011	1	2	3	4	5	6		
12. Luxembourg 012	1	2	3	4	5	6		
13. Mexico 013	1	2	3	4	5	6		
14. Netherlands 014	1	2	3	4	5	6		
15. Philippines 015	1	2	3	4	5	6		
16. Saudi Arabia 016	1	2	3	4	5	6		
17. South Korea 017	1	2	3	4	5	6		
18. Spain 018	1	2	3	4	5	6		
19. Sweden 019	1	2	3	4	5	6		
20. Switzerland 020	1	2	3	4	5	6		
21. Taiwan 021	1	2	3	4	5	6		
22. United Kingdom 022	1	2	3	4	5	6		
23. Venezuela 023	1	2	3	4	5	6		
Other — <i>Specify</i> (Use additional copied sheets as necessary)	1	2	3	4	5	6		
24. 024								
25. 025	1	2	3	4	5	6		
26. 026	1	2	3	4	5	6		
27. 027	1	2	3	4	5	6		
28. 028	1	2	3	4	5	6		
29. 029	1	2	3	4	5	6		
30. 030	1	2	3	4	5	6		
31. 031	1	2	3	4	5	6		
Section B — VOLUNTARY Complete if total receipts (or payments) for rights to natural resources are \$500,000 or less.								
32. All countries, total 032	1	2	3	4	5	6		
BEA USE ONLY 033	1	2	3	4	5	6		

This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

SCHEDULE D — RECEIPTS AND PAYMENTS FOR TELECOMMUNICATIONS SERVICES**BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991****INSTRUCTIONS**

Column (3), Message telephone services and Column (5), Telex, telegram, and other jointly provided (basic) services — In Part I of this schedule, report receipts from foreign persons (communications companies and postal, telephone, and telegraph agencies (PTT's)) for your share of revenues for transmitting messages originating abroad to U.S. destinations. In Part II, report payouts to foreign persons (communications companies and PTT's) for their share of revenues for transmitting messages originating in the United States to foreign destinations. For messages originating in foreign countries and routed through the United States (for example, from Caribbean countries via the United States to Western Europe), report receipts from the foreign person originating the message and payouts to the country of destination. Also report receipts for transmitting messages between foreign points when not routed through the United States. Column (5) includes telex and telegram services, packet switched services when not offered in connection with enhanced services, and other regulated services of the type reportable to the FCC on Report 4361.

Column (4), Private leased channel services — In Part I, report receipts from foreign persons for circuits and channels terminating in the United States and for circuits and channels between foreign points. In Part II, report payouts to foreign persons (communications companies and PTT's) for leased channels and circuits terminating in foreign countries.

Column (6), Value-added (enhanced) services — Telecommunications services that add value or function above and beyond the telecommunications transport services that deliver the value-added services to end users. They can include (a) electronic mail, voice mail, code and protocol processing, and management and operation of data networks; (b) facsimile services and videoconferencing; and (c) other value-added (enhanced) services. (Facsimile services and videoconferencing should be considered as value-added only if the company provides the facilities and equipment; a company that provides solely the telecommunications transmission for these services should report receipts and payouts under column (3) or (4).)

Column (7), Support services — Services related to the maintenance and repair of telecommunications equipment; ground station services (where the ground station is not an "affiliate"); capacity leasing for transiting; and launching of communications satellites.

NOTES — Communications carriers are to complete all columns of Parts I and II, as applicable; all others are to complete only columns (4), (6), and (7) of Parts I and II, as applicable.

For each column, include the value of reciprocal exchanges; i.e., transactions involving barter. In Part I, value your sales to the foreign participant in the reciprocal exchange at market rates, not at the actual cost of performing the services. In Part II, value your purchases from the foreign participant at the same amounts as the sales reported in Part I of this schedule.

Receipts or payments by communications carriers to secure capacity by indefeasible rights of users (IRU's) are not to be reported on this schedule; they are to be reported on separate Form BE-93.

Report columns (3), (4), and (5) on a settlements basis.

**SCHEDULE D — RECEIPTS AND PAYMENTS FOR TELECOMMUNICATIONS SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991**

- Section A of Part I is **required** to be completed if your total sales of telecommunications services to unaffiliated foreign persons exceed \$500,000.
- Section B of Part I is **requested** to be completed if your total sales of telecommunications services to unaffiliated foreign persons are \$500,000 or less.

NOTE — Total sales of telecommunications services are calculated as the sum of columns (3) through (7) of Part I.

Part I U.S. REPORTER'S RECEIPTS FROM, OR SALES TO, UNAFFILIATED FOREIGN PERSONS

RECEIPTS FROM	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS				
	(1)	(2)	Message telephone services	Private leased channel services	Telex, telegram, and other jointly-provided (basic) services	Value-added (enhanced) services*	Support services*
			(3)	(4)	(5)	(6)	(7)
Section A — MANDATORY Complete if total sales of telecommunications services exceed \$500,000.	1	2	3	4	5	6	7
1. All countries, total 001							
2. Australia 002	1	2	3	4	5	6	7
3. Belgium 003	1	2	3	4	5	6	7
4. Brazil 004	1	2	3	4	5	6	7
5. Canada 005	1	2	3	4	5	6	7
6. France 006	1	2	3	4	5	6	7
7. Germany 007	1	2	3	4	5	6	7
8. Hong Kong 008	1	2	3	4	5	6	7
9. Israel 009	1	2	3	4	5	6	7
10. Italy 010	1	2	3	4	5	6	7
11. Japan 011	1	2	3	4	5	6	7
12. Luxembourg 012	1	2	3	4	5	6	7
13. Mexico 013	1	2	3	4	5	6	7
14. Netherlands 014	1	2	3	4	5	6	7
15. Philippines 015	1	2	3	4	5	6	7
16. Saudi Arabia 016	1	2	3	4	5	6	7
17. South Korea 017	1	2	3	4	5	6	7
18. Spain 018	1	2	3	4	5	6	7
19. Sweden 019	1	2	3	4	5	6	7
20. Switzerland 020	1	2	3	4	5	6	7
21. Taiwan 021	1	2	3	4	5	6	7
22. United Kingdom 022	1	2	3	4	5	6	7
23. Venezuela 023	1	2	3	4	5	6	7
Other — Specify (Use additional copied sheets as necessary)	1	2	3	4	5	6	7
24. 024							
25. 025	1	2	3	4	5	6	7
26. 026	1	2	3	4	5	6	7
27. 027	1	2	3	4	5	6	7
28. 028	1	2	3	4	5	6	7
29. 029	1	2	3	4	5	6	7
30. 030	1	2	3	4	5	6	7
31. 031	1	2	3	4	5	6	7
Section B — VOLUNTARY Complete if total sales of telecommunications services are \$500,000 or less.	1	2	3	4	5	6	7
32. All countries, total 032	709						
BEA USE ONLY 033	1	2	3	4	5	6	7

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in these columns.

SCHEDULE D — RECEIPTS AND PAYMENTS FOR TELECOMMUNICATIONS SERVICES — Continued
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991

- Section A of Part II is **required** to be completed if your total purchases of telecommunications services from unaffiliated foreign persons exceed \$500,000.
- Section B of Part II is **requested** to be completed if your total purchases of telecommunications services from unaffiliated foreign persons are \$500,000 or less.

NOTE — Total purchases of telecommunications services are calculated as the sum of columns (3) through (7) of Part II.

Part II U.S. REPORTER'S PAYOUTS TO, OR PURCHASES FROM, UNAFFILIATED FOREIGN PERSONS

PAYMENTS TO	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS				
	(1)	(2)	Message telephone services	Private leased channel services	Telex, telegram, and other jointly-provided (basic) services	Value-added (enhanced) services*	Support services*
			(3)	(4)	(5)	(6)	(7)
Section A — MANDATORY Complete if total purchases of telecommunications services exceed \$500,000.							
1. All countries, total 001	1	2	3	4	5	6	7
2. Australia 002	1	2	3	4	5	6	7
3. Belgium 003	1	2	3	4	5	6	7
4. Brazil 004	1	2	3	4	5	6	7
5. Canada 005	1	2	3	4	5	6	7
6. France 006	1	2	3	4	5	6	7
7. Germany 007	1	2	3	4	5	6	7
8. Hong Kong 008	1	2	3	4	5	6	7
9. Israel 009	1	2	3	4	5	6	7
10. Italy 010	1	2	3	4	5	6	7
11. Japan 011	1	2	3	4	5	6	7
12. Luxembourg 012	1	2	3	4	5	6	7
13. Mexico 013	1	2	3	4	5	6	7
14. Netherlands 014	1	2	3	4	5	6	7
15. Philippines 015	1	2	3	4	5	6	7
16. Saudi Arabia 016	1	2	3	4	5	6	7
17. South Korea 017	1	2	3	4	5	6	7
18. Spain 018	1	2	3	4	5	6	7
19. Sweden 019	1	2	3	4	5	6	7
20. Switzerland 020	1	2	3	4	5	6	7
21. Taiwan 021	1	2	3	4	5	6	7
22. United Kingdom 022	1	2	3	4	5	6	7
23. Venezuela 023	1	2	3	4	5	6	7
Other — Specify (Use additional copied sheets as necessary)	1	2	3	4	5	6	7
24. 024							
25. 025	1	2	3	4	5	6	7
26. 026	1	2	3	4	5	6	7
27. 027	1	2	3	4	5	6	7
28. 028	1	2	3	4	5	6	7
29. 029	1	2	3	4	5	6	7
30. 030	1	2	3	4	5	6	7
31. 031	1	2	3	4	5	6	7
Section B — VOLUNTARY Complete if total purchases of telecommunications services are \$500,000 or less.							
32. All countries, total 032	1	2	3	4	5	6	7
BEA USE ONLY 033	1	2	3	4	5	6	7

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in these columns.

**SCHEDULE A — SALES OF ADVERTISING SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991**

- Section A is **required** to be completed if your total sales of advertising services to unaffiliated foreign persons exceed \$500,000.
- Section B is **requested** to be completed if your total sales of advertising services to unaffiliated foreign persons are \$500,000 or less.

NOTE — Total sales of advertising services are calculated as the sum of columns (3) and (5).

U.S. REPORTER'S SALES TO UNAFFILIATED FOREIGN PERSONS

REPORT IN THOUSANDS OF U.S. DOLLARS

RECEIPTS FROM	BEA USE ONLY		Gross billings to unaffiliated foreign clients (3)	Gross income received from unaffiliated foreign clients (4)	Direct sales to unaffiliated foreign persons by media (not arranged by an ad agency) (5)
	(1)	(2)			
Section A — MANDATORY Complete if total sales of advertising services exceed \$500,000.					
1. All countries, total 001	1	2	3	4	5
2. Australia 002	1	2	3	4	5
3. Belgium 003	1	2	3	4	5
4. Brazil 004	1	2	3	4	5
5. Canada 005	1	2	3	4	5
6. France 006	1	2	3	4	5
7. Germany 007	1	2	3	4	5
8. Hong Kong 008	1	2	3	4	5
9. Israel 009	1	2	3	4	5
10. Italy 010	1	2	3	4	5
11. Japan 011	1	2	3	4	5
12. Luxembourg 012	1	2	3	4	5
13. Mexico 013	1	2	3	4	5
14. Netherlands 014	1	2	3	4	5
15. Philippines 015	1	2	3	4	5
16. Saudi Arabia 016	1	2	3	4	5
17. South Korea 017	1	2	3	4	5
18. Spain 018	1	2	3	4	5
19. Sweden 019	1	2	3	4	5
20. Switzerland 020	1	2	3	4	5
21. Taiwan 021	1	2	3	4	5
22. United Kingdom 022	1	2	3	4	5
23. Venezuela 023	1	2	3	4	5
Other— <i>Specify</i> (Use additional copied sheets as necessary)	1	2	3	4	5
24. _____ 024					
25. _____ 025					
26. _____ 026					
27. _____ 027					
28. _____ 028					
29. _____ 029					
30. _____ 030					
31. _____ 031					
Section B — VOLUNTARY Complete if total sales of advertising services are \$500,000 or less.					
32. All countries, total 032	1	2	3	4	5
BEA USE ONLY 033	1	2	3	4	5

This historical survey form is no longer valid.
Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

SCHEDULE A — SALES OF ADVERTISING SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991

INSTRUCTIONS

This schedule is to be completed only by advertising and media firms.

Columns (3) and (4) are to be completed by U.S. Reporters that are advertising agencies (or that include such an agency within the consolidated reporting entity, in which case the columns are to be completed with reference only to the transactions of the agency). Sales by media companies (e.g., broadcasters, publishers, etc.) that are arranged through U.S. advertising agencies are presumed to be reflected in billings of the advertising agencies; thus, in order to avoid duplication, they should not be reported by the media suppliers. U.S. advertising agencies should report only direct transactions with unaffiliated foreign clients. Exclude transactions that are with the U.S. affiliates of foreign clients, rather than directly with foreign clients; such transactions are considered domestic (U.S.-to-U.S.) and are, therefore, outside the scope of the survey.

Report gross billings to unaffiliated foreign clients and gross income from sales to unaffiliated foreign clients. **Gross billings** include all charges to clients, whether for media space and time, outside purchases (of photography, art work, etc.) made on behalf of clients, or charges for inside services (i.e., services performed inside the agency by the agency's own employees). **Gross income** includes agency commissions, charges for outside services, and charges for inside services; it excludes charges for media space and time. Both measures exclude charges for services other than advertising, such as public relations services or market research not directly associated with an advertising campaign. Such services should be reported on Schedule G.

Column (5) of this schedule is to be completed only by media companies (broadcasters, publishers, etc.) to report direct sales of advertising services, including U.S. affiliates of foreign advertising agencies.

For each column, include the value of reciprocal exchanges (that is, transactions involving barter) at market rates, not at the actual costs of performing the services. For services provided to you under these arrangements, complete the BE-20 schedules (e.g., Schedule H) pertaining to the types of services purchased, as appropriate. Value the purchases reported on the other BE-20 schedules at the same amounts as the sales reported on this schedule.

**SCHEDULE B — SALES OF COMPUTER AND DATA PROCESSING SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991**

- Section A is **required** to be completed if your total sales of computer and data processing services to unaffiliated foreign persons exceed \$500,000.
- Section B is **requested** to be completed if your total sales of computer and data processing services to unaffiliated foreign persons are \$500,000 or less.

NOTE — Total sales of computer and data processing services are calculated as the sum of columns (3) through (8).

U.S. REPORTER'S SALES TO UNAFFILIATED FOREIGN PERSONS

REPORT IN THOUSANDS OF U.S. DOLLARS

RECEIPTS FROM	BEA USE ONLY		Data entry, processing, and tabulation (3)	Computer systems analysis, design, engineering, and custom programming (4)	Computer software royalties and license fees (5)	Computer and data processing equipment leasing (except financial leasing) (6)	Integrated hardware/software systems (7)	Other computer services* (8)
	(1)	(2)						
Section A — MANDATORY Complete if total sales of computer and data processing services exceed \$500,000.								
1. All countries, total 001	1	2	3	4	5	6	7	8
2. Australia 002	1	2	3	4	5	6	7	8
3. Belgium 003	1	2	3	4	5	6	7	8
4. Brazil 004	1	2	3	4	5	6	7	8
5. Canada 005	1	2	3	4	5	6	7	8
6. France 006	1	2	3	4	5	6	7	8
7. Germany 007	1	2	3	4	5	6	7	8
8. Hong Kong 008	1	2	3	4	5	6	7	8
9. Israel 009	1	2	3	4	5	6	7	8
10. Italy 010	1	2	3	4	5	6	7	8
11. Japan 011	1	2	3	4	5	6	7	8
12. Luxembourg 012	1	2	3	4	5	6	7	8
13. Mexico 013	1	2	3	4	5	6	7	8
14. Netherlands 014	1	2	3	4	5	6	7	8
15. Philippines 015	1	2	3	4	5	6	7	8
16. Saudi Arabia 016	1	2	3	4	5	6	7	8
17. South Korea 017	1	2	3	4	5	6	7	8
18. Spain 018	1	2	3	4	5	6	7	8
19. Sweden 019	1	2	3	4	5	6	7	8
20. Switzerland 020	1	2	3	4	5	6	7	8
21. Taiwan 021	1	2	3	4	5	6	7	8
22. United Kingdom 022	1	2	3	4	5	6	7	8
23. Venezuela 023	1	2	3	4	5	6	7	8
Other— Specify (Use additional copied sheets as necessary)	1	2	3	4	5	6	7	8
24. _____ 024								
25. _____ 025	1	2	3	4	5	6	7	8
26. _____ 026	1	2	3	4	5	6	7	8
27. _____ 027	1	2	3	4	5	6	7	8
28. _____ 028	1	2	3	4	5	6	7	8
29. _____ 029	1	2	3	4	5	6	7	8
30. _____ 030	1	2	3	4	5	6	7	8
31. _____ 031	1	2	3	4	5	6	7	8
Section B — VOLUNTARY Complete if total sales of computer and data processing services are \$500,000 or less.								
32. All countries, total 032	1	2	3	4	5	6	7	8
BEA USE ONLY 033	1	2	3	4	5	6	7	8

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.

SCHEDULE B — SALES OF COMPUTER AND DATA PROCESSING SERVICES**BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991****INSTRUCTIONS**

Complete this schedule if, during the reporting period, you had receipts from unaffiliated foreign persons for computer or data processing services.

Column (3), Data entry, processing, and tabulation — Include both batch and remote processing services.

Column (4), Computer systems analysis, design, engineering, and custom programming

Column (5), Computer software royalties and license fees — Include receipts for the rights to use, reproduce, or distribute computer software, whether custom or prepackaged.

Column (6), Computer and data processing equipment leasing (except financial leasing) — Include rentals for leases that have not been capitalized.

Column (7), Integrated hardware/software systems — Include systems consisting of purchased computers and peripheral equipment that are then matched with software products or custom software in order to provide complete information systems for clients. (However, see the discussion of services bundled with goods in I.C.4 of the General Instructions.) Do not include hardware manufactured by the seller of the integrated system.

Column (8), Other computer services — Include timesharing, maintenance, repair, etc.

Exclude the value of prepackaged software. Also, exclude computer or data processing services incidental to the performance of other services, such as accounting, product design, mailing services, etc. Such services should be reported on Schedule G.

*This historical survey form is no longer valid
and is for information purposes only.
www.bea.gov/help/information-for-survey-respondents.*

**SCHEDULE C — SALES OF DATA BASE AND OTHER INFORMATION SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991**

- Section A is **required** to be completed if your total sales of data base and other information services to unaffiliated foreign persons exceed \$500,000.
- Section B is **requested** to be completed if your total sales of data base and other information services to unaffiliated foreign persons are \$500,000 or less.

NOTE — Total sales of data base and other information services are calculated as the sum of columns (3) through (6).

U.S. REPORTER'S SALES TO UNAFFILIATED FOREIGN PERSONS

REPORT IN THOUSANDS OF U.S. DOLLARS

RECEIPTS FROM	BEA USE ONLY		Business and economic data base services (3)	Medical, legal, technical, demographic, bibliographic, and similar data base services (4)	General news services (5)	Other information services* (6)
	(1)	(2)				
Section A — MANDATORY Complete if total sales of data base and other information services exceed \$500,000.						
1. All countries, total	001					
2. Australia	002	1	2	3	4	5
3. Belgium	003	1	2	3	4	5
4. Brazil	004	1	2	3	4	5
5. Canada	005	1	2	3	4	5
6. France	006	1	2	3	4	5
7. Germany	007	1	2	3	4	5
8. Hong Kong	008	1	2	3	4	5
9. Israel	009	1	2	3	4	5
10. Italy	010	1	2	3	4	5
11. Japan	011	1	2	3	4	5
12. Luxembourg	012	1	2	3	4	5
13. Mexico	013	1	2	3	4	5
14. Netherlands	014	1	2	3	4	5
15. Philippines	015	1	2	3	4	5
16. Saudi Arabia	016	1	2	3	4	5
17. South Korea	017	1	2	3	4	5
18. Spain	018	1	2	3	4	5
19. Sweden	019	1	2	3	4	5
20. Switzerland	020	1	2	3	4	5
21. Taiwan	021	1	2	3	4	5
22. United Kingdom	022	1	2	3	4	5
23. Venezuela	023	1	2	3	4	5
Other— <i>Specify</i> (Use additional copied sheets as necessary)	024	1	2	3	4	5
24.	024	1	2	3	4	5
25.	025	1	2	3	4	5
26.	026	1	2	3	4	5
27.	027	1	2	3	4	5
28.	028	1	2	3	4	5
29.	029	1	2	3	4	5
30.	030	1	2	3	4	5
31.	031	1	2	3	4	5
Section B — VOLUNTARY Complete if total sales of data base and other information services are \$500,000 or less.						
32. All countries, total	032	1	2	3	4	5
BEA USE ONLY	033	1	2	3	4	5

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.

SCHEDULE C — SALES OF DATA BASE AND OTHER INFORMATION SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991**INSTRUCTIONS**

Report on this schedule receipts from unaffiliated foreign persons for data base or other information services. Report receipts for access to all types of on-line data bases.

Column (3), Business and economic data base services — General business and economic data base services, including business news services, stock quotation services, and financial information services.

Column (4), Medical, legal, technical, demographic, bibliographic, and similar data base services

Column (5), General news services — News services, such as those provided by a news syndicate. May include general business news but excludes news services that are primarily of a business nature, which should be reported in column (3).

Column (6), Other information services — Includes airline, hotel, automobile rental, and other reservation systems; credit reporting and authorization systems; and other information services. For airline reservation systems, include booking fees from each foreign carrier for the use of your reservation system, whether a foreign carrier directly accessed it or accessed it only through a U.S. or foreign travel or booking agent.

Report only the charge for the use of the data base or information service itself, and only where a separate, explicit charge is made for such use. In instances where the charge for use of the data base is not explicit, but is subsumed in the charge for some other service, such as fees for economic forecasting services, commissions on ticket sales, or discounts on credit card vouchers, do not report the charge on this schedule. If, however, the other service is covered by another schedule, the charges should be included on that schedule.

*This historical survey form is no longer valid
and is for information purposes only.
www.bea.gov/Current/survey-forms-for-survey-respondents.*

SCHEDULE H — PURCHASES OF OTHER SELECTED SERVICES
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991

- Section A is **required** to be completed for a given type of service if your total purchases of that service exceed \$500,000.
- Section B is **requested** to be completed for a given type of service if your total purchases of that service are \$500,000 or less.

NOTE — In determining exemption, each column represents a separate type of service. However, for purchases of primary insurance, for which premiums paid and losses recovered are required to be reported in separate columns (see **Instructions** to this schedule), **both** premiums paid and losses recovered **must** be reported if **either** premiums paid or losses recovered exceed the exemption level.

U.S. REPORTER'S PURCHASES OF SELECTED SERVICES FROM UNAFFILIATED FOREIGN PERSONS

REPORT IN THOUSANDS OF U.S. DOLLARS

PAYMENTS TO	BEA USE ONLY		(3)	(4)	(5)	(6)	(7)	(8)
	(1)	(2)						
000	1	2	3	4	5	6	7	8
Section A — MANDATORY Complete if total purchases of the given type of service exceed \$500,000.	1	2	3	4	5	6	7	8
1. All countries, total 001								
2. Australia 002	601	2	3	4	5	6	7	8
3. Belgium 003	302	2	3	4	5	6	7	8
4. Brazil 004	202	2	3	4	5	6	7	8
5. Canada 005	100	2	3	4	5	6	7	8
6. France 006	307	2	3	4	5	6	7	8
7. Germany 007	308	2	3	4	5	6	7	8
8. Hong Kong 008	611	2	3	4	5	6	7	8
9. Israel 009	504	2	3	4	5	6	7	8
10. Italy 010	314	2	3	4	5	6	7	8
11. Japan 011	614	2	3	4	5	6	7	8
12. Luxembourg 012	316	2	3	4	5	6	7	8
13. Mexico 013	213	2	3	4	5	6	7	8
14. Netherlands 014	319	2	3	4	5	6	7	8
15. Philippines 015	623	2	3	4	5	6	7	8
16. Saudi Arabia 016	511	2	3	4	5	6	7	8
17. South Korea 017	626	2	3	4	5	6	7	8
18. Spain 018	323	2	3	4	5	6	7	8
19. Sweden 019	324	2	3	4	5	6	7	8
20. Switzerland 020	325	2	3	4	5	6	7	8
21. Taiwan 021	628	2	3	4	5	6	7	8
22. United Kingdom 022	327	2	3	4	5	6	7	8
23. Venezuela 023	219	2	3	4	5	6	7	8
Other — <i>Specify</i> (Use additional copied sheets as necessary)	1	2	3	4	5	6	7	8
24. 024								
25. 025	1	2	3	4	5	6	7	8
26. 026	1	2	3	4	5	6	7	8
27. 027	1	2	3	4	5	6	7	8
28. 028	1	2	3	4	5	6	7	8
29. 029	1	2	3	4	5	6	7	8
30. 030	1	2	3	4	5	6	7	8
31. 031	1	2	3	4	5	6	7	8
Section B — VOLUNTARY Complete if total purchases of the given type of service are \$500,000 or less.	1	2	3	4	5	6	7	8
32. All countries, total 032	709							
BEA USE ONLY 033	1	2	3	4	5	6	7	8

GENERAL INSTRUCTIONS
for the
BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS
WITH UNAFFILIATED FOREIGN PERSONS — 1991

The Benchmark Survey of Selected Services Transactions with Unaffiliated Foreign Persons — 1991 is being conducted by the Department of Commerce to obtain data on the size and economic significance of these transactions. The last benchmark survey of such transactions was conducted for 1986.

The data from the survey are needed in formulating U.S. policy and in analyzing the impact of that policy, and the policies of foreign countries, on U.S. international trade in services. One important use of the data, for example, will be to support bilateral and multilateral negotiations to reduce barriers to world trade in services. The data are also needed to provide estimates of services transactions in the U.S. balance of payments accounts.

The filing of reports for this survey is authorized by Section 5 of the International Investment and Trade in Services Survey Act, P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101 to 3108, as amended by P.L. 98-573 and P.L. 101-533 (hereinafter "the Act"). As provided by Section 5(c) of the Act, the information reported may be used for analytical and statistical purposes only and will be held confidential. Regulations for the survey may be found in 15 CFR Part 801.

I. WHO IS TO REPORT, DATA TO BE REPORTED, AND FORMS AND SCHEDULES REQUIRED — See definitions in II. below.

A. Who is to report and transactions to be reported

- 1. Mandatory reporting** — A BE-20 report is required from each U.S. person who had transactions (either sales or purchases) in excess of \$500,000 with unaffiliated foreign persons in any of the services listed in Part I, Section B of Form BE-20 during the U.S. person's 1991 fiscal year.

The determination of whether a U.S. person is subject to this mandatory reporting requirement may be judgmental, that is, based on the judgment of knowledgeable persons in a company who can identify reportable transactions on a recall basis, with a reasonable degree of certainty without conducting a detailed manual records search. The "Optional Checklist" (Supplement A), described in IV. below of these **General Instructions** may be used to facilitate data collection from the various parts of the Reporter's organization.

Reporters who must file pursuant to this mandatory reporting requirement must complete Parts I and II of Form BE-20 and all applicable schedules. The total amounts of transactions applicable to a particular schedule are to be entered in the appropriate column(s) on line 1, Section A of the schedule. In addition, these amounts must be distributed below line 1 to the country(ies) involved in the transaction(s).

- 2. Voluntary reporting** — If, during the U.S. person's 1991 fiscal year, the U.S. person's total transactions (either sales or purchases) in any of the types of services listed in Part I, Section B of Form BE-20 are \$500,000 or less, the U.S. person is requested to provide an estimate of the total for each type of service. Provision of this information is voluntary. The estimates may be judgmental, that is, based on recall, without conducting a detailed manual records search.

The total amounts of transactions applicable to a particular schedule are to be entered in the appropriate column(s) on line 32, Section B of the schedule. (If information on the countries of the transactions is available, the transactions may instead be reported by country in Section A; they are not required to be disaggregated by country.) Reporters filing voluntary information only should also complete Part I, Sections A, B, and C of Form BE-20 (answering "No" for each type of service listed in Part I, Section B) and Part II.

Any U.S. person receiving the BE-20 survey form from BEA, even if the person is not subject to the mandatory reporting requirement in I.A.1. above and is not filing information on a voluntary basis, **must nevertheless complete and return to BEA Part I of the form**, answering "No" for each type of service listed in Part I, Section B, indicating in Part I, Section C, that no voluntary data are being reported, and indicating in Part I, Section D, the basis for not reporting data. This requirement is necessary to ensure compliance with reporting requirements and efficient administration of the Act by eliminating unnecessary followup contact.

Only the services listed in Part I, Section B of Form BE-20 are covered by this survey. Other services such as transportation, reinsurance, lending and borrowing and related fees and charges, brokerage fees, etc., are NOT covered. Covered services are defined on the individual Schedules A—H.

B. BE-20 definition of sales (receipts) or purchases (payments)

It should be noted that an item other than sales or purchases may be used as the measure of a given service for purposes of determining whether the threshold for mandatory reporting of the service is exceeded. For example, persons reporting miscellaneous disbursements on Schedule F should use outlays (or disbursements) to fund activities conducted abroad by a U.S. person or activities conducted in the United States by a foreign person.

Advertising agencies should use gross billings to unaffiliated foreign persons, including fees passed through to media companies and not included in the agency's income statement. See each individual schedule for an explanation of what measure should be applied in determining whether you are subject to the BE-20 survey's mandatory reporting requirements for a given service.

C. Clarification of coverage and special situations

- 1. Reporting period** — The reporting period is the U.S. Reporter's 1991 fiscal year (see definition in II.M. below).
- 2. Date of recording transactions** — Transactions are to be reported on an accrual basis.
- 3. Services covered regardless of where performed** — Services sold to, or purchased from, unaffiliated foreign persons should be reported regardless of whether the services were performed in the United States or abroad.
- 4. Services bundled with goods or with other services and not separately valued** — When a sale or purchase consists of both goods and services, or of several services, that cannot be unbundled (i.e., the goods and/or services are not separately valued), it should be classified based on whichever accounts for a majority of the value or on the basis of the Reporter's customary practice.
- 5. Accounting for purchases** — Purchases of services should be included without regard to whether they are charged as an expense on the income statement, capitalized, or charged to inventories.
- 6. Partnerships** — A partnership is a business enterprise and must report if it has covered transactions. The report must be for, and the data and information must cover, the partnership as a whole, not just the activities of an individual partner.
- 7. Contractor reporting responsibility** — On all schedules, U.S. prime contractors are to report the full value of a transaction (contract) with an unaffiliated foreign person. U.S. subcontractors, including independent consultants, to a U.S. prime contractor are not to report their share of a contract with an unaffiliated foreign person.
- 8. Agency for International Development contracts** — Report information on services that are provided abroad for U.S. Government nonmilitary agencies or that are part of an aid or technical cooperation program of the Government with foreign persons. However, do not report services provided to the U.S. Department of Defense or any of its agencies, such as the Army Corps of Engineers.

D. Consolidation

If the U.S. Reporter is a corporation, Form BE-20 is required to cover reportable transactions for the fully consolidated U.S. domestic enterprise consisting of (i) the U.S. corporation whose voting securities are not owned more than 50 percent by another U.S. corporation, and, proceeding down each ownership chain from that U.S. corporation, (ii) any U.S. corporation (including a Foreign Sales Corporation located in the United States) whose voting securities are more than 50-percent owned by the U.S. corporation above it.

The fully consolidated U.S. domestic enterprise excludes foreign branches and other foreign affiliates.

Conditions may exist that would lead a U.S. corporation to exclude certain majority-owned (more than 50-percent owned) domestic subsidiaries from financial statements used in reports to shareholders. If such a subsidiary has covered transactions, it must file a report under its own name, and the subsidiary will be considered the U.S. Reporter for purposes of completing that form. The U.S. owner, however, is responsible for ensuring that the required Forms BE-20, both for itself and for the subsidiary, are filed with BEA on a timely basis. Such a subsidiary's filing deadline is the same as that of its U.S. owner.

II. DEFINITIONS

- A. Services** means economic activities whose outputs are other than tangible goods. This term includes, but is not limited to, banking, insurance, transportation, communications and data processing, retail and wholesale trade, advertising, accounting, construction, design, engineering, management consulting, real estate, professional services, entertainment, education, and health care. (**Note** — This definition is from the enabling legislation, but not all service activities included within the definition are covered by this survey.)
- B. U.S. Reporter** is the U.S. person filing a report in this survey (see I.D. for further clarification).

C. United States, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all territories and possessions of the United States.

D. Foreign, when used in a geographic sense, means that which is situated outside the United States or which belongs to or is characteristic of a country other than the United States.

E. Person means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the United States Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government sponsored agency).

1. United States person means any person resident in the United States or subject to the jurisdiction of the United States.

2. Foreign person means any person resident outside the United States or subject to the jurisdiction of a country other than the United States.

F. Business enterprise means any organization, association, branch or venture which exists for profitmaking purposes or to otherwise secure economic advantage, and any ownership of any real estate. (A business enterprise is a "person" within the definition in paragraph E above.)

G. Direct investment means the ownership or control, directly or indirectly, by one person of 10 per centum or more of the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise.

H. Parent means a person of one country who, directly or indirectly, owns or controls 10 per centum or more of the voting stock of an incorporated business enterprise, or an equivalent ownership interest in an unincorporated business enterprise, which is located outside that country.

1. U.S. parent means the U.S. person that has direct investment in a foreign business enterprise.

2. Foreign parent means the foreign person, or the first person outside the United States in a foreign chain of ownership, which has direct investment in a U.S. business enterprise, including a branch.

I. Affiliated foreign group means (i) the foreign parent, (ii) any foreign person, proceeding up the foreign parent's ownership chain, which owns more than 50 per centum of the person below it up to and including that person which is not owned more than 50 per centum by another foreign person, and (iii) any foreign person, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 per centum by the person above it.

J. Affiliate means a business enterprise located in one country which is directly or indirectly owned or controlled by a person of another country to the extent of 10 per centum or more of its voting stock for an incorporated business or an equivalent interest for an unincorporated business, including a branch.

1. Foreign affiliate means an affiliate located outside the United States in which a U.S. person has direct investment.

2. U.S. affiliate means an affiliate located in the United States in which a foreign person has direct investment.

K. Affiliated foreign person means, with respect to a given U.S. person, (i) a foreign affiliate of which the U.S. person is a U.S. parent, or (ii) the foreign parent or other member of the affiliated foreign group of which the U.S. person is a U.S. affiliate.

L. Unaffiliated foreign person means, with respect to a given U.S. person, any foreign person that is not an affiliated foreign person as defined in paragraph K above.

M. 1991 fiscal year is the U.S. Reporter's financial reporting year that has an ending date in calendar year 1991. For a person that does not have a financial reporting year, or does not have a financial reporting year ending in calendar year 1991, its 1991 fiscal year is deemed to be the same as calendar year 1991.

N. Country means, for purposes of completing Schedules A—H of this survey, the country of location of the foreign person with whom a transaction has occurred.

Examples of reportable transactions are:

1. A transaction between a U.S. person and an unaffiliated foreign person.
2. A transaction between one U.S. person and another U.S. person's foreign affiliate. Such a transaction is reportable by the first U.S. person.
3. A transaction between a U.S. parent of a foreign affiliate, or a U.S. affiliate of a foreign parent, and an unaffiliated foreign person (whether or not the latter is affiliated with other U.S. persons). Such a transaction is reportable by the U.S. parent or the U.S. affiliate.

Examples of transactions that are **not** reportable are:

1. A transaction between a U.S. person (U.S. parent) and its foreign affiliate.
2. A transaction between a U.S. person (U.S. affiliate) and its foreign parent or other member of the affiliated foreign group.
3. A transaction between a U.S. person's foreign affiliate and another foreign person. Such a transaction is not reportable because it is a foreign-to-foreign transaction.
4. A transaction between a U.S. person and another U.S. person (whether or not either or both parties are affiliated with foreign persons). Such a transaction is not reportable because it is a U.S.-to-U.S. transaction.

Transactions between U.S. parents and their foreign affiliates, and between foreign affiliates and other foreign persons, are already reportable in the surveys of U.S. direct investment abroad (BE-10, BE-11, and BE-577). Transactions between U.S. affiliates and their foreign parents or other members of their affiliated foreign groups are already reportable in the surveys of foreign direct investment in the United States (BE-12, BE-13, BE-15, BE-605, and BE-606B).

B. Foreign activities of a U.S. person that do not constitute a foreign affiliate

Transactions with unaffiliated foreign persons by or through a foreign "activity" of a U.S. person that is not a foreign affiliate must be reported on the BE-20, if the activities are in covered types of services. Any of the services covered by this survey may also be provided at a foreign location through a foreign affiliate. Such transactions are not reportable in this survey. Before completing this survey, therefore, reporters must determine whether or not the services are conducted through a foreign activity that is not a foreign affiliate or through a foreign affiliate.

Although the definitions of direct investment and foreign affiliate in II. above, together with the discussion in III.A. above, should be sufficient to determine whether a given foreign activity is or is not a foreign affiliate, in a number of cases the determination may be difficult. Several factors to be considered are given below. If you still cannot determine if the activity or operation is an affiliate, call (202) 523-0632 for additional guidance. Also, if you think that an activity or operation currently reported as an affiliate is incorrect, please call and a determination of future reporting status will be made.

If a U.S. person's foreign activity or operation is incorporated abroad, it is a foreign affiliate.

If a U.S. person's foreign activity or operation is **not** incorporated abroad, its status is based on the weight of the evidence when the factors listed below are considered.

An unincorporated foreign activity or operation generally **would** be considered a foreign affiliate if it: (i) pays foreign income taxes; (ii) has a substantial physical presence abroad (e.g., plant and equipment or employees); (iii) maintains separate financial records that would permit the preparation of financial statements, including an income statement and balance sheet (not just a record of disbursements and receipts); (iv) takes title to the goods it sells and receives revenues therefrom; or (v) receives funds for its own account from customers for services it performs.

An unincorporated foreign activity or operation generally **would not** be considered a foreign affiliate if it: (i) conducts business abroad only for the U.S. person's account and not for its own account (e.g., sales promotion or public relations type of activities); (ii) has no separate financial statements; (iii) receives funds to cover its expenses only from the U.S. person; (iv) pays no foreign income taxes; and (v) has limited physical assets, or employees, permanently located abroad.

Note that a diverse group of foreign (and U.S.) activities that do not constitute foreign affiliates are covered by Schedule F, Miscellaneous Disbursements. For foreign (and U.S.) activities that are covered by this schedule, the respondent is not asked to provide a breakdown of the outlays or disbursements by type of expenditure to fund these activities by country. (Only the total amount of the funding for these activities is to be reported.)

III. GUIDELINES FOR CATEGORIZING ACTIVITIES

A. Distinguishing between unaffiliated and affiliated transactions

This survey covers U.S. persons' direct services transactions, both sales and purchases, with unaffiliated foreign persons — that is, with foreign persons that are neither the foreign affiliate nor the foreign parent of the U.S. person filing the report. For definitions of terms, see II. above.

C. U.S. activities of a foreign person that do not constitute a U.S. affiliate

Criteria for determining which U.S. activities do or do not constitute a U.S. affiliate of a foreign person are parallel to those in III.B. above.

III. GUIDELINES FOR CATEGORIZING ACTIVITIES — Continued

D. Determining who must report a transaction when an intermediary is involved

At times, transactions between a U.S. person and an unaffiliated foreign person may be arranged by, billed through, or otherwise facilitated by, an intermediary. The intermediary may be U.S. or foreign, and may be affiliated or unaffiliated with the U.S., or the foreign, person.

A determination of who a sale is to, or who a purchase is from, shall be made on the basis of who the U.S. person considers itself to have a claim on for payment, in the case of a sale, or who it has a liability to, in the case of a purchase. For a sale, if the U.S. person looks to the unaffiliated foreign person for payment, then the transaction is between the U.S. person and unaffiliated foreign person, and is to be reported by the U.S. person. If the U.S. person looks to the intermediary for payment, and the intermediary, in turn, looks to the foreign person for payment, then whether either transaction is reportable, and who it is to be reported by, depends on the location of the intermediary and the relationship between the U.S. person and the intermediary.

If the intermediary is a foreign person, then the U.S. person would report the transaction, provided the intermediary is not affiliated with the U.S. person. (If they are affiliated, then the transaction is not reportable in this survey.)

If the intermediary is a U.S. person, then the initial transaction between the original U.S. person and the intermediary is domestic-to-domestic and not reportable in the survey. However, the intermediary must report the transaction with the foreign person, provided the intermediary is not affiliated with the foreign person. (If they are affiliated, then the transaction is not reportable in this survey.)

The reportability of a purchase would be determined in a similar manner.

IV. OPTIONAL CHECKLIST OF SERVICES TRANSACTIONS BETWEEN COMPANY UNIT AND UNAFFILIATED FOREIGN PERSONS

For the convenience of reporters, an "Optional Checklist" is provided in Supplement A, to help diversified companies determine, without a records search, whether or not the "parts" or units of the company had reportable services transactions, either sales or purchases, with unaffiliated foreign persons in 1991.

If, for any sales or purchases category, a "part" or unit of the company answers "Yes" to the question of whether it had a transaction in a particular type of service, that "part" or unit must be included in the company's report under the survey's mandatory reporting requirement if the U.S. Reporter's total transactions in that service exceed \$500,000 (see I.A.1. on page 12). Even if the U.S. Reporter's total is \$500,000 or less, a "Yes" answer to the question of whether the "part" or unit had any transactions can be used to help determine if the transactions of that "part" or unit should be included in the company's report on a voluntary basis (see I.A.2. on page 12).

Companies should reproduce the checklist for distribution to their "parts" or units if they decide to use it in preparing their reports. The checklist is optional; it is for the internal use of reporters only and should not be returned to BEA with Form BE-20.

Some companies may find it advantageous to devise an adaptation of the "Optional Checklist" to accommodate their own particular corporate structure or data collection procedures.

V. RELATED FORMS

Persons receiving this form should be aware of seven other forms on services that are required to be filed on a mandatory basis with BEA (see 15 CFR, Part 801, Section 9(b)).

BE-29 Foreign Ocean Carriers' Expenses in the United States

BE-30 Ocean Freight Revenues and Foreign Expenses of United States Carriers

BE-36 Foreign Airline Operators' Revenues and Expenses in the United States

BE-37 U.S. Airline Operators' Foreign Revenues and Expenses

BE-47 Annual Survey of Construction, Engineering, Architectural, and Mining Services Provided by U.S. Firms to Unaffiliated Foreign Persons

BE-48 Annual Survey of Reinsurance and Other Insurance Transactions by U.S. Insurance Companies with Foreign Persons

BE-93 Annual Survey of Royalties, License Fees, and Other Receipts and Payments for Intangible Rights Between U.S. and Unaffiliated Foreign Persons

The types of transactions reportable on those forms are not covered by this survey.

VI. REPORTING PROCEDURES

A. Due date — BE-20 reports, comprising Parts I and II and Schedules A—H, as applicable, are due on or before March 31, 1992.

B. Extension — Requests for an extension of the reporting deadline will not normally be granted. However, in a hardship case, a written request for an extension will be considered provided it is received at least 15 days before the due date of the report and enumerates substantive reasons necessitating the extension. BEA will provide a written response to such a request.

C. For assistance or additional copies of the forms — Phone (202) 523-0632 between 8:00 a.m. and 4:00 p.m., eastern time.

D. Number of copies — A single original copy of each form or schedule must be filed with BEA. Please use the copy with the address label if such a labeled copy has been provided. In addition, each U.S. Reporter must retain a copy of its report to facilitate resolution of problems.

E. Where to send report — Reports filed by mail through the U.S. Postal Service should be sent to U.S. Department of Commerce, Bureau of Economic Analysis BE-50(SSB), Washington, DC 20230.

Reports filed by direct private delivery should be directed to U.S. Department of Commerce, Bureau of Economic Analysis BE-50(SSB), Room 1009A, 1401 K Street, NW, Washington, DC 20005.

F. Estimates — If actual figures are not available, estimates should be supplied and labeled as such. When data items cannot be fully subdivided as required, totals and an estimated breakdown of the totals should be supplied.

**SUPPLEMENT A — OPTIONAL CHECKLIST OF SERVICES TRANSACTIONS
BETWEEN COMPANY UNIT AND UNAFFILIATED FOREIGN PERSONS**

**BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1991**

This checklist is provided with the BE-20 benchmark survey for the internal use and convenience of Reporters only and is not to be returned to BEA.

The purpose of this checklist is to facilitate the determination of whether or not the "parts" or units of a given U.S. company had any of the various services transactions covered by the survey, either sales (receipts) or purchases (payments), with unaffiliated foreign persons in 1991. (The term "persons" includes business enterprises, governments, individuals, and other organizations and entities.)

For companies with diverse operations, this checklist should be directed to persons in the various "parts" of the company who are knowledgeable about the parts' sales and purchasing activities and who can say, in their judgement, with a reasonable degree of certainty without conducting a records search, whether or not it engaged in covered transactions. Because companies organize their operations and accounting systems in different ways, these "parts" of a company might variously be referred to as profit centers, business units, divisions, subsidiaries, plant sites, establishments, operating centers, etc., or some combination thereof. All parts of the domestic company must be covered, although all need not be given the checklist, since some might already be known by headquarters to have, or not have, reportable transactions.

Definitions of the various types of services are on the reverse side of this checklist. Note that in four cases — advertising, telecommunications; performing arts, etc.; and employment agencies and temporary help supply services — measures other than, or in addition to, sales of services and purchases of services should be used in completing the checklist.

The guidelines listed below apply to this checklist.

- Both sales and purchases of services should relate to the company's 1991 fiscal year.
- Transactions by the U.S. operations ONLY are covered. Transactions by or with foreign branches or subsidiaries (foreign affiliates) of the U.S. company are NOT covered, NOR are transactions by or with a foreign parent company.

- In reporting purchases, include items meeting the above criteria, without regard to whether they were charged as an expense on the income statement, capitalized, or charged to inventories.
- "Foreign" means that which is situated outside the United States and its territories and possessions. Therefore, transactions with companies located in the United States that have foreign parents are NOT includable; and transactions with foreign affiliates of other U.S. companies ARE includable.
- Foreign persons are considered to be "unaffiliated" if (a) the U.S. company's ownership percentage (direct and indirect) in the foreign person is less than 10 percent or (b) the foreign person's ownership percentage (direct and indirect) in the U.S. company is less than 10 percent. (Questions as to whether a particular foreign company is affiliated or unaffiliated should be referred to the person named in the box below.)
- Includable transactions are determined by the above criteria, without regard to WHERE the services were performed. For example, services performed abroad by a respondent are covered if the respondent's U.S. operations performed the services instead of a foreign affiliate. Similarly, purchases of services from unaffiliated foreign persons are includable without regard to WHERE such services were performed.
- Only the services listed on this checklist are covered by the BE-20 survey. Other services such as transportation, reinsurance, lending and borrowing and related fees and charges, brokerage fees, royalties and license fees, etc., are NOT covered by the survey.

Person in company headquarters to contact concerning questions about this survey.

Name			
Telephone	Area code	Number	Extension

OPTIONAL SALES AND PURCHASES CHECKLIST

For each service listed, for both sales and purchases, mark (X) "Yes" or "No" as to whether, in your judgement, your part of the company had any transactions with unaffiliated foreign persons during fiscal year 1991. If the answer is "Yes," enter the estimated amount of the transactions in column (c) (SALES) or column (f) (PURCHASES).

Type of service	SALES			PURCHASES		
	Had any transactions?		Estimated amount Report in dollars (c)	Had any transactions?		Estimated amount Report in dollars (f)
	Yes (a)	No (b)		Yes (d)	No (e)	
1. Advertising services						
2. Computer and data processing services						
3. Data base and other information services						
4. Telecommunications services						
5. Agricultural services						
6. Research, development, and testing services						
7. Management, consulting, and public relations services						
8. Management of health care facilities						
9. Accounting, auditing, and bookkeeping services						
10. Legal services						
11. Educational and training services						
12. Mailing, reproduction, and commercial art						
13. Employment agencies and temporary help supply services						
14. Industrial engineering services						
15. Industrial-type maintenance and repair, installation, alteration, and training services						
16. Performing arts, sports, and other live performances, presentations, and events						
17. Rights to natural resources						
18. Miscellaneous disbursements						
19. Primary insurance	a. Premiums paid		Not reportable			
	b. Losses recovered on purchases		Not reportable			
20. Construction, engineering, architectural, and mining services			Not reportable			

Person completing this form for part or unit of company, complete box on reverse side.

DEFINITIONS OF TYPES OF SERVICES

1. **Advertising services** — Preparation of advertising and placement of such advertising in media, including charges for media space and time. An advertising agency selling services should use **gross billings** to unaffiliated foreigners in completing the checklist.
2. **Computer and data processing services, excluding the value of prepackaged software** — Data entry, processing (both batch and remote), and tabulation; computer systems analysis, design, and engineering; custom software and programming services; rights to use, reproduce, or distribute computer software, whether custom or prepackaged; equipment leasing (except financial leasing); integrated hardware/software systems; and other computer services (e.g., timesharing, maintenance, and repair). Excludes the value of prepackaged software.
3. **Data base and other information services** — Business and economic data base services, including business news, stock quotation, and financial information services; medical, legal, technical, demographic, bibliographic, and similar data base services; general news services, such as those provided by a news syndicate; and other information services, including reservation systems and credit reporting and authorization systems.
4. **Telecommunications services**
 - a. **Message telephone services (communications carriers only)** — Receipts from foreign persons (communications companies and postal, telephone, and telegraph agencies (PTT's)) for own share of revenues for transmitting messages originating abroad to U.S. destinations, and payouts to foreign persons (communications companies and PTT's) for their share of revenues for transmitting messages originating in the United States to foreign destinations.
 - b. **Private leased channel services** — Receipts from foreign persons for circuits and channels terminating in the United States and for circuits and channels between foreign points, and payouts to foreign persons for leased channels and circuits terminating in foreign countries.
 - c. **Telex, telegram, and other jointly provided (basic) services** — Includes telex and telegram services, packet switched services when not offered in connection with enhanced services, and other regulated services of the type reportable to the FCC on Report 4361.
 - d. **Value-added (enhanced) services** — Telecommunications services that add value or function above and beyond the telecommunications transport services that deliver the value-added services to end users. They can include (i) electronic mail, voice mail, code and protocol processing, and management of data networks; (ii) facsimile services and videoconferencing; and (iii) other value-added (enhanced) services.
 - e. **Support services** — Services related to the maintenance and repair of telecommunications equipment; ground station services; capacity leasing for transiting; and launching of communications satellites.
5. **Agricultural services** — Soil preparation services, crop services, veterinary and other animal services, farm labor and management services, and landscape and horticultural services.
6. **Research, development, and testing services** — Commercial and noncommercial research, product development services, and testing services. Includes fees for the conduct of experiments or performance of research and development activities aboard spacecraft. Excludes medical and dental laboratory services.
7. **Management, consulting, and public relations services** — Management services, except management of health care facilities (see 8); consulting services, except consulting engineering services related to actual or proposed construction or mining services projects (see 20) and computer consulting (see 2); and public relations services, except those that are an integral part of an advertising campaign (see 1).
8. **Management of health care facilities** — Management of hospitals, nursing homes, and other health care facilities.
9. **Accounting, auditing, and bookkeeping services** — Excludes data processing and tabulating services (see 2).
10. **Legal services** — Legal advice or other legal services, including insurance claims adjustment services.
11. **Educational and training services** — Educational or training services provided or acquired on a contract or fee basis. Excludes tuition and fees charged to individual students, as well as training done by a manufacturer in connection with the sale of a good (see 15b).
12. **Mailing, reproduction, and commercial art** — Direct mail advertising services; mailing services; blueprinting, photocopying, and other reproduction services, including those in connection with direct mail advertising; commercial photography, art, and graphic services; address list compilers; and stenographic services.
13. **Employment agencies and temporary help supply services** — Employment services and provision of temporary help and personnel to perform services for others on a contract or fee basis. Where workers are carried on the payroll of the agency, includes receipts and payments covering the compensation of workers, as well as agency fees.
14. **Industrial engineering services** — Engineering services related to the design of movable products, including product design services. Excludes services that relate to immovable products such as those that relate to actual or proposed construction or mining services projects (see 18).
15. **Industrial-type maintenance and repair, installation, alteration, and training services**
 - a. Maintenance and repair services primarily to machinery and equipment, and small maintenance and repair work on buildings, structures, dams, highways, etc. Excludes major projects of the type listed under 20, and computer maintenance and repair (see 2).
 - b. Installation, startup, and training services provided by a manufacturer **in connection with the sale of goods**. Include elsewhere as appropriate (e.g., in construction or education and training) if not provided in connection with the sale of goods. Excludes such services where the cost is included in the price of the goods and not separately billed or is declared as a part of the price of the goods on the shippers export or import declaration filed with the U.S. Customs Service.
16. **Performing arts, sports, and other live performances, presentations, and events** — Fees received (net of allowances for foreign expenses) or paid (net of allowances for U.S. expenses) for performing arts, sports, etc. To be reported by (a) U.S. management companies, booking agents, promoters, and presenters who received funds from or paid funds to foreign persons, for performances and events, and (b) U.S. performers who received funds directly from a foreign person rather than through a U.S. management company or similar entity. (As used here, "performers" means entertainers, sports teams, orchestras, dance companies, lecturers, and similar persons or performing groups.)
17. **Rights to natural resources** — Receipts (or payments) for the sale (or acquisition), or for the use of rights to natural resources, excluding rights to surface land, located in the United States and abroad.
18. **Miscellaneous disbursements** — Disbursements or outlays to fund news-gathering costs of broadcasters and the print media; production costs of motion picture companies and companies engaged in the production of broadcast program material other than news; and costs of maintaining tourism, business promotion, sales, and representative offices, and for participating in foreign trade shows.
19. **Primary insurance**
 - a. **Premiums paid** — Applies only to insurance purchased from foreign insurance carriers. Equals premiums paid minus cancellations. Excludes reinsurance transactions.
 - b. **Losses recovered on purchases** — Applies only to claims recovered on purchases of primary insurance.
20. **Construction, engineering, architectural, and mining services** — Covers only **purchases** of the following types of services: services of general contractors in the fields of building and heavy construction; construction work by special trade contractors, such as the erection of structural steel for bridges and buildings and on-site electrical work; architectural, engineering, and land-surveying services; and mining services, including oil and gas field services. Includes only those engineering services purchased in conjunction with construction and mining services projects; industrial engineering services, such as product design services, are included in 14. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.

For the convenience of the person in the company headquarters who is preparing the consolidated BE-20 report, please complete the following.

Part or unit of company this Supplement A is for:

Name of person in the part or unit of the company to contact concerning this Supplement A

Telephone

	Area code	Number	Extension
--	-----------	--------	-----------

FORM **BE-20** U.S. DEPARTMENT OF COMMERCE
(10-24-96) BUREAU OF ECONOMIC ANALYSIS

BEA USE ONLY

Control number

11

**BENCHMARK SURVEY
OF SELECTED SERVICES
TRANSACTIONS
WITH UNAFFILIATED
FOREIGN PERSONS
1996**

Public reporting burden for this collection of information is estimated to vary from 4 to 500 hours per response, with an average of 12 hours per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate, including suggestions for reducing this burden, to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0058, Washington, DC 20503.

Part I NAME AND ADDRESS, CERTIFICATION, AND DETERMINATION OF REPORTING STATUS

Section A — Name and address

Name and principal address of U.S. Reporter — Enter or correct as necessary.

MAIL REPORTS TO

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(SSB)
Washington, DC 20230

OR

DELIVER REPORTS TO

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(SSB)
Shipping and Receiving Section M-100
1441 L Street, NW
Washington, DC 20005

BEA USE ONLY

10005

1

2

3

4

NOTE — A single original copy of this report must be filed with the Bureau of Economic Analysis (BEA); please use the copy with the address label if such a labeled copy has been provided.

Important

Read **General Instructions**, which contain definitions, before completing form.

Data to be provided in this report should represent the U.S. Reporter's 1996 fiscal year.

A. REPORTING REQUIREMENTS — See I.A. of the **General Instructions** for who must report and transactions to be reported.

B. HOW TO REPORT — This form contains two Parts and eight Schedules, A-H. Part I (Name and Address, Certification, and Determination of Reporting Status) requests information needed to determine whether a report is required and which schedules apply. This Part should be completed by all U.S. persons who receive the survey, including those who are filing pursuant to the mandatory reporting requirement of the survey, those who are reporting data on a voluntary basis, and those who are claiming exemption from reporting any data. Part II (Identification of U.S. Reporter) requests information about the reporting entity, and should be completed only by U.S. persons subject to the survey's mandatory reporting requirement or who are reporting data on a voluntary basis. Each of the Schedules A-H covers one or more specified services and is to be completed only if a U.S. Reporter has transactions of the type(s) covered by the individual schedule. On a given schedule, Reporters subject to the survey's mandatory reporting requirement should complete Section A. Reporters who are reporting data on a voluntary basis (see I.A.2. of the General Instructions) are requested to complete Section B of the applicable schedule(s).

The Exemption Claim is on page 3. A U.S. person who receives this report from BEA and who does not meet the criteria for mandatory reporting, and elects not to report data in the voluntary section of any schedule, must nevertheless complete and submit the Exemption Claim.

Most respondents who are subject to the survey's mandatory reporting requirements, or who elect to report data voluntary, will report data on Schedules A, B, and/or C; these schedules are included in every packet mailed to every potential respondent. In contrast, Schedules D through H are applicable only to a limited number of potential survey respondents; these schedules are included only in the packets mailed to respondents who BEA has identified as being most likely to have engaged in the service covered by a particular schedule. (For example, Schedule D covers U.S. sales of advertising services, and U.S. advertising agencies and media companies are the primary recipients of this schedule.)

If you are subject to the mandatory reporting requirements of a given schedule (or if you choose to report data voluntarily on a schedule) but did not receive a copy of that schedule in your mailing packet, please contact BEA at the telephone or fax number given in D., below.

C. OPTIONAL CHECKLIST — For the convenience of Reporters, an "Optional Checklist" (Supplement A) has been provided with this survey to help companies determine, without a records search, whether or not the "parts" or units of their company had reportable transactions, either sales or purchases, with unaffiliated foreign persons in FY 1996. This "Optional Checklist" is for internal use by companies only and should not be returned to BEA.

D. ASSISTANCE — Telephone (202) 606-5588 during office hours — 8:00 a.m. to 4:00 p.m. eastern time, or fax your request to (202) 606-5318.

E. DUE DATE — A completed report on Form BE-20 is due no later than March 31, 1997.

F. GENERAL NOTES

1. Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000).
EXAMPLE — If amount is **\$1,334,615.00**, report as

Bil.	Mil.	Thous.
	1,335	

2. If an item is between + or - \$500.00, enter "0."

AUTHORITY — This survey is being conducted pursuant to the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101-3108, as amended by P.L. 98-573 and P.L. 101-533 — hereinafter "the Act"), and the filing of reports is mandatory pursuant to Section 3104 of the Act.

CONFIDENTIALITY — The Act provides that your report to this Bureau is CONFIDENTIAL. It may be used only for analytical or statistical purposes and CANNOT be used for purposes of taxation, investigation, or regulation. The Act also provides that copies retained in your files are immune from legal process.

PENALTIES — Whoever fails to report may be subject to a civil penalty of not less than \$2,500, and not more than \$25,000, and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment, or both. (See Section 3105 of the Act.) Notwithstanding the above, a U.S. person is not subject to any penalty for failure to report if a valid Office of Management and Budget (OMB) control number is not displayed on the form; such a number (0608-0058) is displayed on this form.

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT — Enter name and address

CERTIFICATION — The undersigned official certifies that this report has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with VI.F of the **General Instructions**, estimates have been provided where data are not available from customary accounting records or precise data could not be obtained without undue burden.

Authorized official's signature

Print or type name and title

Date

TELEPHONE NUMBER

Area code

Number

Extension

Section B — Determination of reporting status (Mandatory reporting)

Separately for sales (receipts) and purchases (payments), mark (X) "Yes" or "No" beside each type of service listed below to indicate whether your company's total transactions with unaffiliated foreign persons exceeded \$500,000. See VII. of the **General Instructions** for a detailed description of each type of service.

If "Yes" is marked for any type of service, for either sales or purchases, complete and return to BEA, Part I (Sections A and B) and Part II of this form, and the appropriate schedule(s).

The U.S. Reporter may rely on the "Optional Checklist" provided in Supplement A to complete this item.

If "No" is marked for all activities, for both sales and purchases, complete and return to BEA, Part I (Sections A, B, and either Section C or the exemption claim), and appropriate schedule(s).

Type of service	SALES (RECEIPTS)		PURCHASES (PAYMENTS)	
	Had total transactions exceeding \$500,000?		Had total transactions exceeding \$500,000?	
	Yes	No	Yes	No
1. Agricultural services				Schedule B
2. Research, development, and testing services				Schedule B
3. Management, consulting, and public relations services				Schedule B
4. Management of health care facilities				Schedule B
5. Accounting, auditing, and bookkeeping services				Schedule B
6. Legal services				Schedule B
7. Educational and training services				Schedule B
8. Mailing, reproduction, and commercial art				Schedule B
9. Employment agencies and temporary help supply services				Schedule B
10. Industrial engineering services				Schedule B
11. Industrial-type maintenance, installation, alteration, and training services				Schedule B
12. Performing arts, sports, and other live performances, presentations, and events				Schedule B
13. Sale or purchase of rights to natural resources, and lease bonus payments				Schedule B
14. Use or lease of rights to natural resources, excluding lease bonus payments				Schedule B
15. Disbursements to fund news-gathering costs of broadcasters				Schedule B
16. Disbursements to fund news-gathering costs of print media				Schedule B
17. Disbursements to fund production costs of motion pictures				Schedule B
18. Disbursements to fund production costs of broadcast program material other than news				Schedule B
19. Disbursements to maintain government tourism and business promotion offices				Schedule B
20. Disbursements for sales promotion and representation				Schedule B
21. Disbursements to participate in foreign trade shows				Schedule B
22. Premiums paid on purchases of primary insurance				Schedule B
23. Losses recovered on purchases of primary insurance				Schedule B
24. Construction, engineering, architectural, and mining services				Schedule B
25. Merchenting services				Schedule A
26. Financial services				Not reportable
27. Advertising services				Schedule B
28. Computer and data processing services				Schedule B
29. Data base and other information services				Schedule B
30. Telecommunications services				Schedule G, Part I
31. Operational leasing services				Schedule B
32. Other private services*				Schedule A

*Other private services (i.e., service number 32) consist of language translation services, security services, collection services, actuarial services, salvage services, satellite photography services, and toxic waste cleanup services.

Section C — Determination of reporting status (Voluntary reporting)

For sales and purchases separately, if a U.S. person's total transactions in a given type of service listed in Part I, Section B, of this form are \$500,000 or less, the U.S. person may voluntarily report the total for each type of service, not distributed by individual foreign country, on line 32, Section B, of the appropriate schedules. These estimates may be judgmental, that is, not based on a search of accounting records but instead on the recollection of knowledgeable persons within the company who are in a position to know whether any significant transactions in the particular service(s) were engaged in during the year and, if so, the approximate total amount(s) of such transactions. Information provided on these transactions will make the survey results more complete and will better ensure that all types of services are adequately represented in any negotiations or other policy initiatives supported by the survey data.

Mark (X) one

- 1 The U.S. Reporter is reporting some data voluntarily on line 32, Section B of the appropriate schedule(s).
- 2 The U.S. Reporter is not reporting in the voluntary part of the survey.

EXEMPTION CLAIM

The U.S. Reporter is not reporting data on any schedule of this form because it — *Mark (X) appropriate box.*

A Was not in existence at any time during the reporting period.

B Is owned to the extent of more than 50% of its voting stock by another U.S. enterprise.

Specify parent corporation		
Name		
Address — Number and street		
City	State	ZIP Code

(If the U.S. Reporter is a corporation, the data in this report are to be for the fully consolidated domestic enterprise. If a corporation is owned to the extent of more than 50 percent of its voting stock by another U.S. corporation, the parent corporation should file this report. For exceptions, see I.D. of the General Instructions.)

C Had no transactions, either sales or purchases, of the types covered, with unaffiliated foreign persons.

D Had transactions, either sales or purchases, of the types covered but the value of each type did not exceed \$500,000 and the U.S. Reporter does not wish to report the data voluntarily. The total amount of these transactions, for all services combined, was approximately _____

Report in thousands of U.S. dollars			
10001	Sales	10002	Purchases
\$		\$	

If you marked (X) a box in this exemption claim — **STOP HERE** and return this form to BEA.

Part II IDENTIFICATION OF U.S. REPORTER

1. Annual report for fiscal year ending _____

11001	Month	Day	Year
1			9 6

2. Industry classification — Enter 3-digit code from the Summary of Industry Classifications. _____

11002	1		
1			

3. Major activity of the U.S. Reporter and product or service involved in that activity _____

4. Primary Employer Identification (EI) Number used by the U.S. Reporter to file U.S. income or payroll taxes _____

11003	1									
1										

This historical survey form is no longer valid and is for information purposes only. Current information-for-survey-respondents.

GENERAL INSTRUCTIONS

Purpose – The Benchmark Survey of Selected Services Transactions with Unaffiliated Foreign Persons – 1996 is conducted by the Department of Commerce to obtain data on the size and economic significance of these transactions. The prior benchmark survey was conducted for 1991. The information will be used to help support trade negotiations, formulate U.S. policy, and analyze the impact of that policy and the policies of foreign countries, on international trade in services. The data will also be used in compiling the U.S. balance of payments and national income and product accounts.

I. WHO IS TO REPORT AND GENERAL COVERAGE

A. Who is to report and transactions to be reported

- 1. Mandatory reporting** – A BE-20 report is required from each U.S. person who had transactions (either sales or purchases) in excess of \$500,000 with unaffiliated foreign persons in any of the services listed in VII. of these General Instructions during the U.S. person's 1996 fiscal year.

The determination of whether a U.S. person is subject to this mandatory reporting requirement may be judgmental, that is, based on the judgement of knowledgeable persons in a company who can identify reportable transactions on a recall basis, with a reasonable degree of certainty without conducting a detailed manual records search. The "Optional Checklist" (Supplement A) described in IV. of the General Instructions may be used to facilitate data collection from the various parts of the reporter's organization.

Reporters who must file pursuant to this mandatory reporting requirement must complete Parts I and II of the form and all applicable schedules. The total amounts of transactions applicable to a particular schedule are to be entered in the appropriate column(s) on line 1 of the schedule. In addition, these amounts must be distributed below line 1 to the country(ies) involved in the transaction(s).

- 2. Voluntary reporting** – If, during the U.S. person's fiscal year, the U.S. person's total transactions (either sales or purchases) in any of the types of services listed in VII. of these General Instructions are \$500,000 or less, the U.S. person is requested to provide an estimate of the total for each type of service. Provision of this information is voluntary. The estimates may be judgmental, that is, based on recall, without conducting a detailed manual records search.

The total amounts of transactions applicable to a particular schedule are to be entered in the appropriate column(s) on line 32 of the schedule. (If information on the countries of the transactions is available, the transactions may instead be reported by country in the mandatory section; however, disaggregation by country is not required.) Reporters who elect to file pursuant to the voluntary reporting option must complete Parts I and II of the form.

- 3. Exemption** – A U.S. person receiving this form from BEA who is not required to report data in the mandatory section of any schedule, and who elects not to report data in the voluntary section of any schedule, must complete the "Person to Consult" and certification sections on page 1 and the exemption claim on page 3 of the form.

B. BE-20 definition of sales (receipts) or purchases (payments)

It should be noted that an item other than sales or purchases may be used as the measure of a given service for purposes of determining whether the threshold for mandatory reporting of the service is exceeded. Note that in several cases – advertising; telecommunications; performing arts, etc.; merchandising; miscellaneous disbursements (services numbered 15–21 in VII. of these General Instructions); and rights to natural resources (services numbered 13 and 14) – measures other than, or in addition to, sales or purchases of services should be used. See VII. of these General Instructions for an explanation of what measure should be applied in determining whether you are subject to the BE-20 survey's mandatory reporting requirements for a given service.

C. Clarification of coverage and special situations

- 1. Reporting period** – The reporting period is the U.S. Reporter's 1996 fiscal year (see definition in II.M. below).

- 2. Date of recording transactions** – Except for telecommunications services, transactions are to be reported on an accrual basis. Telecommunications transactions are to be reported on a settlements basis.

- 3. Withholding taxes** – Data should be reported gross of U.S. and foreign withholding taxes.

- 4. Services covered regardless of where performed** – Services sold to, or purchased from, unaffiliated foreign persons should be reported regardless of whether the services were performed in the United States or abroad.

- 5. Services bundled with goods or with other services and not separately valued** – When a sale or purchase consists of both goods and services, or of several services, that cannot be unbundled (i.e., the goods and/or services are not separately valued), it should be classified based on whichever accounts for a majority of the value or on the basis of the Reporter's customary practice.

- 6. Accounting for purchases** – Purchases of services should be included without regard to whether they are charged as an expense on the income statement, capitalized, or charged to inventories.

- 7. Partnerships** – A partnership is a business enterprise and must report if it has covered transactions. The report must be for, and the data and information must cover, the partnership as a whole, not just the activities of an individual partner.

- 8. Contractor reporting responsibility** – On all schedules, U.S. prime contractors are to report the full value of a transaction (contract) with an unaffiliated foreign person. U.S. subcontractors, including independent consultants, to a U.S. prime contractor are not to report their share of a contract with an unaffiliated foreign person.

- 9. Projects with U.S. Government nonmilitary agencies** – Report information on services that are provided abroad for U.S. Government nonmilitary agencies, such as the Agency for International Development and the United States Information Agency, or that are part of an aid or technical cooperation program of the Government with foreign persons. However, do not report services provided to the U.S. Department of Defense or any of its agencies, such as the Army Corps of Engineers. Also, do not report receipts for services on projects arranged through the Foreign Military Sales program of the Department of Defense.

- 10. International organizations** – Report transactions with international organizations, which, according to balance of payments conventions, are considered unaffiliated foreign persons even if they are headquartered in the United States. Enter the abbreviated designation, "Int'l Org.", as the name of the country the project is with.

D. Consolidation

If the U.S. Reporter is a corporation, Form BE-20 is required to cover reportable transactions for the fully consolidated U.S. domestic enterprise consisting of (i) the U.S. corporation whose voting securities are not owned more than 50 percent by another U.S. corporation, and, proceeding down each ownership chain from that U.S. corporation, (ii) any U.S. corporation (including a Foreign Sales Corporation located in the United States) whose voting securities are more than 50-percent owned by the U.S. corporation above it.

The fully consolidated U.S. domestic enterprise excludes foreign branches and other foreign affiliates.

Conditions may exist that would lead a U.S. corporation to exclude certain majority-owned (more than 50-percent owned) domestic subsidiaries from financial statements used in reports to shareholders. If such a subsidiary has covered transactions, it must file a report under its own name, and the subsidiary will be considered the U.S. Reporter for purposes of completing that form. The U.S. owner, however, is responsible for ensuring that the required Forms BE-20, both for itself and for the subsidiary, are filed with BEA on a timely basis. Such a subsidiary's filing deadline is the same as that of its U.S. owner.

GENERAL INSTRUCTIONS - Continued

II. DEFINITIONS

- A. Services** mean economic activities whose outputs are other than tangible goods. This term includes, but is not limited to, banking, other financial services, insurance, transportation, communications and data processing, retail and wholesale trade, advertising, accounting, construction, design, engineering, management consulting, real estate, professional services, entertainment, education, and health care.
- B. U.S. Reporter** is the U.S. person filing a report in this survey (see I.D. for further clarification).
- C. United States**, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all territories and possessions of the United States.
- D. Foreign**, when used in a geographic sense, means that which is situated outside the United States or which belongs to or is characteristic of a country other than the United States.
- E. Person** means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the United States Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government sponsored agency).
- 1. United States person** means any person resident in the United States or subject to the jurisdiction of the United States.
- 2. Foreign person** means any person resident outside the United States or subject to the jurisdiction of a country other than the United States.
- F. Business enterprise** means any organization, association, branch or venture which exists for profitmaking purposes or to otherwise secure economic advantage, and any ownership of any real estate. (A business enterprise is a "person" within the definition in paragraph E above.)
- G. Direct investment** means the ownership or control, directly or indirectly, by one person of 10 per centum or more of the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise.
- H. Parent** means a person of one country who, directly or indirectly, owns or controls 10 per centum or more of the voting stock of an incorporated business enterprise, or an equivalent ownership interest in an unincorporated business enterprise, which is located outside that country.
- 1. U.S. parent** means the U.S. person that has direct investment in a foreign business enterprise.
- 2. Foreign parent** means the foreign person, or the first person outside the United States in a foreign chain of ownership, which has direct investment in a U.S. business enterprise, including a branch.
- I. Affiliated foreign group** means (i) the foreign parent, (ii) any foreign person, proceeding up the foreign parent's ownership chain, which owns more than 50 per centum of the person below it up to and including that person which is not owned more than 50 per centum by another foreign person, and (iii) any foreign person, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 per centum by the person above it.
- J. Affiliate** means a business enterprise located in one country which is directly or indirectly owned or controlled by a person of another country to the extent of 10 per centum or more of its voting stock for an incorporated business or an equivalent interest for an unincorporated business, including a branch.
- 1. Foreign affiliate** means an affiliate located outside the United States in which a U.S. person has direct investment.
- 2. U.S. affiliate** means an affiliate located in the United States in which a foreign person has direct investment.
- K. Affiliated foreign person** means, with respect to a given U.S. person, (i) a foreign affiliate of which the U.S. person is a U.S. parent, or (ii) the foreign parent or other member of the affiliated foreign group of which the U.S. person is a U.S. affiliate.

- L. Unaffiliated foreign person** means, with respect to a given U.S. person, any foreign person that is not an affiliated foreign person as defined in paragraph K above.
- M. 1996 fiscal year** is the U.S. Reporter's financial reporting year that has an ending date in calendar year 1996. For a person that does not have a financial reporting year, or does not have a financial reporting year ending in calendar year 1996, its 1996 fiscal year is deemed to be the same as calendar year 1996.
- N. Country** means, for purposes of this survey, the country of location of the foreign person with whom a transaction has occurred.

III. GUIDELINES FOR CATEGORIZING ACTIVITIES

A. Distinguishing between unaffiliated and affiliated transactions

This survey covers U.S. persons' direct services transactions, both sales and purchases, with unaffiliated foreign persons - that is, with foreign persons that are neither the foreign affiliate nor the foreign parent of the U.S. person filing the report. For definitions of terms, see II. above.

Examples of reportable transactions are:

1. A transaction between a U.S. person and an unaffiliated foreign person.
2. A transaction between one U.S. person and another U.S. person's foreign affiliate. Such a transaction is reportable by the first U.S. person.
3. A transaction between a U.S. parent of a foreign affiliate, or a U.S. affiliate of a foreign parent, and an unaffiliated foreign person (whether or not the latter is affiliated with other U.S. persons). Such a transaction is reportable by the U.S. parent or the U.S. affiliate.

Examples of transactions that are **not** reportable are:

1. A transaction between a U.S. person (U.S. parent) and its foreign affiliate.
2. A transaction between a U.S. person (U.S. affiliate) and its foreign parent or other member of the affiliated foreign group.
3. A transaction between a U.S. person's foreign affiliate and another foreign person. Such a transaction is not reportable because it is a foreign-to-foreign transaction.
4. A transaction between a U.S. person and another U.S. person (whether or not either or both parties are affiliated with foreign persons). Such a transaction is not reportable because it is a U.S.-to-U.S. transaction.

Transactions between U.S. parents and their foreign affiliates, and between foreign affiliates and other foreign persons, are already reportable in the surveys of U.S. direct investment abroad (BE-10, BE-11, and BE-577). Transactions between U.S. affiliates and their foreign parents or other members of their affiliated foreign groups are already reportable in the surveys of foreign direct investment in the United States (BE-12, BE-13, BE-15, BE-605, and BE-605 (BANK)).

B. Foreign activities of a U.S. person that do not constitute a foreign affiliate

Transactions with unaffiliated foreign persons by or through a foreign "activity" of a U.S. person that is not a foreign affiliate must be reported on the BE-20, if the activities are in covered types of services. Any of the services covered by this survey may also be provided at a foreign location through a foreign affiliate. Such transactions are not reportable in this survey. Before completing this survey, therefore, reporters must determine whether or not the services are conducted through a foreign activity that is not a foreign affiliate or through a foreign affiliate.

Although the definitions of direct investment and foreign affiliate in II. above, together with the discussion in III.A. above, should be sufficient to determine whether a given foreign activity is or is not a foreign affiliate, in a number of cases the determination may be difficult. Several factors to be considered are given below. If you still cannot determine if the activity or operation is an affiliate, call (202) 606-5588 for additional guidance. Also, if you think that an activity or operation currently reported as an affiliate is incorrect, please call and a determination of future reporting status will be made.

GENERAL INSTRUCTIONS – Continued

B. Foreign activities of a U.S. person that do not constitute a foreign affiliate – Continued

If a U.S. person's foreign activity or operation is incorporated abroad, it is a foreign affiliate.

If a U.S. person's foreign activity or operation is **not** incorporated abroad, its status is based on the weight of the evidence when the factors listed below are considered.

An unincorporated foreign activity or operation generally **would** be considered a foreign affiliate if it: (i) pays foreign income taxes; (ii) has a substantial physical presence abroad (e.g., plant and equipment or employees); (iii) maintains separate financial records that would permit the preparation of financial statements, including an income statement and balance sheet (not just a record of disbursements and receipts); (iv) takes title to the goods it sells and receives revenues therefrom; or (v) receives funds for its own account from customers for services it performs.

An unincorporated foreign activity or operation generally **would not** be considered a foreign affiliate if it: (i) conducts business abroad only for the U.S. person's account and not for its own account (e.g., sales promotion or public relations type of activities); (ii) has no separate financial statements; (iii) receives funds to cover its expenses only from the U.S. person; (iv) pays no foreign income taxes; and (v) has limited physical assets, or employees, permanently located abroad.

Note that a diverse group of activities that do not constitute foreign affiliates are covered by services numbered 15-21 in VII. of these General Instructions. For activities that are covered by these services, the respondent is asked to provide a breakdown by country of the total amount of the funding for these activities.

C. U.S. activities of a foreign person that do not constitute a U.S. affiliate

Criteria for determining which U.S. activities do or do not constitute a U.S. affiliate of a foreign person are parallel to those in III.B. above.

D. Determining who must report a transaction when an intermediary is involved

At times, transactions between a U.S. person and an unaffiliated foreign person may be arranged by, billed through, or otherwise facilitated by, an intermediary. The intermediary may be U.S. or foreign, and may be affiliated or unaffiliated with the U.S., or the foreign, person.

A determination of who a sale is to, or who a purchase is from, shall be made on the basis of who the U.S. person considers itself to have a claim on for payment, in the case of a sale, or who it has a liability to, in the case of a purchase. For a sale, if the U.S. person looks to the unaffiliated foreign person for payment, then the transaction is between the U.S. person and unaffiliated foreign person, and is to be reported by the U.S. person. If the U.S. person looks to the intermediary for payment, and the intermediary, in turn, looks to the foreign person for payment, then whether either transaction is reportable, and who it is to be reported by, depends on the location of the intermediary and the relationship between the U.S. person and the intermediary.

If the intermediary is a foreign person, then the U.S. person would report the transaction, provided the intermediary is not affiliated with the U.S. person. (If they are affiliated, then the transaction is not reportable in this survey.)

If the intermediary is a U.S. person, then the initial transaction between the original U.S. person and the intermediary is U.S.-to-U.S. and not reportable in the survey. However, the intermediary must report the transaction with the foreign person, provided the intermediary is not affiliated with the foreign person. (If they are affiliated, then the transaction is not reportable in this survey.)

The reportability of a purchase would be determined in a similar manner.

IV. OPTIONAL CHECKLIST OF SERVICES TRANSACTIONS BETWEEN COMPANY UNIT AND UNAFFILIATED FOREIGN PERSONS

For the convenience of reporters, an "Optional Checklist" is provided in Supplement A, to help diversified companies determine, without a records search, whether or not the "parts" or units of the company had reportable services transactions, either sales or purchases, with unaffiliated foreign persons in 1996.

If, for any sales or purchases category, a "part" or unit of the company answers "Yes" to the question of whether it had a transaction in a particular type of service, that "part" or unit must be included in the company's report under the survey's mandatory reporting requirement if the U.S. Reporter's total transactions in that service exceed \$500,000. (See I.A.1. of these General Instructions.) Even if the U.S. Reporter's total transactions are \$500,000 or less, a "Yes" answer to the question of whether the "part" or unit had any transactions can be used to help determine if the transactions of that "part" or unit should be included in the company's report on a voluntary basis. (See I.A.2. of these General Instructions.)

Companies should reproduce the checklist for distribution to their "parts" or units if they decide to use it in preparing their reports. The checklist is optional; it is for the internal use of reporters only and should not be returned to BEA with Form BE-20.

Some companies may find it advantageous to adapt the "Optional Checklist" to accommodate their own particular corporate structure or data collection procedures.

V. RELATED FORMS

Persons receiving this form should be aware of ten other forms on services that are required to be filed on a mandatory basis with BEA (see 15 CFR, Part 801, Sections 9(b) and 9(c)).

BE-22 Annual Survey of Selected Services Transactions with Unaffiliated Foreign Persons

BE-29 Foreign Ocean Carriers' Expenses in the United States

BE-30 Ocean Freight Revenues and Foreign Expenses of United States Carriers

BE-36 Foreign Airline Operators' Revenues and Expenses in the United States

BE-37 U.S. Airline Operators' Foreign Revenues and Expenses

BE-47 Annual Survey of Construction, Engineering, Architectural, and Mining Services Provided by U.S. Firms to Unaffiliated Foreign Persons

BE-48 Annual Survey of Reinsurance and Other Insurance Transactions by U.S. Insurance Companies with Foreign Persons

BE-80 Benchmark Survey of Financial Services Transactions Between U.S. Financial Services Providers and Unaffiliated Foreign Persons

BE-82 Annual Survey of Financial Services Transactions Between U.S. Financial Services Providers and Unaffiliated Foreign Persons

BE-93 Annual Survey of Royalties, License Fees, and Other Receipts and Payments for Intangible Rights Between U.S. and Unaffiliated Foreign Persons

The types of transactions reportable on those forms are not covered by this survey. To receive a copy of forms BE-29, BE-30, BE-36, and BE-37, telephone BEA at (202) 606-9559. To receive a copy of forms BE-22, BE-47, BE-48, BE-80, BE-82, and BE-93, telephone BEA at (202) 606-5588.

VI. REPORTING PROCEDURES

A. Due date – A completed BE-20 report, consisting of Parts I and II and, as appropriate, either the applicable Schedule(s) or an exemption claim, is due on March 31, 1997.

B. Extension – Requests for an extension of the reporting deadline will not normally be granted. However, in a hardship case, a written request for an extension will be considered provided it is received at least 15 days before the due date of the report and enumerates substantive reasons necessitating the extension. BEA will provide a written response to such a request.

C. For assistance or additional copies of the forms – Telephone (202) 606-5588 between 8:00 a.m. and 4:00 p.m., eastern time, or fax your request to (202) 606-5318.

D. Original and file copies – A single original copy of each form or schedule must be filed with BEA. Please use the copy with the address label if such a labeled copy has been provided. In addition, each U.S. Reporter must retain a copy of its report to facilitate resolution of problems; these copies should be retained by the U.S. Reporter for a period of not less than 3 years beyond the form's original due date.

GENERAL INSTRUCTIONS – Continued

VI. REPORTING PROCEDURES – Continued

- E. Where to send report** – Reports filed by mail through the U.S. Postal Service should be sent to U.S. Department of Commerce, Bureau of Economic Analysis BE-50(SSB), Washington, DC 20230.

Reports filed by direct private delivery should be directed to U.S. Department of Commerce, Bureau of Economic Analysis BE-50(SSB), Shipping and Receiving Section, Room M-100, 1441 L Street, NW, Washington, DC 20005.

- F. Estimates** – If actual figures are not available, estimates should be supplied and labeled as such. When data items cannot be fully subdivided as required, totals and an estimated breakdown of the totals should be supplied.

VII. SERVICES COVERED

The following types of services are covered by this survey:

- 1. Agricultural services** (Report receipts on Schedule A and payments on Schedule B): Soil preparation services, crop services, veterinary and other animal services, farm labor and management services, and landscape and horticultural services.
 - 2. Research, development, and testing services** (Report receipts on Schedule A and payments on Schedule B): Commercial and noncommercial research, product development services, and testing services. Include fees for the conduct of experiments or performance of research and development activities aboard spacecraft. Excludes medical and dental laboratory services.
 - 3. Management, consulting, and public relations services** (Report receipts on Schedule A and payments on Schedule B): Management services, except management of health care facilities (report under service number 4); consulting services, except consulting engineering services related to actual or proposed construction or mining services projects (report purchases under service number 24, and report sales on BEA Form BE-47 – see V. of these General Instructions) and computer consulting (report under service number 28); and public relations services, except those that are an integral part of an advertising campaign (report under service number 27). However, if both operating staff and management are provided, the activity generally should be reported on BEA's direct investment surveys rather than on this survey.
 - 4. Management of health care facilities** (Report receipts on Schedule A and payments on Schedule B): Management of hospitals, nursing homes, and other health care facilities. However, if both operating staff and management are provided, the activity generally should be reported on BEA's direct investment surveys rather than on this survey.
 - 5. Accounting, auditing, and bookkeeping services** (Report receipts on Schedule A and payments on Schedule B): Excludes data processing and tabulating services (report under service number 28).
 - 6. Legal services** (Report receipts on Schedule A and payments on Schedule B): Legal advice or other legal services. Insurance companies should include fees for claim adjustment expenses.
 - 7. Educational and training services** (Report receipts on Schedule A and payments on Schedule B): Educational or training services provided on a contract or fee basis. Excludes tuition and fees charged to individual U.S. and foreign students by educational institutions. Also excludes training done by a manufacturer in connection with the sale of a good (report under service number 11).
 - 8. Mailing, reproduction, and commercial art** (Report receipts on Schedule A and payments on Schedule B): Direct mail advertising services; mailing services, such as remailing services in connection with direct mail advertising; commercial photography, art, and graphic services; address list compilation; and stenographic services.
 - 9. Employment agencies and temporary help supply services** (Report receipts on Schedule A and payments on Schedule B): Employment services and provision of temporary help and personnel to perform services on a contract or fee basis. Where workers are carried on the payroll of the agency, includes amounts received or paid for the compensation of workers as well as agency fees.
 - 10. Industrial engineering services** (Report receipts on Schedule A and payments on Schedule B): Engineering services related to the design of movable products, including product design services. Includes services performed with the assistance of computers, such as computer-assisted design work. Excludes engineering and architectural services that relate to immovable products, such as those that relate to actual or proposed construction or mining services projects (report purchases under service number 24, and report sales on BEA Form BE-47 – see V. of these General Instructions).
 - 11. Industrial-type maintenance, installation, alteration, and training services** (Report receipts on Schedule A and payments on Schedule B): Maintenance services primarily to machinery and equipment. May also include small maintenance work on buildings, structures, dams, highways, etc., but only to the extent that the work is not reportable under service number 24. Would include such services as the periodic overhaul of turbines, the extinguishment of natural gas well fires, and refinery maintenance. Excludes computer maintenance and repair (report under service number 28). Installation and training services include only installation, startup, and training services provided by a manufacturer in connection with the sale of a good. Do not include such services where the cost is included in the price of the goods and not separately billed, or is declared as a part of the price of the goods on the import or export declaration filed with the U.S. Customs Service; however, services provided at a price over and above that entered on the declaration should be included. These services would be reported elsewhere if not received in connection with the purchase of goods. For example, installation of machinery and equipment is normally considered a construction activity, and training personnel in the use of new machinery would ordinarily be reported as an educational or training service.
 - 12. Performing arts, sports, and other live performances, presentations, and events** (Report receipts on Schedule A and payments on Schedule B): Fees received (net of allowances for foreign expenses) or paid (net of allowances for U.S. expenses) for performing arts, sports, etc. To be reported by (a) U.S. management companies, booking agents, promoters, and presenters who received funds from or paid funds to foreign persons, for performance and events, and (b) U.S. performers who received funds directly from a foreign person rather than through a U.S. management company or similar entity. (As used here, "performers" means entertainers, sports teams, orchestras, dance companies, lecturers, and similar persons or performing groups.)
 - 13. Sale or purchase of rights to natural resources, and lease bonus payments** (Report receipts on Schedule A and payments on Schedule B): Receipts from the sale of, or payments for the acquisition of, rights to natural resources located in the United States and abroad, and lease bonus payments. Excludes sales or purchases of rights to surface land.
 - 14. Use or lease of rights to natural resources, excluding lease bonus payments** (Report receipts on Schedule A and payments on Schedule B): Receipts or payments for the use of rights to natural resources located in the United States and abroad, including oil or mining production royalties. Excludes lease bonus payments (report under service number 13) and sales or purchases of rights to surface land.
- Note for services numbered 15–21:** Where a set of related expenditures was made in several countries, but your recordkeeping does not permit a precise allocation of expenses among individual countries, estimates are acceptable. If no basis for such estimates exists, then it is permissible to record the expenditures against the country in which the activities were centered or headquartered. For example, a news correspondent may conduct news-gathering activities in several countries. Although it would be preferable to report news-gathering expenses in each of the several countries, all of the expenses may, if necessary, be recorded against the country where the foreign news bureau is headquartered, or where the correspondent had the largest outlays.
- 15. Disbursements to fund news-gathering costs of broadcasters** (Report receipts on Schedule A and payments on Schedule B): U.S. broadcasters' outlays to fund operations of their foreign news bureaus and for support of correspondents in foreign countries, and foreign broadcasters' outlays to fund operations of their U.S. news bureaus and for support of correspondents in the United States. (See note above.)

GENERAL INSTRUCTIONS – Continued

VII. SERVICES COVERED – Continued

16. Disbursements to fund news-gathering costs of print media (Report receipts on Schedule A and payments on Schedule B): Outlays by U.S. newspapers, news syndicates, and news magazines for the operation of their foreign news bureaus, and outlays by foreign newspapers, news syndicates, and news magazines for the operation of their U.S. news bureaus. (See note above service number 15.)

17. Disbursements to fund production costs of motion pictures (Report receipts on Schedule A and payments on Schedule B): Foreign production costs of U.S. motion picture companies, and U.S. production costs of foreign motion picture companies. (See note above service number 15.)

18. Disbursements to fund production costs of broadcast program material other than news (Report receipts on Schedule A and payments on Schedule B): Foreign production costs of U.S. companies engaged in the production of broadcast material other than news, and U.S. production costs of foreign companies engaged in the production of broadcast material other than news. Includes disbursements to fund the production and/or the broadcast of such programs; for example, includes both the disbursements for broadcasting professional or amateur athletic sporting events, and the disbursements for production of the events themselves. (See note above service number 15.)

19. Disbursements to maintain government tourism and business promotion offices (Report receipts on Schedule A and payments on Schedule B): Funding to maintain State tourism and business promotion offices located abroad, and funding to maintain foreign government sponsored tourism and business promotion offices located in the United States. (See note above service number 15.)

20. Disbursements for sales promotion and representation (Report receipts on Schedule A and payments on Schedule B): Funding to maintain sales promotion and representative offices, and commissions or "finder's fees" to unaffiliated (independent) sales agents. Sales promotion offices typically have few assets other than office furniture; to the extent that their employees are compensated by commissions, the commissions arise only from sales or business that the employees generate for their U.S. or foreign parents; they do not produce revenue, other than funds from their parents to cover their expenses; and they are engaged only in sales promotion, representational, public-relations-type activities, or the gathering of market information, on behalf of their parents. If an office produces revenues for its own account from goods or services it provides to unaffiliated persons, then it is considered a U.S. or foreign affiliate and is subject to the reporting requirements for BEA's direct investment surveys. (See note above service number 15.)

21. Disbursements to participate in foreign trade shows (Report payments/expenditures on Schedule B; receipts are not reportable): Foreign expenses incurred by U.S. persons participating in foreign trade shows. (See note above service number 15.)

Note for services numbered 22–23: When you report either service number 22 or 23, also report the other service. If there are transactions in one of these services but not in the other, enter "N/A" in the appropriate column of Schedule B, line 1 or 32.

22. Premiums paid on primary insurance (Report payments of premiums on Schedule B; do not report receipts of premiums): Premiums (net of cancellations) paid to unaffiliated foreign insurance carriers for primary insurance. Excludes reinsurance transactions. A U.S. Reporter should not report direct transactions with a foreign insurance company that is its foreign affiliate; such transactions are to be reported on direct investment survey BE-577. A U.S. Reporter should, however, report direct transactions with a foreign insurance company that is an affiliate of another U.S. company, as the U.S. Reporter and the foreign insurance company are unaffiliated. (See note above.)

23. Losses recovered on primary insurance (Report the recovery of losses on purchases of primary insurance as a positive amount on Schedule B; payments of losses by U.S. insurance companies are covered on BEA Form BE-48, and should not be reported on this BE-20 form): Losses recovered on insurance purchased from unaffiliated foreign insurance carriers. (See note above service number 22.)

24. Construction, engineering, architectural, and mining services (Report purchases on Schedule B; sales are covered on BEA Form BE-47, and should not be reported on this BE-20 form): Includes purchases of the following types of services: Services of general contractors in the fields of building and heavy construction; construction work by special trade contractors, such as the erection of structural steel for bridges and buildings and on-site electrical work; architectural, engineering, and land-surveying services; and mining services, including oil and gas field services. Includes only those engineering services purchased in conjunction with construction and mining services projects; industrial engineering services, such as product design services, should be reported under service number 10. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.

25. Merchandising services (Report sales/receipts on Schedule A; purchases/payments are not reportable): For this service, only the value of merchandising services for all foreign countries combined (i.e., the global total for all foreign merchandising services) must be reported; data by individual foreign country may be reported voluntarily.

The value of merchandising services is equal to the difference between your cost for, and the resale price of, goods (such as crude oil, grain, and other commodities) that are both purchased and resold abroad; that is, the goods are neither imported to, nor exported from, the United States, and they do not undergo significant processing during the time between when they are purchased and resold. Without regard to whether you initially purchased the goods from an affiliated or unaffiliated foreign person, report data only for those transactions where you resold goods to an unaffiliated foreign person (i.e., a person who is neither your foreign affiliate nor a member of your foreign parent group). The data that are voluntarily reported by individual foreign country should be reported according to the individual foreign countries to which the goods were resold (and not the foreign countries from which the goods were purchased).

26. Financial services (Report purchases on Schedule C; sales are covered on BEA Form BE-82, and should not be reported on this BE-20 form): Purchases from foreigners of financial services by U.S. firms, or domestic subsidiaries of U.S. firms, that are not financial services intermediaries or providers. Includes credit-related fees, fees on securities transactions, and fees for other financial services. See Schedule C for a more detailed description of the types of transactions that are covered.

27. Advertising services (Report receipts on Schedule D and payments on Schedule B): Preparation of advertising and placement of such advertising in media, including charges for media space and time. Schedule D, Sales of Advertising Services, is to be filed by U.S. Reporters that are advertising agencies or media companies, or that include such an agency or company within the consolidated reporting entity. See Schedule D for detailed guidelines concerning the reporting of data on receipts.

For purchases of advertising services, U.S. Reporters that are advertising agencies should report on Schedule B only funds paid to foreign advertising agencies and media companies on behalf of their clients. U.S. Reporters other than advertising agencies should report only purchases made directly from foreign advertising agencies and media companies. Do not report purchases made through a U.S. advertising agency. Also, do not report purchases made through the U.S. office of a foreign advertising agency if your payment is made to the U.S. office.

Include the value of reciprocal exchanges – i.e., transactions involving barter. On Schedule D, value your sales to the foreign participant in the reciprocal exchange at market rates, not at the actual cost of performing the services. On Schedule B, value your purchases from the foreign participant at the same amount as the sales reported on Schedule D.

28. Computer and data processing services (Report receipts on Schedule E and payments on Schedule B): Data entry, processing (both batch and remote), and tabulation; computer systems analysis, design, and engineering; custom software and programming services; rights to distribute general use software, and rights to reproduce or use general use software that was electronically transmitted or made by the customer from a master copy (exclude purchases and sales of prepackaged computer software physically shipped to or from the United States); integrated hardware/software systems; and other computer services (such as timesharing, maintenance, and repair). Exclude operational leasing of computer and data processing equipment, which should be reported under service number 31.

GENERAL INSTRUCTIONS - Continued

VII. SERVICES COVERED - Continued

- 29. Data base and other information services** (Report receipts on Schedule F and payments on Schedule B): Business and economic data base services, including business news, stock quotation, and financial information services; medical, legal, technical, demographic, bibliographic, and similar data base services; general news services, such as those purchased from a news syndicate; and other information services, including reservation systems and credit reporting systems. Include nonbulk subscriptions to newspapers and periodicals. For airline reservation systems, include booking fees from foreign carriers for the use of your reservation system, whether accessed directly or by a U.S. or foreign travel agent.
- 30. Telecommunications services** (Report receipts and payments on Schedule G): Includes services of the following types: (1) Message telephone services, (2) private leased channel services; (3) telex, telegram, and other jointly-provided (basic) services; (4) value-added (enhanced) services; and (5) telecommunications support services. Report receipts in Part I of Schedule G, and report payouts in Part II of Schedule G.
- 31. Operational leasing services** (Report receipts on Schedule H and payments on Schedule B): Rentals for computer and data processing equipment; transportation equipment (such as ships, aircraft, railway cars, containers, rigs, automobile fleets, etc.) **without** crew or operators (if crew or operators are also provided, the fee is considered to be for transportation services, which are not reportable on the BE-20 but may be reportable on other BEA forms - see V. of these General Instructions); and all other machinery and equipment. This category excludes rentals under leases that have been capitalized (capital leases), and rentals of any items other than machinery and equipment. (For example, it excludes rentals of office buildings and other real estate, film rentals, and employee leasing.)
- 32. Other private services** (Report receipts on Schedule A and payments on Schedule B): Report transactions in the following types of services: Language translation services, security services, collection services, actuarial services, salvage services, satellite photography services, and oil spill and toxic waste cleanup services; i.e., this category **excludes** transactions in services not on this list. When reporting data under this service number, also identify on Schedule A or Schedule B, as appropriate, the specific type of service from the list above accounting for the largest share of the reported total.

This historical survey form
and is for information purposes only.
Current survey forms are available at
www.bea.gov/help/information-for-surveys.

SCHEDULE A — SALES OF SELECTED SERVICES TO UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER

- Section A is **required** to be completed for a given type of service or activity if your total sales to foreign persons of that service, or your total receipts from foreign persons for that activity, exceed \$500,000.
- Section B is **requested** to be completed for a given type of service or activity if your total sales to foreign persons of that service, or your total receipts from foreign persons for that activity, are \$500,000 or less.

NOTE – In determining exemption, except for transactions in rights to natural resources, the \$500,000 threshold should be separately applied to each of the services listed below. For transactions in rights to natural resources, the \$500,000 threshold should be applied to the sum of services numbered 13 and 14.

Enter the number associated with the service, instead of the complete title of the service, in the column heading on Schedule A. See VII. of the General Instructions for complete descriptions of the services covered.

It should be noted that sales of advertising services are reported on Schedule D, sales of computer and data processing services are reported on Schedule E, sales of data base and other information services are reported on Schedule F, sales (and purchases) of telecommunications services are reported on Schedule G, and sales of operational leasing services are reported on Schedule H.

Service number	Service
1	Agricultural services
2	Research, development, and testing services
3	Management, consulting, and public relations services
4	Management of health care facilities
5	Accounting, auditing, and bookkeeping services
6	Legal services
7	Educational and training services
8	Mailing, reproduction, and commercial art
9	Employment agencies and temporary help supply services
10	Industrial engineering services
11	Industrial-type maintenance, installation, alteration, and training services
12	Performing arts, sports, and other live performances, presentations, and events
13	Sale of rights to natural resources, and lease bonus payments
14	Use or lease of rights to natural resources, excluding lease bonus payments
15	Disbursements to fund news-gathering costs of broadcasters
16	Disbursements to fund news-gathering costs of print media
17	Disbursements to fund production costs of motion pictures
18	Disbursements to fund production costs of broadcast program material other than news
19	Disbursements to maintain government tourism and business promotion offices
20	Disbursements for sales promotion and representation
25	Merchanting services
32	Other private services – Enter the total amount of fees you received for sales of all of the following services combined: Language translation services, security services, collection services, actuarial services, salvage services, satellite photography services, and oil spill and toxic waste cleanup services. If you are subject to the survey's mandatory reporting requirement and you reported data under this service number, identify from the services listed the one that accounts for the largest share of the data reported. ↴

SCHEDULE A — SALES OF SELECTED SERVICES TO UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1996

RECEIPTS FROM	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS						
	Service number:	Service number:	Service number:	Service number:	Service number:	Service number:	Service number:		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
Section A - MANDATORY A1000	1	2	3	4	5	6	7	8	
Complete if total sales of the given type of service exceed \$500,000.									
1. All countries, total →	001								
2. Australia	002	1 601	2 3	4	5	6	7	8	
3. Belgium	003	1 302	2 3	4	5	6	7	8	
4. Brazil	004	1 202	2 3	4	5	6	7	8	
5. Canada	005	1 100	2 3	4	5	6	7	8	
6. France	006	1 307	2 3	4	5	6	7	8	
7. Germany	007	1 308	2 3	4	5	6	7	8	
8. Hong Kong	008	1 611	2 3	4	5	6	7	8	
9. Israel	009	1 504	2 3	4	5	6	7	8	
10. Italy	010	1 314	2 3	4	5	6	7	8	
11. Japan	011	1 614	2 3	4	5	6	7	8	
12. Luxembourg	012	1 316	2 3	4	5	6	7	8	
13. Mexico	013	1 213	2 3	4	5	6	7	8	
14. Netherlands	014	1 319	2 3	4	5	6	7	8	
15. Philippines	015	1 623	2 3	4	5	6	7	8	
16. Saudi Arabia	016	1 511	2 3	4	5	6	7	8	
17. South Korea	017	1 626	2 3	4	5	6	7	8	
18. Spain	018	1 323	2 3	4	5	6	7	8	
19. Sweden	019	1 324	2 3	4	5	6	7	8	
20. Switzerland	020	1 325	2 3	4	5	6	7	8	
21. Taiwan	021	1 628	2 3	4	5	6	7	8	
22. United Kingdom	022	1 327	2 3	4	5	6	7	8	
23. Venezuela	023	1 219	2 3	4	5	6	7	8	
Other — Specify <i>(Use additional copied sheets as necessary)</i>									
24.	024	1	2	3	4	5	6	7	8
25.	025	1	2	3	4	5	6	7	8
26.	026	1	2	3	4	5	6	7	8
27.	027	1	2	3	4	5	6	7	8
28.	028	1	2	3	4	5	6	7	8
29.	029	1	2	3	4	5	6	7	8
30.	030	1	2	3	4	5	6	7	8
31.	031	1	2	3	4	5	6	7	8
Section B - VOLUNTARY									
Complete if total sales of the given type of service are \$500,000 or less.									
32. All countries, total →	032	1 709	2	3	4	5	6	7	8
BEA USE ONLY	033	1	2	3	4	5	6	7	8

NOTE - If total (cross-border) sales of a given type of service exceed \$500,000, you must complete the MANDATORY section above, and line 32 must be left blank.

**SCHEDULE B – PURCHASES OF SELECTED SERVICES FROM
UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER**

- Section A is **required** to be completed for a given type of service or activity if your total purchases of that service, or outlays for that activity, exceed \$500,000.
- Section B is **requested** to be completed for a given type of service or activity if your total purchases of that service, or outlays for that activity, are \$500,000 or less.

NOTE – In determining exemption, except for transactions in rights to natural resources, the \$500,000 threshold should be separately applied to each of the services listed below. For transactions in rights to natural resources, the \$500,000 threshold should be applied to the sum of services numbered 13 and 14. For purchases of primary insurance, for which premiums paid and losses recovered are required to be reported in separate columns, both premiums paid and losses recovered (services numbered 22 and 23) must be reported if either premiums paid or losses recovered exceed \$500,000. If there are transactions in one of these services but not in the other, enter "N/A" in the appropriate column of this schedule, line 1 or 32.

Enter the number associated with the service, instead of the complete title of the service, in the column heading on Schedule B. See VII. of the General Instructions for complete descriptions of the services covered.

It should be noted that purchases of financial services are reported on Schedule C, and that purchases of telecommunications services are reported on Schedule G.

Service number	Service
1	Agricultural services
2	Research, development, and testing services
3	Management, consulting, and public relations services
4	Management of health care facilities
5	Accounting, auditing, and bookkeeping services
6	Legal services
7	Educational and training services
8	Mailing, reproduction, and commercial art
9	Employment agencies and temporary help supply services
10	Industrial engineering services
11	Industrial-type maintenance, installation, alteration, and training services
12	Performing arts, sports, and other live performances, presentations, and events
13	Purchase of rights to natural resources, and lease bonus payments
14	Use or lease of rights to natural resources, excluding lease bonus payments
15	Disbursements to fund news-gathering costs of broadcasters
16	Disbursements to fund news-gathering costs of print media
17	Disbursements to fund production costs of motion pictures
18	Disbursements to fund production costs of broadcast program material other than news
19	Disbursements to maintain government tourism and business promotion offices
20	Disbursements for sales promotion and representation
21	Disbursements to participate in foreign trade shows
22	Premiums paid on purchases of primary insurance
23	Losses recovered on purchases of primary insurance
24	Construction, engineering, architectural, and mining services
27	Advertising services
28	Computer and data processing services
29	Data base and other information services
31	Operational leasing services
32	Other private services – Enter the total amount of fees you paid for purchases of all of the following services combined: Language translation services, security services, collection services, actuarial services, salvage services, satellite photography services, and oil spill and toxic waste cleanup services. If you are subject to the survey's mandatory reporting requirement and you reported data under this service number, identify from the services listed the one that accounts for the largest share of the data reported. ↗

**SCHEDULE B — PURCHASES OF SELECTED SERVICES FROM
UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER**
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1996

REPORT IN THOUSANDS OF U.S. DOLLARS

PAYMENTS TO	BEA USE ONLY		Service number:	Service number:	Service number:	Service number:	Service number:	Service number:
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	Section A - MANDATORY B1000	1	2	3	4	5	6	7
Complete if total purchases of the given type of service exceed \$500,000.								
1. All countries, total → 001	1	2	3	4	5	6	7	8
2. Australia 002	1	2	3	4	5	6	7	8
3. Belgium 003	1	2	3	4	5	6	7	8
4. Brazil 004	1	2	3	4	5	6	7	8
5. Canada 005	1	2	3	4	5	6	7	8
6. France 006	1	2	3	4	5	6	7	8
7. Germany 007	1	2	3	4	5	6	7	8
8. Hong Kong 008	1	2	3	4	5	6	7	8
9. Israel 009	1	2	3	4	5	6	7	8
10. Italy 010	1	2	3	4	5	6	7	8
11. Japan 011	1	2	3	4	5	6	7	8
12. Luxembourg 012	1	2	3	4	5	6	7	8
13. Mexico 013	1	2	3	4	5	6	7	8
14. Netherlands 014	1	2	3	4	5	6	7	8
15. Philippines 015	1	2	3	4	5	6	7	8
16. Saudi Arabia 016	1	2	3	4	5	6	7	8
17. South Korea 017	1	2	3	4	5	6	7	8
18. Spain 018	1	2	3	4	5	6	7	8
19. Sweden 019	1	2	3	4	5	6	7	8
20. Switzerland 020	1	2	3	4	5	6	7	8
21. Taiwan 021	1	2	3	4	5	6	7	8
22. United Kingdom 022	1	2	3	4	5	6	7	8
23. Venezuela 023	1	2	3	4	5	6	7	8
Other — Specify (Use additional copied sheets as necessary)								
24. 024	1	2	3	4	5	6	7	8
25. 025	1	2	3	4	5	6	7	8
26. 026	1	2	3	4	5	6	7	8
27. 027	1	2	3	4	5	6	7	8
28. 028	1	2	3	4	5	6	7	8
29. 029	1	2	3	4	5	6	7	8
30. 030	1	2	3	4	5	6	7	8
31. 031	1	2	3	4	5	6	7	8
Section B - VOLUNTARY								
Complete if total purchases of the given type of service are \$500,000 or less.								
32. All countries, total → 032	1	2	3	4	5	6	7	8
BEA USE ONLY 033	1	2	3	4	5	6	7	8

NOTE - If total (cross-border) purchases of a given type of service exceed \$500,000, you must complete the MANDATORY section above, and line 32 must be left blank.

SCHEDULE C – PURCHASES OF FINANCIAL SERVICES FROM UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER

- Section A is **required** to be completed if your total purchases of financial services exceed \$500,000.
- Section B is **requested** to be completed if your total purchases of financial services are \$500,000 or less.

This schedule covers direct **purchases** from foreigners of financial services by U.S. firms that are **not** financial services intermediaries or providers. For example, financial services purchased directly from foreigners by a U.S. manufacturing firm are covered, but services purchased by a U.S. bank or other U.S. financial services intermediary or provider are not covered.

For a consolidated U.S. enterprise that is comprised of both financial and nonfinancial subsidiaries, this schedule pertains **only** to transactions of the subsidiaries that are not financial services intermediaries or providers. Thus, for example, an auto manufacturer that owns a finance company should complete the financial services questions only for the manufacturing part of the firm.

Although financial services intermediaries are exempt from reporting on this schedule, they must report their purchases and sales of nonfinancial services on the other BE-20 schedules, and must report their purchases and sales of financial services on BEA Form BE-82 (see V. of the General Instructions), as appropriate.

U.S. financial services intermediaries or providers that are exempt from reporting on this schedule are: Depository institutions; nondepository credit institutions; security and commodity brokers, dealers, exchanges, and services providers; insurance carriers and pension funds; insurance agents, brokers, and services providers; investment offices, trusts, oil royalty traders, patent owners and lessors, and real estate investment trusts; and holding companies of financial services intermediaries. This list is similar to the finance and insurance part of Division H in the 1987 Standard Industrial Classification Manual, except that Division H includes all holding companies, not just holding companies of financial services intermediaries.

Column (3), Credit-related fees – Include fees for establishing, maintaining, or arranging credits, letters of credit, bankers acceptances, mortgages, factoring services, loan guarantees, etc., that are commonly provided by foreign banking establishments.

Include fees paid directly and fees that are withheld or deducted from your proceeds by the foreign person. For example, for factoring services, the fee may be calculated as the difference between the proceeds you received from the sale of your receivables and the face amount of the receivables sold; for arranging credits, letters of credit, etc., it may be calculated as the difference between the proceeds you received from the loan, letter of credit, etc. (after deduction of the fee) and your liability to the foreign lending establishment. Report credit-related fees in the accounting period in which they are incurred, whether or not expensed in that accounting period.

Exclude interest on your obligations, because interest is a payment for the use of loan proceeds and is not a fee for the establishment, maintenance, or arrangement of credit.

Column (4), Fees on securities transactions – Include commissions and other fees for securities transactions (including transactions in derivatives) or futures trading, such as brokerage, underwriting, private placements, etc. Fees for such services would commonly be paid to foreign investment banks and securities brokers or dealers.

Include fees that can be calculated from transactions records or other documentation issued by the investment bank or security broker or dealer. Omit, rather than attempt to estimate, these fees if they cannot be calculated, from such documentation. (For example, a dealer's markup on bond purchases and sales cannot be directly estimated from transactions records issued by a securities dealer.)

Column (5), Fees for other financial services – Include fees for asset/liability management, debt renegotiation, and other financial services. **Exclude real estate management services.** (Report such services in the BE-20 service category, "Management, consulting, and public relations services.") For entries in this column, describe the type of financial service that accounts for the largest share of the data reported. ↗

--

SCHEDULE F — SALES OF DATA BASE AND OTHER INFORMATION SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED
FOREIGN PERSONS — 1996

NOTE - Total sales of data base and other information services are calculated as the sum of columns (3) through (6).

U.S. REPORTER'S SALES TO UNAFFILIATED FOREIGN PERSONS

RECEIPTS FROM	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS			
	(1)	(2)	Business and economic data base services (3)	Medical, legal, technical, demographic, bibliographic, and similar data base services (4)	General news services (5)	Other information services* (6)
Section A - MANDATORY Complete if total sales of data base and other information services exceed \$500,000.						
1. All countries, total → F1001	1	2	3	4	5	6
2. Australia 002	1 601	2	3	4	5	6
3. Belgium 003	1 302	2	3	4	5	6
4. Brazil 004	1 202	2	3	4	5	6
5. Canada 005	1 100	2	3	4	5	6
6. France 006	1 307	2	3	4	5	6
7. Germany 007	1 308	2	3	4	5	6
8. Hong Kong 008	1 611	2	3	4	5	6
9. Israel 009	1 504	2	3	4	5	6
10. Italy 010	1 314	2	3	4	5	6
11. Japan 011	1 614	2	3	4	5	6
12. Luxembourg 012	1 316	2	3	4	5	6
13. Mexico 013	1 213	2	3	4	5	6
14. Netherlands 014	1 319	2	3	4	5	6
15. Philippines 015	1 623	2	3	4	5	6
16. Saudi Arabia 016	1 511	2	3	4	5	6
17. South Korea 017	1 626	2	3	4	5	6
18. Spain 018	1 323	2	3	4	5	6
19. Sweden 019	1 324	2	3	4	5	6
20. Switzerland 020	1 325	2	3	4	5	6
21. Taiwan 021	1 628	2	3	4	5	6
22. United Kingdom 022	1 327	2	3	4	5	6
23. Venezuela 023	1 219	2	3	4	5	6
Other — Specify (Use additional copied sheets as necessary)	1	2	3	4	5	6
24.	024					
25.	025	1	2	3	4	5
26.	026	1	2	3	4	5
27.	027	1	2	3	4	5
28.	028	1	2	3	4	5
29.	029	1	2	3	4	5
30.	030	1	2	3	4	5
31.	031	1	2	3	4	5
Section B - VOLUNTARY Complete if total sales of data base and other information services are \$500,000 or less.						
32. All countries, total → 032	1 709	2	3	4	5	6
BEA USE ONLY 033	1	2	3	4	5	6

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.

SCHEDULE F — SALES OF DATA BASE AND OTHER INFORMATION SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1996**INSTRUCTIONS**

- Section A is **required** to be completed if your total sales of data base and other information services to unaffiliated foreign persons exceed \$500,000.
- Section B is **requested** to be completed if your total sales of data base and other information services to unaffiliated foreign persons are \$500,000 or less.

Report on this schedule receipts from unaffiliated foreign persons for data base or other information services, including receipts for access to your on-line data bases.

Providers of Internet backbone services should report their transactions on Schedule G as telecommunications services, rather than on this schedule as information services, because they provide communications services that allow users access to other persons' data bases, and do not maintain a data base, or provide information services, themselves.

Column (3), Business and economic data base services – General business and economic data base services, including business news services, stock quotation services, and financial information services.

Column (4), Medical, legal, technical, demographic, bibliographic, and similar data base services

Column (5), General news services – News services, such as those provided by a news syndicate. May include general business news but excludes news services that are primarily of a business nature, which should be reported in column (3).

Column (6), Other information services – Includes airline, hotel, automobile rental, and other reservation systems; credit reporting and authorization systems; and other information services. For airline reservation systems, include booking fees from each foreign carrier for the use of your reservation system, whether a foreign carrier directly accessed it or accessed it only through a U.S. or foreign travel or booking agent.

Report only the charge for the use of the data base or information service itself, and only where a separate, explicit charge is made for such use. In instances where the charge for use of the data base is not explicit, but is subsumed in the charge for some other service, such as fees for economic forecasting services, do not report the charge on this schedule. If, however, the other service is covered by another schedule, the charges should be included on that schedule.

SCHEDULE D — SALES OF ADVERTISING SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1996

NOTE - Total sales of advertising services are calculated as the sum of columns (3) and (5).

U.S. REPORTER'S SALES TO UNAFFILIATED FOREIGN PERSONS

RECEIPTS FROM	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS			
	(1)	(2)	Gross billings to unaffiliated foreign clients (3)	Gross income received from unaffiliated foreign clients (4)	Direct sales to unaffiliated foreign persons by media companies (not arranged by an ad agency) (5)	
Section A - MANDATORY Complete if total sales of advertising services exceed \$500,000.						
1. All countries, total → D1001	1	2	3	4	5	
2. Australia 002	1	2	3	4	5	
3. Belgium 003	1	2	3	4	5	
4. Brazil 004	1	2	3	4	5	
5. Canada 005	1	2	3	4	5	
6. France 006	1	2	3	4	5	
7. Germany 007	1	2	3	4	5	
8. Hong Kong 008	1	2	3	4	5	
9. Israel 009	1	2	3	4	5	
10. Italy 010	1	2	3	4	5	
11. Japan 011	1	2	3	4	5	
12. Luxembourg 012	1	2	3	4	5	
13. Mexico 013	1	2	3	4	5	
14. Netherlands 014	1	2	3	4	5	
15. Philippines 015	1	2	3	4	5	
16. Saudi Arabia 016	1	2	3	4	5	
17. South Korea 017	1	2	3	4	5	
18. Spain 018	1	2	3	4	5	
19. Sweden 019	1	2	3	4	5	
20. Switzerland 020	1	2	3	4	5	
21. Taiwan 021	1	2	3	4	5	
22. United Kingdom 022	1	2	3	4	5	
23. Venezuela 023	1	2	3	4	5	
Other - Specify (Use additional copied sheets as necessary)	1	2	3	4	5	
24. 024						
25. 025	1	2	3	4	5	
26. 026	1	2	3	4	5	
27. 027	1	2	3	4	5	
28. 028	1	2	3	4	5	
29. 029	1	2	3	4	5	
30. 030	1	2	3	4	5	
31. 031	1	2	3	4	5	
Section B - VOLUNTARY Complete if total sales of advertising services are \$500,000 or less.						
32. All countries, total → 032	1	2	3	4	5	
BEA USE ONLY 033	1	2	3	4	5	

This historical survey form is no longer valid and current information purposes are at www.bea.gov/help/information-for-survey-respondents.

NOTE - If total (cross-border) sales of advertising services exceed \$500,000, you must complete the MANDATORY section above, and line 32 must be left blank.

SCHEDULE D — SALES OF ADVERTISING SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1996

INSTRUCTIONS

- Section A is **required** to be completed if your total sales of advertising services to unaffiliated foreign persons exceed \$500,000.
- Section B is **requested** to be completed if your total sales of advertising services to unaffiliated foreign persons are \$500,000 or less.

This schedule is to be completed only by advertising and media firms.

Columns (3) and (4) are to be completed by U.S. Reporters that are advertising agencies (or that include such an agency within the consolidated reporting entity, in which case the columns are to be completed with reference only to the transactions of the agency). Sales by media companies (e.g., broadcasters, publishers, etc.) that are arranged through U.S. advertising agencies are presumed to be reflected in billings of the advertising agencies; thus, in order to avoid duplication, they should not be reported by the media suppliers. U.S. advertising agencies should report only direct transactions with unaffiliated foreign clients. Exclude transactions that are with the U.S. affiliates of foreign clients, rather than directly with foreign clients; such transactions are considered domestic (U.S.-to-U.S.) and are, therefore, outside the scope of the survey.

Report gross billings to unaffiliated foreign clients and gross income from sales to unaffiliated foreign clients. **Gross billings** include all charges to clients, whether for media space and time, outside purchases (of photography, art work, etc.) made on behalf of clients, or charges for inside services (i.e., services performed inside the agency by the agency's own employees). **Gross income** includes agency commissions, charges for outside services, and charges for inside services; it excludes charges for media space and time. Both measures exclude charges for services other than advertising, such as public relations services or market research not directly associated with an advertising campaign. Such services should be reported on Schedule A.

Column (5) of this schedule is to be completed only by media companies, such as broadcasters and publishers, or companies that include a media company within the consolidated reporting entity, to report direct sales of advertising services to unaffiliated foreign persons, including foreign advertising agencies.

For each column, indicate the value of reciprocal exchanges (that is, transactions involving barter) at market rates, not at the actual costs of performing the services. For services provided to you under these arrangements, complete the BE-20 schedules (e.g., Schedule B) pertaining to the types of services purchased, as appropriate. Value the purchases reported on the other BE-20 schedules at the same amounts as the sales reported on this schedule.

SCHEDULE E — SALES OF COMPUTER AND DATA PROCESSING SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED
FOREIGN PERSONS — 1996

NOTE - Total sales of computer and data processing services are calculated as the sum of columns (3) through (7).

U.S. REPORTER'S SALES TO UNAFFILIATED FOREIGN PERSONS

RECEIPTS FROM	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS				
	(1)	(2)	Data entry, processing, and tabulation	Computer systems analysis, design, engineering, and custom programming	General use computer software royalties and license fees	Integrated hardware/software systems	Other computer services*
			(3)	(4)	(5)	(6)	(7)
Section A - MANDATORY Complete if total sales of computer and data processing services exceed \$500,000.							
1. All countries, total → E1001	1	2	3	4	5	6	7
2. Australia 002	1	2	3	4	5	6	7
3. Belgium 003	1	2	3	4	5	6	7
4. Brazil 004	1	2	3	4	5	6	7
5. Canada 005	1	2	3	4	5	6	7
6. France 006	1	2	3	4	5	6	7
7. Germany 007	1	2	3	4	5	6	7
8. Hong Kong 008	1	2	3	4	5	6	7
9. Israel 009	1	2	3	4	5	6	7
10. Italy 010	1	2	3	4	5	6	7
11. Japan 011	1	2	3	4	5	6	7
12. Luxembourg 012	1	2	3	4	5	6	7
13. Mexico 013	1	2	3	4	5	6	7
14. Netherlands 014	1	2	3	4	5	6	7
15. Philippines 015	1	2	3	4	5	6	7
16. Saudi Arabia 016	1	2	3	4	5	6	7
17. South Korea 017	1	2	3	4	5	6	7
18. Spain 018	1	2	3	4	5	6	7
19. Sweden 019	1	2	3	4	5	6	7
20. Switzerland 020	1	2	3	4	5	6	7
21. Taiwan 021	1	2	3	4	5	6	7
22. United Kingdom 022	1	2	3	4	5	6	7
23. Venezuela 023	1	2	3	4	5	6	7
Other — Specify (Use additional copied sheets as necessary)							
24.	024						
25.	025						
26.	026						
27.	027						
28.	028						
29.	029						
30.	030						
31.	031						
Section B - VOLUNTARY Complete if total sales of computer and data processing services are \$500,000 or less.							
32. All countries, total → 032	1	2	3	4	5	6	7
BEA USE ONLY 033	1	2	3	4	5	6	7

NOTE - If total (cross-border) sales of computer and data processing services exceed \$500,000, you must complete the MANDATORY section above, and line 32 must be left blank.

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.

SCHEDULE E — SALES OF COMPUTER AND DATA PROCESSING SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1996

INSTRUCTIONS

- Section A is **required** to be completed if your total sales of computer and data processing services to unaffiliated foreign persons exceed \$500,000.
- Section B is **requested** to be completed if your total sales of computer and data processing services to unaffiliated foreign persons are \$500,000 or less.

Complete this schedule if, during the reporting period, you had receipts from unaffiliated foreign persons for computer or data processing services.

Column (3), Data entry, processing, and tabulation – Include both batch and remote processing services.

Column (4), Computer systems analysis, design, engineering, and custom programming

Column (5), General use computer software royalties and license fees – Include receipts for the rights to distribute general use software, and rights to reproduce or use general use computer software that was electronically transmitted or made by your customer from a master copy. Thus, this item includes negotiated licensing fees from customers who reproduced copies of your general use software for their local area network computer systems, and excludes the value of prepackaged general use software that was physically shipped from the United States and included in U.S. merchandise trade statistics. Exclude royalties and fees related to custom programming (reportable in column (4)).

Column (6), Integrated hardware/software systems – Include systems consisting of purchased computers and peripheral equipment that are then matched with software products or custom software in order to provide complete information systems for customers. (However, see the discussion of services bundled with goods in I.C.5 of the General Instructions.) Do not include hardware manufactured by the seller of the integrated system.

Column (7), Other computer services – Include timesharing, maintenance, repair, etc. However, report the leasing of computer and data processing equipment on Schedule H, Operational Leasing Services.

Exclude computer or data processing services incidental to the performance of other services, such as accounting, product design, mailing services, data base and other information services, etc. Such services are to be reported on other BE-20 schedules.

SCHEDULE G — RECEIPTS AND PAYMENTS FOR TELECOMMUNICATIONS SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED
FOREIGN PERSONS — 1996

NOTE - Total sales of telecommunications services are calculated as the sum of columns (3) through (7) of Part I.

PART I U.S. REPORTER'S RECEIPTS FROM, OR SALES TO, UNAFFILIATED FOREIGN PERSONS

REPORT IN THOUSANDS OF U.S. DOLLARS

RECEIPTS FROM	BEA USE ONLY		Message telephone services (3)	Private leased channel services (4)	Telex, telegram, and other jointly-provided (basic) services (5)	Value added (enhanced) services* (6)	Support services* (7)	
	(1)	(2)						
Section A - MANDATORY Complete if total sales of telecommunications services exceed \$500,000.								
1. All countries, total → G1001	1	2	3	4	5	6	7	
2. Australia 002	1 601	2	3	4	5	6	7	
3. Belgium 003	1 302	2	3	4	5	6	7	
4. Brazil 004	1 202	2	3	4	5	6	7	
5. Canada 005	1 100	2	3	4	5	6	7	
6. France 006	1 307	2	3	4	5	6	7	
7. Germany 007	1 308	2	3	4	5	6	7	
8. Hong Kong 008	1 611	2	3	4	5	6	7	
9. Israel 009	1 504	2	3	4	5	6	7	
10. Italy 010	1 314	2	3	4	5	6	7	
11. Japan 011	1 614	2	3	4	5	6	7	
12. Luxembourg 012	1 316	2	3	4	5	6	7	
13. Mexico 013	1 213	2	3	4	5	6	7	
14. Netherlands 014	1 319	2	3	4	5	6	7	
15. Philippines 015	1 623	2	3	4	5	6	7	
16. Saudi Arabia 016	1 511	2	3	4	5	6	7	
17. South Korea 017	1 626	2	3	4	5	6	7	
18. Spain 018	1 323	2	3	4	5	6	7	
19. Sweden 019	1 324	2	3	4	5	6	7	
20. Switzerland 020	1 325	2	3	4	5	6	7	
21. Taiwan 021	1 628	2	3	4	5	6	7	
22. United Kingdom 022	1 327	2	3	4	5	6	7	
23. Venezuela 023	1 219	2	3	4	5	6	7	
Other — Specify (Use additional copied sheets as necessary)								
24.	024	1	2	3	4	5	6	7
25.	025	1	2	3	4	5	6	7
26.	026	1	2	3	4	5	6	7
27.	027	1	2	3	4	5	6	7
28.	028	1	2	3	4	5	6	7
29.	029	1	2	3	4	5	6	7
30.	030	1	2	3	4	5	6	7
31.	031	1	2	3	4	5	6	7
Section B - VOLUNTARY Complete if total sales of telecommunications services are \$500,000 or less.								
32. All countries, total → 032	1 709	2	3	4	5	6	7	
BEA USE ONLY 033	1	2	3	4	5	6	7	

NOTE - If total (cross-border) receipts for telecommunications services exceed \$500,000, you must complete the MANDATORY section above, and line 32 must be left blank.

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in these columns.

FORM **BE-20 (Schedule G)**
(10-24-96)

**SCHEDULE G — RECEIPTS AND PAYMENTS FOR TELECOMMUNICATIONS SERVICES
BY U.S. REPORTER**

**BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1996**

INSTRUCTIONS

- Section A of Part I (or Part II) is **required** to be completed if your total sales (or total purchases) of telecommunications services to (or from) unaffiliated foreign persons exceed \$500,000.
- Section B of Part I (or Part II) is **requested** to be completed if your total sales (or total purchases) of telecommunications services to (or from) unaffiliated foreign persons are \$500,000 or less.

Column (3), Message telephone services and Column (5), Telex, telegram, cable, and other jointly provided (basic) services – In Part I of this schedule, report receipts from foreign persons (including communications companies; postal, telephone, and telegraph agencies [PTT's]; users of wireless communication services; etc.) for your share of revenues for transmitting messages (including voice, data, video, images, etc.) originating abroad to or through U.S. destinations, or between foreign points. In Part II, report payouts to foreign persons for transmitting messages originating in, or routed through, the United States to foreign destinations. Report receipts and payments separately. (For example, for messages originating in a Caribbean country routed through the United States to Western Europe, report separately your receipts from the Caribbean country where the messages originated in Part I, and payouts to the country of destination in Part II.) Column (5) includes telex and telegram services, packet switched services when not offered in connection with enhanced services, and other regulated services of the type generally reportable to the FCC on Report 43.61 as facilities based or facilities resale services. If services above and beyond message transport services are provided, report your transactions in Column (6) of Part I or Part II, as appropriate, instead of in column (3) or (5).

Column (4), Private leased channel services – In Part I, report receipts from foreign persons for circuits and channels terminating in the United States and for circuits and channels between foreign points. In Part II, report payouts to foreign persons (communications companies and PTT's) for leased channels and circuits terminating in foreign countries.

Column (6), Value-added (enhanced) services – Telecommunications services that add value or function above and beyond the telecommunications transport services that deliver the value-added services to end users. They can include (a) electronic mail, voice mail, and code and protocol processing; (b) facsimile services and videoconferencing; (c) Internet connections (including Internet backbone and router services); and (d) other value-added services. Facsimile services and videoconferencing should be considered as value-added only if the company provides the facilities and equipment. A company that provides solely the telecommunications transmission for these services should report receipts and payouts under column (3) or (4).

Column (7), Support services – Services related to the maintenance and repair of telecommunications equipment; ground station services (where the ground station is not an "affiliate"); capacity leasing for transiting; and launching of communications satellites.

NOTES – For each column, include the value of reciprocal exchanges; i.e., transactions involving barter. In Part I, value your sales to the foreign participant in the reciprocal exchange at market rates, not at the actual cost of performing the services. In Part II, value your purchases from the foreign participant at the same amounts as the sales reported in Part I of this schedule.

Receipts or payments by communications carriers to secure capacity by indefeasible rights of users (IRU's) are not to be reported on this schedule; they are to be reported on separate Form BE-93.

Report columns (3), (4), and (5) on a settlements basis.

**SCHEDULE G — RECEIPTS AND PAYMENTS FOR TELECOMMUNICATIONS SERVICES
BY U.S. REPORTER — Continued**
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED
FOREIGN PERSONS — 1996

NOTE - Total purchases of telecommunications services are calculated as the sum of columns (3) through (7) of Part II.

PART II U.S. REPORTER'S PAYOUTS TO, OR PURCHASES FROM, UNAFFILIATED FOREIGN PERSONS

REPORT IN THOUSANDS OF U.S. DOLLARS

PAYMENTS TO	BEA USE ONLY		Message telephone services (3)	Private leased channel services (4)	Telex, telegram, and other jointly-provided (basic) services (5)	Value added (enhanced) services* (6)	Support services* (7)	
	(1)	(2)						
Section A - MANDATORY Complete if total sales of telecommunications services exceed \$500,000.								
1. All countries, total → K1001	1	2	3	4	5	6	7	
2. Australia 002	1 601	2	3	4	5	6	7	
3. Belgium 003	1 302	2	3	4	5	6	7	
4. Brazil 004	1 202	2	3	4	5	6	7	
5. Canada 005	1 100	2	3	4	5	6	7	
6. France 006	1 307	2	3	4	5	6	7	
7. Germany 007	1 308	2	3	4	5	6	7	
8. Hong Kong 008	1 611	2	3	4	5	6	7	
9. Israel 009	1 504	2	3	4	5	6	7	
10. Italy 010	1 314	2	3	4	5	6	7	
11. Japan 011	1 614	2	3	4	5	6	7	
12. Luxembourg 012	1 316	2	3	4	5	6	7	
13. Mexico 013	1 213	2	3	4	5	6	7	
14. Netherlands 014	1 319	2	3	4	5	6	7	
15. Philippines 015	1 623	2	3	4	5	6	7	
16. Saudi Arabia 016	1 511	2	3	4	5	6	7	
17. South Korea 017	1 626	2	3	4	5	6	7	
18. Spain 018	1 323	2	3	4	5	6	7	
19. Sweden 019	1 324	2	3	4	5	6	7	
20. Switzerland 020	1 325	2	3	4	5	6	7	
21. Taiwan 021	1 628	2	3	4	5	6	7	
22. United Kingdom 022	1 327	2	3	4	5	6	7	
23. Venezuela 023	1 219	2	3	4	5	6	7	
Other - Specify (Use additional copied sheets as necessary)								
24.	024	1	2	3	4	5	6	7
25.	025	1	2	3	4	5	6	7
26.	026	1	2	3	4	5	6	7
27.	027	1	2	3	4	5	6	7
28.	028	1	2	3	4	5	6	7
29.	029	1	2	3	4	5	6	7
30.	030	1	2	3	4	5	6	7
31.	031	1	2	3	4	5	6	7
Section B - VOLUNTARY Complete if total sales of telecommunications services are \$500,000 or less.								
32. All countries, total → 032	1	2 709	3	4	5	6	7	
BEA USE ONLY 033	1	2	3	4	5	6	7	

NOTE - If total (cross-border) payments for telecommunications services exceed \$500,000, you must complete the MANDATORY section above, and line 32 must be left blank.

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in these columns.

SCHEDULE C — PURCHASES OF FINANCIAL SERVICES FROM UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1996

NOTE — Total purchases of financial services are calculated as the sum of columns (3) through (5)

PAYMENTS TO	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS				
	(1)	(2)	Credit-related fees (3)	Fees on securities transactions (4)	Fees for other financial services (5)		
Section A - MANDATORY Complete if total purchases of financial services exceed \$500,000.							
1. All countries, total → C1001	1	2	3	4	5		
2. Australia 002	1	2	3	4	5		
3. Belgium 003	1	2	3	4	5		
4. Brazil 004	1	2	3	4	5		
5. Canada 005	1	2	3	4	5		
6. France 006	1	2	3	4	5		
7. Germany 007	1	2	3	4	5		
8. Hong Kong 008	1	2	3	4	5		
9. Israel 009	1	2	3	4	5		
10. Italy 010	1	2	3	4	5		
11. Japan 011	1	2	3	4	5		
12. Luxembourg 012	1	2	3	4	5		
13. Mexico 013	1	2	3	4	5		
14. Netherlands 014	1	2	3	4	5		
15. Philippines 015	1	2	3	4	5		
16. Saudi Arabia 016	1	2	3	4	5		
17. South Korea 017	1	2	3	4	5		
18. Spain 018	1	2	3	4	5		
19. Sweden 019	1	2	3	4	5		
20. Switzerland 020	1	2	3	4	5		
21. Taiwan 021	1	2	3	4	5		
22. United Kingdom 022	1	2	3	4	5		
23. Venezuela 023	1	2	3	4	5		
Other — Specify (Use additional copied sheets as necessary)							
24.	1	2	3	4	5		
25.	1	2	3	4	5		
26.	1	2	3	4	5		
27.	1	2	3	4	5		
28.	1	2	3	4	5		
29.	1	2	3	4	5		
30.	1	2	3	4	5		
31.	1	2	3	4	5		
Section B - VOLUNTARY Complete if total purchases of financial services are \$500,000 or less.							
32. All countries, total → 032	1	2	3	4	5		
BEA USE ONLY 033	1	2	3	4	5		

NOTE — If total (cross-border) purchases of all types of financial services combined (the sum of columns 3 through 5) exceed \$500,000, you must complete the MANDATORY section above, and line 32 must be left blank.

SUPPLEMENT A — OPTIONAL CHECKLIST OF SERVICES TRANSACTIONS BETWEEN COMPANY UNIT AND UNAFFILIATED FOREIGN PERSONS

BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 1996

This checklist is provided with the BE-20 survey for the internal use and convenience of Reporters only and is not to be returned to BEA.

The purpose of this checklist is to facilitate the determination of whether or not the "parts" or units of a given U.S. company had any of the various services transactions covered by the survey, either sales (receipts) or purchases (payments), with unaffiliated foreign persons during the respondent's fiscal year. (The term "persons" includes business enterprises, governments, individuals, and other organizations and entities.)

For companies with diverse operations, this checklist should be directed to persons in the various parts of the company who are knowledgeable about the parts' sales and purchasing activities and who can say, in their judgement, with a reasonable degree of certainty without conducting a records search, whether or not a part engaged in covered transactions. Because companies organize their operations and accounting systems in different ways, these parts of a company might variously be referred to as profit centers, business units, divisions, subsidiaries, plant sites, establishments, operating centers, etc., or some combination thereof. All parts of the domestic company must be covered, although all need not be given the checklist, since some might already be known by headquarters to have, or not have, reportable transactions.

Definitions of the various types of services are on the reverse side of this checklist. Note that in several cases - advertising; telecommunications; performing arts, etc.; merchandising; miscellaneous disbursements (services numbered 15-21); and rights to natural resources (services numbered 13 and 14) - measures other than, or in addition to, sales of services and purchases of services should be used in completing the checklist.

The guidelines listed below apply to this checklist.

- Both sales and purchases of services should relate to the company's 1996 fiscal year.
- Transactions by the U.S. operations ONLY are covered. Transactions by or with foreign branches or subsidiaries (foreign affiliates) of the U.S. company are NOT covered, NOR are transactions by or with a foreign parent company.
- In reporting purchases, include items meeting the above criteria, without regard to whether they were charged as an expense on the income statement, capitalized, or charged to inventories.
- "Foreign" means that which is situated outside the United States and its territories and possessions. Therefore, transactions with companies located in the United States that have foreign parents are NOT includable; and transactions with foreign affiliates of other U.S. companies ARE includable.
- Foreign persons are considered to be "unaffiliated" if (a) the U.S. company's ownership percentage (direct and indirect) in the foreign person is less than 10 percent or (b) the foreign person's ownership percentage (direct and indirect) in the U.S. company is less than 10 percent. (Questions as to whether a particular foreign company is affiliated or unaffiliated should be referred to the person named in the box below.)
- Reportable transactions are determined by the above criteria, without regard to WHERE the services were performed. For example, services performed abroad by a respondent are covered if the respondent's U.S. operations performed the services instead of a foreign affiliate. Similarly, purchases of services from unaffiliated foreign persons are includable without regard to WHERE such services were performed.

Person in company headquarters to contact concerning questions about this survey.

Name _____

TELEPHONE

Area code

Number

Extension

OPTIONAL SALES AND PURCHASES CHECKLIST

For each service listed, for both sales and purchases, mark (X) "Yes" or "No" as to whether, in your judgement, your part of the company had any transactions with unaffiliated foreign persons during the fiscal year. If the answer is "Yes," enter the estimated amount of the transactions in column (c) (SALES) or column (f) (PURCHASES).

Type of service	SALES (RECEIPTS)			PURCHASES (PAYMENTS)		
	Had any transactions?		Estimated amount Report in dollars (c)	Had any transactions?		Estimated amount Report in dollars (f)
	Yes (a)	No (b)		Yes (d)	No (e)	
1. Agricultural services						
2. Research, development, and testing services						
3. Management, consulting, and public relations services						
4. Management of health care facilities						
5. Accounting, auditing, and bookkeeping services						
6. Legal services						
7. Educational and training services						
8. Mailing, reproduction, and commercial art						
9. Employment agencies and temporary help supply services						
10. Industrial engineering services						
11. Industrial-type maintenance, installation, alteration, and training services						
12. Performing arts, sports, and other live performances, presentations, and events						
13. Purchase or sale of rights to natural resources, and lease bonus payments						
14. Use or lease of rights to natural resources, excluding lease bonus payments						
15. Disbursements to fund news-gathering costs of broadcasters						
16. Disbursements to fund news-gathering costs of print media						
17. Disbursements to fund production costs of motion pictures						
18. Disbursements to fund production costs of broadcast program material other than news						
19. Disbursements to maintain government tourism and business promotion offices						
20. Disbursements for sales promotion and representation						
21. Disbursements to participate in foreign trade shows			Not reportable			
22. Premiums paid on primary insurance			Not reportable			
23. Losses recovered on primary insurance			Not reportable			
24. Construction, engineering, architectural, and mining services			Not reportable			
25. Merchandising services						Not reportable
26. Financial services			Not reportable			
27. Advertising services						
28. Computer and data processing services						
29. Data base and other information services						
30. Telecommunications services						
31. Operational leasing services						
32. Other private services						

DEFINITIONS OF TYPES OF SERVICES

1. **Agricultural services** – Soil preparation services, crop services, veterinary and other animal services, farm labor and management services, and landscape and horticultural services.
2. **Research, development, and testing services** – Commercial and noncommercial research, product development services, and testing services. Include fees for the conduct of experiments or performance of research and development activities aboard spacecraft. Excludes medical and dental laboratory services.
3. **Management, consulting, and public relations services** – Management services, except management of health care facilities (see service number 4); consulting services, except consulting engineering services related to actual or proposed construction or mining services projects (see service number 24) and computer consulting (see service number 28); and public relations services, except those that are an integral part of an advertising campaign (see service number 27).
4. **Management of health care facilities** – Management of hospitals, nursing homes, and other health care facilities.
5. **Accounting, auditing, and bookkeeping services** – Excludes data processing and tabulating services (see service number 28).
6. **Legal services** – Legal advice or other legal services. Insurance companies should include fees for claim adjustment expenses.
7. **Educational and training services** – Educational or training services provided on a contract or fee basis. Excludes tuition and fees charged to individual U.S. and foreign students by educational institutions. Also excludes training done by a manufacturer in connection with the sale of a good (see service number 11).
8. **Mailing, reproduction, and commercial art** – Direct mail advertising services; mailing services, such as remailing services in connection with direct mail advertising; commercial photography, art, and graphic services; address list compilation; and stenographic services.
9. **Employment agencies and temporary help supply services** – Employment services and provision of temporary help and personnel to perform services on a contract or fee basis. Where workers are carried on the payroll of the agency, includes amounts received or paid for the compensation of workers as well as agency fees.
10. **Industrial engineering services** – Engineering services related to the design of movable products, including product design services. Includes services performed with the assistance of computers, such as computer-assisted design work. Excludes engineering and architectural services that relate to immovable products, such as those that relate to actual or proposed construction or mining services projects (see service number 24).
11. **Industrial-type maintenance and repair, installation, alteration, and training services** – Maintenance services primarily to machinery and equipment. May also include small maintenance work on buildings, structures, dams, highways, etc., but only to the extent that the work is not reportable under item 24. Would include such services as the periodic overhaul of turbines, the extinguishment of natural gas well fires, and refinery maintenance. Excludes computer maintenance and repair (see service number 28). Installation and training services include only installation, startup, and training services provided by a manufacturer in connection with the sale of a good. Do not include such services where the cost is included in the price of the goods and not separately billed, or is declared as a part of the price of the goods on the import or export declaration filed with the U.S. Customs Service; however, services provided at a price over and above that entered on the declaration should be included. These services would be reported elsewhere if not received in connection with the purchase of goods. For example, installation of machinery and equipment is normally considered a construction activity, and training personnel in the use of new machinery would ordinarily be reported as an educational or training service.
12. **Performing arts, sports, and other live performances, presentations, and events** – Fees received (net of allowances for foreign expenses) or paid (net of allowances for U.S. expenses) for performing arts, sports, etc. To be reported by (a) U.S. management companies, booking agents, promoters, and presenters who received funds from or paid funds to foreign persons, for performances and events, and (b) U.S. performers who received funds directly from a foreign person rather than through a U.S. management company or similar entity. (As used here, "performers" means entertainers, sports teams, orchestras, dance companies, lecturers, and similar persons or performing groups.)
13. **Sale or purchase of rights to natural resources, and lease bonus payments** – Receipts from the sale of, or payments for the acquisition of, rights to natural resources located in the United States and abroad, and lease bonus payments. Excludes sales or purchases of rights to surface land.
14. **Use or lease of rights to natural resources, excluding lease bonus payments** – Receipts or payments for the use of rights to natural resources located in the United States and abroad, including oil or mining production royalties. Excludes lease bonus payments (see service number 13) and sales or purchases of rights to surface land.
- 15-21. **Miscellaneous disbursements** – Disbursements or outlays to fund news-gathering costs of broadcasters and the print media; production costs of motion picture companies and companies engaged in the production of broadcast program material other than news; commissions and "finder's fees" to independent agents; and costs of maintaining tourism, business promotion, and representative offices, and for participating in foreign trade shows.
22. **Premiums paid on primary insurance** – Applies only to insurance purchased from foreign insurance carriers. Equals premiums paid minus cancellations. Excludes reinsurance transactions.
23. **Losses recovered on primary insurance** – Applies only to claims recovered on purchases of primary insurance from foreign insurance carriers.
24. **Construction, engineering, architectural, and mining services** – Covers only purchases of the following types of services: Services of general contractors in the fields of building and heavy construction; construction work by special trade contractors, such as the erection of structural steel for bridges and buildings and on-site electrical work; architectural, engineering, and land-surveying services; and mining services, including oil and gas field services. Includes only those engineering services purchased in conjunction with construction and mining services projects; industrial engineering services, such as product design services, should be reported under service number 10. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.
25. **Merchandising services** – Sales of merchandising services are equal to the difference between your cost and the resale price of goods (such as crude oil, grain, and other commodities) that are both purchased and resold abroad; that is, the goods are neither imported to, nor exported from, the United States, and they do not undergo significant processing during the time between when they are purchased and resold. Without regard to whether the goods were initially purchased from an affiliated or unaffiliated foreign person, includes only transactions where the goods were resold to an unaffiliated foreign person.
26. **Financial services** – Purchases from foreigners of financial services by U.S. firms, or domestic subsidiaries of U.S. firms, that are not financial services intermediaries or providers. Includes credit-related fees, fees on securities transactions, and fees for other financial services.
27. **Advertising services** – Preparation of advertising and placement of such advertising in media, including charges for media space and time. An advertising agency selling services should use **gross billings** to unaffiliated foreigners in completing the checklist.
28. **Computer and data processing services** – Data entry, processing (both batch and remote), and tabulation; computer systems analysis, design, and engineering; custom software and programming services; rights to distribute general use software, and rights to reproduce or use general use software that was electronically transmitted or made by the customer from a master copy (exclude purchases and sales of prepackaged computer software physically shipped to or from the United States); integrated hardware/software systems; and other computer services (e.g., timesharing, maintenance, and repair). Exclude operational leasing of computer and data processing equipment, which should be reported under service number 31.
29. **Data base and other information services** – Business and economic data base services, including business news, stock quotation, and financial information services; medical, legal, technical, demographic, bibliographic, and similar data base services; general news services, such as those purchased from a news syndicate; and other information services, including reservation systems and credit reporting systems. For airline reservation systems, include booking fees from foreign carriers for the use of your reservation system, whether accessed directly or by a U.S. or foreign travel agent.
30. **Telecommunications services** – Includes services of the following type: (1) Message telephone services; (2) private leased channel services; (3) telex, telegram, and other jointly-provided (basic) services; (4) value-added (enhanced) services; and (5) support services.
31. **Operational leasing services** – Includes rentals for computer and data processing equipment; transportation equipment (such as ships, aircraft, railway cars, containers, rigs, automobile fleets, etc.) **without** crew or operators; and all other machinery and equipment. Excludes rentals under leases that have been capitalized (capital leases), rentals of transportation equipment **with** crew, and rentals of any items other than machinery and equipment. (For example, excludes rentals of office buildings and other real estate, film rentals, and employee leasing.)
32. **Other private services** – Includes transactions in only the following types of services: Language translation services, security services, collection services, actuarial services, salvage services, satellite photography services, and oil spill and toxic waste cleanup services; i.e., this category **excludes** transactions in services not on this list.

FORM **BE-20** U.S. DEPARTMENT OF COMMERCE
(11-27-2001) BUREAU OF ECONOMIC ANALYSIS

BEA USE ONLY

Control number

11

**BENCHMARK SURVEY
OF SELECTED SERVICES
TRANSACTIONS
WITH UNAFFILIATED
FOREIGN PERSONS
2001**

Public reporting burden for this collection of information is estimated to vary from 4 to 500 hours per response, with an average of 12 hours per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate, including suggestions for reducing this burden, to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0058, Washington, DC 20503.

Part I NAME AND ADDRESS, CERTIFICATION, AND DETERMINATION OF REPORTING STATUS

Section A — Name and address

Name and principal address of U.S. Reporter — Enter or correct as necessary.

MAIL REPORTS TO

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(SSB)
Washington, DC 20230

OR

DELIVER REPORTS TO

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(SSB)
Shipping and Receiving Section M-100
1441 L Street, NW
Washington, DC 20005

BEA USE ONLY

10005

1

2

3

4

NOTE — A single original copy of this report must be filed with the Bureau of Economic Analysis (BEA); please use the copy with the address label if such a labeled copy has been provided.

Important

Read **General Instructions**, which contain definitions, before completing form.

Data to be provided in this report should represent the U.S. Reporter's 2001 fiscal year.

A. REPORTING REQUIREMENTS — See I.A. of the **General Instructions** for who must report and transactions to be reported.

B. HOW TO REPORT — This form contains two Parts and eight Schedules, A–H. Part I (Name and Address, Certification, and Determination of Reporting Status) requests information needed to determine whether a report is required and which schedules apply. This Part should be completed by all U.S. persons who receive the survey, including those who are filing pursuant to the mandatory reporting requirement of the survey, those who are reporting data on a voluntary basis, and those who are claiming exemption from reporting any data. Part II (Identification of U.S. Reporter) requests information about the reporting entity, and should be completed only by U.S. persons subject to the survey's mandatory reporting requirement or who are reporting data on a voluntary basis. Each of the Schedules A–H covers one or more specified services and is to be completed only if a U.S. Reporter has transactions of the type(s) covered by the individual schedule. On a given schedule, Reporters subject to the survey's mandatory reporting requirement should complete Section A. Reporters who are reporting data on a voluntary basis (see I.A.2. of the General Instructions) are requested to complete Section B of the applicable schedule(s).

The Exemption Claim is on page 3. A U.S. person who receives this report from BEA and who does not meet the criteria for mandatory reporting, and elects not to report data in the voluntary section of any schedule, must nevertheless complete and submit the Exemption Claim.

Most respondents who are subject to the survey's mandatory reporting requirements, or who elect to report data voluntarily, will report data on Schedules A, B, and/or C; these schedules are included in every packet mailed to every potential respondent. In contrast, Schedules D through G are applicable only to a limited number of potential survey respondents; these schedules are included only in the packets mailed to respondents who BEA has identified as being most likely to have engaged in the service covered by a particular schedule. (For example, Schedule D covers transactions of computer and data processing services and computer services companies that are the primary recipient of this schedule.)

If you are subject to the mandatory reporting requirements of a given schedule (or if you choose to report data voluntarily on a schedule) but did not receive a copy of that schedule in your mailing packet, please contact BEA at the telephone or fax number given in D., below.

C. OPTIONAL CHECKLIST — For the convenience of Reporters, an "Optional Checklist" (Supplement A) has been provided with this survey to help companies determine, without a records search, whether or not the "parts" or units of their company had reportable transactions, either sales or purchases, with unaffiliated foreign persons in FY 1996. This "Optional Checklist" is for internal use by companies only and should not be returned to BEA.

D. ASSISTANCE — Telephone (202) 606-5588 during office hours — 8:30 a.m. to 5:00 p.m. eastern time, or fax your request to (202) 606-5318.

E. DUE DATE — A completed report on Form BE-20 is due no later than March 31, 2002.

F. GENERAL NOTES

1. Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000).
EXAMPLE — If amount is **\$1,334,615.00**, report as

Bil.	Mil.	Thous.
	1,335	

2. If an item is between + or - \$500.00, enter "0."

AUTHORITY — This survey is being conducted pursuant to the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101–3108, as amended by P.L. 98-573 and P.L. 101-533 — hereinafter "the Act"), and the filing of reports is mandatory pursuant to Section 3104 of the Act.

CONFIDENTIALITY — The Act provides that your report to this Bureau is **CONFIDENTIAL**. It may be used only for analytical or statistical purposes and **CANNOT** be used for purposes of taxation, investigation, or regulation. The Act also provides that copies retained in your files are immune from legal process.

PENALTIES — Whoever fails to report may be subject to a civil penalty of not less than \$2,500, and not more than \$25,000, and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment, or both. (See Section 3105 of the Act.) Notwithstanding the above, a U.S. person is not subject to any penalty for failure to report if a valid Office of Management and Budget (OMB) control number is not displayed on the form; such a number (0608-0058) is displayed on this form.

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT — Enter name and address

CERTIFICATION — The undersigned official certifies that this report has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with V.I.F. of the **General Instructions**, estimates have been provided where data are not available from customary accounting records or precise data could not be obtained without undue burden.

Authorized official's signature

Print or type name and title

Date

TELEPHONE NUMBER

Area code

Number

Extension

Section B — Determination of reporting status (Mandatory reporting)

Separately for sales (receipts) and purchases (payments), mark (X) "Yes" or "No" beside each type of service listed below to indicate whether your company's total transactions with unaffiliated foreign persons exceeded \$1,000,000. See VII. of the **General Instructions** for a detailed description of each type of service.

The U.S. Reporter may rely on the "Optional Checklist" provided in Supplement A to complete this item.

If "Yes" is marked for any type of service, for either sales or purchases, complete and return to BEA, Part I (Sections A and B) and Part II of this form, and the appropriate schedule(s).

If "No" is marked for all activities, for both sales and purchases, complete and return to BEA, Part I (Sections A, B, and either Section C or the exemption claim), and appropriate schedule(s).

Type of service	SALES (RECEIPTS)				PURCHASES (PAYMENTS)			
	Had total transactions exceeding \$1,000,000?		If "Yes" Report data on —		Had total transactions exceeding \$1,000,000?		If "Yes" Report data on —	
	Yes	No	Yes	No	Yes	No	Yes	No
1. Advertising services			Schedule A				Schedule B	
2. Computer and data processing services			Schedule D				Schedule D	
3. Data base and other information services			Schedule E				Schedule B	
4. Telecommunications services			Schedule F				Schedule F	
5. Research, development, and testing services			Schedule A				Schedule B	
6. Management, consulting, and public relations services			Schedule A				Schedule B	
7. Accounting, auditing, and bookkeeping services			Schedule A				Schedule B	
8. Legal services			Schedule A				Schedule B	
9. Educational and training services			Schedule A				Schedule B	
10. Industrial engineering services			Schedule A				Schedule B	
11. Industrial-type maintenance, installation, alteration, and training services			Schedule A				Schedule B	
12. Performing arts, sports, and other live performances, presentations, and events			Schedule A				Schedule B	
13. Sale or purchase of rights to natural resources, and lease bonus payments			Schedule A				Schedule B	
14. Use or lease of rights to natural resources, excluding lease bonus payments			Schedule A				Schedule B	
15. Disbursements to fund news-gathering costs of broadcasters			Schedule A				Schedule B	
16. Disbursements to fund news-gathering costs of print media			Schedule A				Schedule B	
17. Disbursements to fund production costs of motion pictures			Schedule A				Schedule B	
18. Disbursements to fund production costs of broadcast program material other than news			Schedule A				Schedule B	
19. Disbursements to maintain government tourism and business promotion offices			Schedule A				Schedule B	
20. Disbursements for sales promotion and representation			Schedule A				Schedule B	
21. Disbursements to participate in foreign trade shows			Not reportable				Schedule B	
22. Premiums paid on primary insurance			Not reportable				Schedule B	
23. Losses recovered on primary insurance			Not reportable				Schedule B	
24. Construction services			Not reportable				Schedule B	
25. Engineering, architectural, and surveying services			Not reportable				Schedule B	
26. Mining services			Not reportable				Schedule B	
27. Merchancing services			Schedule A				Not reportable	
28. Financial services			Not reportable				Schedule C	
29. Operational leasing services			Schedule G				Schedule B	
30. Other private services*			Schedule A				Schedule B	
31. Other trade-related services			Schedule A				Schedule B	
32. Auxiliary insurance services			Schedule A				Schedule B	
33. Waste treatment and depollution services			Schedule A				Schedule B	
34. Agricultural services			Schedule A				Schedule B	
35. Management of health care facilities			Schedule A				Schedule B	
36. Mailing, reproduction and commercial art			Schedule A				Schedule B	
37. Employment agencies and temporary help supply			Schedule A				Schedule B	

*Other private services (i.e., service number 30) consist of language translation services, salvage services, security services, collection services, satellite photography and remote sensing/satellite imagery services, space transport, and transcription services.

Section C — Determination of reporting status (Voluntary reporting)

For sales and purchases separately, if a U.S. person's total transactions in a given type of service listed in Part I, Section B, of this form are \$1,000,000 or less, the U.S. person may voluntarily report the total for each type of service, not distributed by individual foreign country, on line 32, Section B, of the appropriate schedules. These estimates may be judgmental, that is, not based on a search of accounting records but instead on the recollection of knowledgeable persons within the company who are in a position to know whether any significant transactions in the particular service(s) were engaged in during the year and, if so, the approximate total amount(s) of such transactions. Information provided on these transactions will make the survey results more complete and will better ensure that all types of services are adequately represented in any negotiations or other policy initiatives supported by the survey data.

Mark (X) one

- 1 The U.S. Reporter is reporting some data voluntarily on line 32, Section B of the appropriate schedule(s).
- 2 The U.S. Reporter is not reporting in the voluntary part of the survey.

EXEMPTION CLAIM

The U.S. Reporter is not reporting data on any schedule of this form because it — *Mark (X) appropriate box.*

- A Was not in existence at any time during the reporting period.
- B Is owned to the extent of more than 50% of its voting stock by another U.S. enterprise.

Specify parent corporation		
Name		
Address — Number and street		
City	State	ZIP Code

(If the U.S. Reporter is a corporation, the data in this report are to be for the fully consolidated domestic enterprise. If a corporation is owned to the extent of more than 50 percent of its voting stock by another U.S. corporation, the parent corporation should file this report. For exceptions, see I.D. of the General Instructions.)

- C Had no transactions, either sales or purchases, of the types covered, with unaffiliated foreign persons.
- D Had transactions, either sales or purchases, of the types covered but the value of each type did not exceed \$1,000,000 and the U.S. Reporter does not wish to report the data voluntarily. The total amount of these transactions, for all services combined, was approximately _____

Report in thousands of U.S. dollars			
10001	Sales	10002	Purchases
\$		\$	
10003	Service number	10004	Service number

List the service number (from previous page) for the primary service sold or purchased above. _____

If you marked (X) a box in this exemption claim — **STOP HERE** and return this form to BEA.

Part II IDENTIFICATION OF U.S. REPORTER

1. Annual report for fiscal year ending _____

11001	Month	Day	Year
1			0 1

2. Industry classification — Enter 4-digit code from the Summary of Industry Classifications. _____

11002	1	2	3	4
1				

3. Major activity of the U.S. Reporter and product or service involved in that activity _____

4. Primary Employer Identification (EI) Number used by the U.S. Reporter to file U.S. income or payroll taxes _____

11003	1	2	3	4	5	6	7	8	9	0
1										

GENERAL INSTRUCTIONS

Purpose – The Benchmark Survey of Selected Services Transactions with Unaffiliated Foreign Persons – 2001 is conducted by the Department of Commerce to obtain data on the size and economic significance of these transactions. The prior benchmark survey was conducted for 1996. The information will be used to help support trade negotiations, formulate U.S. policy, and analyze the impact of that policy and the policies of foreign countries, on international trade in services. The data will also be used in compiling the U.S. international transactions and national income and product accounts.

I. WHO IS TO REPORT AND GENERAL COVERAGE

A. Who is to report and transactions to be reported

- 1. Mandatory reporting** – A BE-20 report is **required** from each U.S. person who had transactions (either sales or purchases) in excess of \$1,000,000 with unaffiliated foreign persons in any of the services listed in VII. of these General Instructions during the U.S. person's 2001 fiscal year.

The determination of whether a U.S. person is subject to this mandatory reporting requirement may be judgmental, that is, based on the judgement of knowledgeable persons in a company who can identify reportable transactions on a recall basis, with a reasonable degree of certainty without conducting a detailed manual records search. The "Optional Checklist" (Supplement A) described in IV. of the General Instructions may be used to facilitate data collection from the various parts of the reporter's organization.

Reporters who must file pursuant to this mandatory reporting requirement must complete Parts I and II of the form and all applicable schedules. The total amounts of transactions applicable to a particular schedule are to be entered in the appropriate column(s) on line 1 of the schedule. In addition, these amounts must be distributed below line 1 to the country(ies) involved in the transaction(s).

- 2. Voluntary reporting** – If, during the U.S. person's fiscal year, the U.S. person's total transactions (either sales or purchases) in any of the types of services listed in VII. of these General Instructions are \$1,000,000 or less, the U.S. person is requested to provide an estimate of the total for each type of service. Provision of this information is voluntary. The estimates may be judgmental, that is, based on recall, without conducting a detailed manual records search.

The total amounts of transactions applicable to a particular schedule are to be entered in the appropriate column(s) on line 32 of the schedule. (If information on the countries of the transactions is available, the transactions may instead be reported by country in the mandatory section; however, disaggregation by country is not required.) Reporters who elect to file pursuant to the voluntary reporting option must complete Parts I and II of the form.

- 3. Exemption** – A U.S. person receiving this form from BEA who is not required to report data in the mandatory section of any schedule, and who elects not to report data in the voluntary section of any schedule, must complete the "Person to Consult" and certification sections on page 1 and the exemption claim on page 3 of the form.

B. BE-20 definition of sales (receipts) or purchases (payments)

It should be noted that an item other than sales or purchases may be used as the measure of a given service for purposes of determining whether the threshold for mandatory reporting of the service is exceeded. Note that in several cases – advertising; telecommunications; performing arts, etc.; merchandising; miscellaneous disbursements (services numbered 15–21 in VII. of these General Instructions); and rights to natural resources (services numbered 13 and 14) – measures other than, or in addition to, sales or purchases of services should be used. See VII. of these General Instructions for an explanation of what measure should be applied in determining whether you are subject to the BE-20 survey's mandatory reporting requirements for a given service.

C. Clarification of coverage and special situations

- 1. Reporting period** – The reporting period is the U.S. Reporter's 2001 fiscal year (see definition in II.M. below).

- 2. Date of recording transactions** – Except for telecommunications services, transactions are to be reported on an accrual basis. Telecommunications transactions are to be reported on a settlements basis.

- 3. Withholding taxes** – Data should be reported gross of U.S. and foreign withholding taxes.

- 4. Services covered regardless of where performed** – Services sold to, or purchased from, unaffiliated foreign persons should be reported regardless of whether the services were performed in the United States or abroad.

- 5. Services bundled with goods or with other services and not separately valued** – When a sale or purchase consists of both goods and services, or of several services, that cannot be unbundled (i.e., the goods and/or services are not separately valued), it should be classified based on whichever accounts for a majority of the value or on the basis of the Reporter's customary practice.

- 6. Accounting for purchases** – Purchases of services should be included without regard to whether they are charged as an expense on the income statement, capitalized, or charged to inventories.

- 7. Partnerships** – A partnership is a business enterprise and must report if it has covered transactions. The report must be for, and the data and information must cover, the partnership as a whole, not just the activities of an individual partner.

- 8. Contractor reporting responsibility** – On all schedules, U.S. prime contractors are to report the full value of a transaction (contract) with an unaffiliated foreign person. U.S. subcontractors, including independent consultants, to a U.S. prime contractor are not to report their share of a contract with an unaffiliated foreign person.

- 9. Projects with U.S. Government nonmilitary agencies** – Report information on services that are provided abroad for U.S. Government nonmilitary agencies, such as the Agency for International Development and the United States Information Agency, or that are part of an aid or technical cooperation program of the Government with foreign persons. However, do not report services provided to the U.S. Department of Defense or any of its agencies, such as the Army Corps of Engineers. Also, do not report receipts for services on projects arranged through the Foreign Military Sales program of the Department of Defense.

- 10. International organizations** – Report transactions with international organizations, which, according to balance of payments conventions, are considered unaffiliated foreign persons even if they are headquartered in the United States. Enter the abbreviated designation, "Int'l Org.", as the name of the country the project is with.

- 11. Internet transactions** – Reporting requirements are determined by who the transactions are with and not by where the services are performed or the location of the buyer and seller at the time of the transaction. Thus, reportable transactions may include those conducted over the Internet or other networks.

D. Consolidation

If the U.S. Reporter is a corporation, Form BE-20 is required to cover reportable transactions for the fully consolidated U.S. domestic enterprise consisting of (i) the U.S. corporation whose voting securities are not owned more than 50 percent by another U.S. corporation, and, proceeding down each ownership chain from that U.S. corporation, (ii) any U.S. corporation (including a Foreign Sales Corporation located in the United States) whose voting securities are more than 50-percent owned by the U.S. corporation above it.

The fully consolidated U.S. domestic enterprise excludes foreign branches and other foreign affiliates.

Conditions may exist that would lead a U.S. corporation to exclude certain majority-owned (more than 50-percent owned) domestic subsidiaries from financial statements used in reports to shareholders. If such a subsidiary has covered transactions, it must file a report under its own name, and the subsidiary will be considered the U.S. Reporter for purposes of completing that form. The U.S. owner, however, is responsible for ensuring that the required Forms BE-20, both for itself and for the subsidiary, are filed with BEA on a timely basis. Such a subsidiary's filing deadline is the same as that of its U.S. owner.

GENERAL INSTRUCTIONS – Continued

II. DEFINITIONS

- A. Services** mean economic activities whose outputs are other than tangible goods. This term includes, but is not limited to, banking, other financial services, insurance, transportation, communications and data processing, retail and wholesale trade, advertising, accounting, construction, design, engineering, management consulting, real estate, professional services, entertainment, education, and health care.
- B. U.S. Reporter** is the U.S. person filing a report in this survey (see I.D. for further clarification).
- C. United States**, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all territories and possessions of the United States.
- D. Foreign**, when used in a geographic sense, means that which is situated outside the United States or which belongs to or is characteristic of a country other than the United States.
- E. Person** means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the United States Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government sponsored agency).
- 1. United States person** means any person resident in the United States or subject to the jurisdiction of the United States.
 - 2. Foreign person** means any person resident outside the United States or subject to the jurisdiction of a country other than the United States.
- F. Business enterprise** means any organization, association, branch or venture which exists for profitmaking purposes or to otherwise secure economic advantage, and any ownership of any real estate. (A business enterprise is a "person" within the definition in paragraph E above.)
- G. Direct investment** means the ownership or control, directly or indirectly, by one person of 10 per centum or more of the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise.
- H. Parent** means a person of one country who, directly or indirectly, owns or controls 10 per centum or more of the voting stock of an incorporated business enterprise, or an equivalent ownership interest in an unincorporated business enterprise, which is located outside that country.
- 1. U.S. parent** means the U.S. person that has direct investment in a foreign business enterprise.
 - 2. Foreign parent** means the foreign person, or the first person outside the United States in a foreign chain of ownership, which has direct investment in a U.S. business enterprise, including a branch.
- I. Affiliated foreign group** means (i) the foreign parent, (ii) any foreign person, proceeding up the foreign parent's ownership chain, which owns more than 50 per centum of the person below it up to and including that person which is not owned more than 50 per centum by another foreign person, and (iii) any foreign person, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 per centum by the person above it.
- J. Affiliate** means a business enterprise located in one country which is directly or indirectly owned or controlled by a person of another country to the extent of 10 per centum or more of its voting stock for an incorporated business or an equivalent interest for an unincorporated business, including a branch.
- 1. Foreign affiliate** means an affiliate located outside the United States in which a U.S. person has direct investment.
 - 2. U.S. affiliate** means an affiliate located in the United States in which a foreign person has direct investment.
- K. Affiliated foreign person** means, with respect to a given U.S. person, (i) a foreign affiliate of which the U.S. person is a U.S. parent, or (ii) the foreign parent or other member of the affiliated foreign group of which the U.S. person is a U.S. affiliate.

- L. Unaffiliated foreign person** means, with respect to a given U.S. person, any foreign person that is not an affiliated foreign person as defined in paragraph K above.
- M. 2001 fiscal year** is the U.S. Reporter's financial reporting year that has an ending date in calendar year 2001. For a person that does not have a financial reporting year, or does not have a financial reporting year ending in calendar year 2001, its 2001 fiscal year is deemed to be the same as calendar year 2001.
- N. Country** means, for purposes of this survey, the country of location of the foreign person with whom a transaction has occurred.

III. GUIDELINES FOR CATEGORIZING ACTIVITIES

A. Distinguishing between unaffiliated and affiliated transactions

This survey covers U.S. persons' direct services transactions, both sales and purchases, with unaffiliated foreign persons – that is, with foreign persons that are neither the foreign affiliate nor the foreign parent of the U.S. person filing the report. For definitions of terms, see II. above.

Examples of reportable transactions are:

- 1.** A transaction between a U.S. person and an unaffiliated foreign person.
- 2.** A transaction between one U.S. person and another U.S. person's foreign affiliate. Such a transaction is reportable by the first U.S. person.
- 3.** A transaction between a U.S. parent of a foreign affiliate, or a U.S. affiliate of a foreign parent, and an unaffiliated foreign person (whether or not the latter is affiliated with other U.S. persons). Such a transaction is reportable by the U.S. parent or the U.S. affiliate.

Examples of transactions that are **not** reportable are:

- 1.** A transaction between a U.S. person (U.S. parent) and its foreign affiliate.
- 2.** A transaction between a U.S. person (U.S. affiliate) and its foreign parent or other member of the affiliated foreign group.
- 3.** A transaction between a U.S. person's foreign affiliate and another foreign person. Such a transaction is not reportable because it is a foreign-to-foreign transaction.
- 4.** A transaction between a U.S. person and another U.S. person (whether or not either or both parties are affiliated with foreign persons). Such a transaction is not reportable because it is a U.S.-to-U.S. transaction.

Transactions between U.S. parents and their foreign affiliates, and between foreign affiliates and other foreign persons, are already reportable in the surveys of U.S. direct investment abroad (BE-10, BE-11, and BE-577). Transactions between U.S. affiliates and their foreign parents or other members of their affiliated foreign groups are already reportable in the surveys of foreign direct investment in the United States (BE-12, BE-13, BE-15, BE-605, and BE-605 (BANK)).

B. Foreign activities of a U.S. person that do not constitute a foreign affiliate

Transactions with unaffiliated foreign persons by or through a foreign "activity" of a U.S. person that is not a foreign affiliate must be reported on the BE-20, if the activities are in covered types of services. Any of the services covered by this survey may also be provided at a foreign location through a foreign affiliate. Such transactions are not reportable in this survey. Before completing this survey, therefore, reporters must determine whether or not the services are conducted through a foreign activity that is not a foreign affiliate or through a foreign affiliate.

Although the definitions of direct investment and foreign affiliate in II. above, together with the discussion in III.A. above, should be sufficient to determine whether a given foreign activity is or is not a foreign affiliate, in a number of cases the determination may be difficult. Several factors to be considered are given below. If you still cannot determine if the activity or operation is an affiliate, call (202) 606-5588 for additional guidance. Also, if you think that an activity or operation currently reported as an affiliate is incorrect, please call and a determination of future reporting status will be made.

GENERAL INSTRUCTIONS – Continued

B. Foreign activities of a U.S. person that do not constitute a foreign affiliate – Continued

If a U.S. person's foreign activity or operation is incorporated abroad, it is a foreign affiliate.

If a U.S. person's foreign activity or operation is **not** incorporated abroad, its status is based on the weight of the evidence when the factors listed below are considered.

An unincorporated foreign activity or operation generally **would** be considered a foreign affiliate if it: (i) pays foreign income taxes; (ii) has a substantial physical presence abroad (e.g., plant and equipment or employees); (iii) maintains separate financial records that would permit the preparation of financial statements, including an income statement and balance sheet (not just a record of disbursements and receipts); (iv) takes title to the goods it sells and receives revenues therefrom; or (v) receives funds for its own account from customers for services it performs.

An unincorporated foreign activity or operation generally **would not** be considered a foreign affiliate if it: (i) conducts business abroad only for the U.S. person's account and not for its own account (e.g., sales promotion or public relations type of activities); (ii) has no separate financial statements; (iii) receives funds to cover its expenses only from the U.S. person; (iv) pays no foreign income taxes; and (v) has limited physical assets, or employees, permanently located abroad.

Note that a diverse group of activities that do not constitute foreign affiliates are covered by services numbered 15-21 in VII. of these General Instructions. For activities that are covered by these services, the respondent is asked to provide a breakdown by country of the total amount of the funding for these activities.

C. U.S. activities of a foreign person that do not constitute a U.S. affiliate

Criteria for determining which U.S. activities do or do not constitute a U.S. affiliate of a foreign person are parallel to those in III.B. above.

D. Determining who must report a transaction when an intermediary is involved

At times, transactions between a U.S. person and an unaffiliated foreign person may be arranged by, billed through, or otherwise facilitated by, an intermediary. The intermediary may be U.S. or foreign, and may be affiliated or unaffiliated with the U.S., or the foreign, person.

A determination of who a sale is to, or who a purchase is from, shall be made on the basis of who the U.S. person considers itself to have a claim on for payment, in the case of a sale, or who it has a liability to, in the case of a purchase. For a sale, if the U.S. person looks to the unaffiliated foreign person for payment, then the transaction is between the U.S. person and unaffiliated foreign person, and is to be reported by the U.S. person. If the U.S. person looks to the intermediary for payment, and the intermediary, in turn, looks to the foreign person for payment, then whether either transaction is reportable, and who it is to be reported by, depends on the location of the intermediary and the relationship between the U.S. person and the intermediary.

If the intermediary is a foreign person, then the U.S. person would report the transaction, provided the intermediary is not affiliated with the U.S. person. (If they are affiliated, then the transaction is not reportable in this survey.)

If the intermediary is a U.S. person, then the initial transaction between the original U.S. person and the intermediary is U.S.-to-U.S. and not reportable in the survey. However, the intermediary must report the transaction with the foreign person, provided the intermediary is not affiliated with the foreign person. (If they are affiliated, then the transaction is not reportable in this survey.)

The reportability of a purchase would be determined in a similar manner.

IV. OPTIONAL CHECKLIST OF SERVICES TRANSACTIONS BETWEEN COMPANY UNIT AND UNAFFILIATED FOREIGN PERSONS

For the convenience of reporters, an "Optional Checklist" is provided in Supplement A, to help diversified companies determine, without a records search, whether or not the "parts" or units of the company had reportable services transactions, either sales or purchases, with unaffiliated foreign persons in 2001.

If, for any sales or purchases category, a "part" or unit of the company answers "Yes" to the question of whether it had a transaction in a particular type of service, that "part" or unit must be included in the company's report under the survey's mandatory reporting requirement if the U.S. Reporter's total transactions in that service exceed \$1,000,000. (See I.A.1. of these General Instructions.) Even if the U.S. Reporter's total transactions are \$1,000,000 or less, a "Yes" answer to the question of whether the "part" or unit had any transactions can be used to help determine if the transactions of that "part" or unit should be included in the company's report on a voluntary basis. (See I.A.2. of these General Instructions.)

Companies should reproduce the checklist for distribution to their "parts" or units if they decide to use it in preparing their reports. The checklist is optional; it is for the internal use of reporters only and should not be returned to BEA with Form BE-20.

Some companies may find it advantageous to adapt the "Optional Checklist" to accommodate their own particular corporate structure or data collection procedures.

V. RELATED FORMS

Persons receiving this form should be aware of ten other forms on services that are required to be filed on a mandatory basis with BEA (see 15 CFR, Part 801, Sections 9(b) and 9(c)).

- BE-22** Annual Survey of Selected Services Transactions with Unaffiliated Foreign Persons
- BE-29** Foreign Ocean Carriers' Expenses in the United States
- BE-30** Ocean Freight Revenues and Foreign Expenses of United States Carriers
- BE-36** Foreign Airline Operators' Revenues and Expenses in the United States
- BE-37** U.S. Airline Operators' Foreign Revenues and Expenses
- BE-47** Annual Survey of Construction, Engineering, Architectural, and Mining Services Provided by U.S. Firms to Unaffiliated Foreign Persons
- BE-48** Annual Survey of Reinsurance and Other Insurance Transactions by U.S. Insurance Companies with Foreign Persons
- BE-80** Benchmark Survey of Financial Services Transactions Between U.S. Financial Services Providers and Unaffiliated Foreign Persons
- BE-82** Annual Survey of Financial Services Transactions Between U.S. Financial Services Providers and Unaffiliated Foreign Persons
- BE-93** Annual Survey of Royalties, License Fees, and Other Receipts and Payments for Intangible Rights Between U.S. and Unaffiliated Foreign Persons

The types of transactions reportable on those forms are not covered by this survey. To receive a copy of forms BE-29, BE-30, BE-36, and BE-37, telephone BEA at (202) 606-9559. To receive a copy of forms BE-22, BE-47, BE-48, BE-80, BE-82, and BE-93, telephone BEA at (202) 606-5588.

VI. REPORTING PROCEDURES

- A. Due date** – A completed BE-20 report, consisting of Parts I and II and, as appropriate, either the applicable Schedule(s) or an exemption claim, is due on March 31, 2002.
- B. Extension** – Requests for an extension of the reporting deadline will not normally be granted. However, in a hardship case, a written request for an extension will be considered provided it is received at least 15 days before the due date of the report and enumerates substantive reasons necessitating the extension. BEA will provide a written response to such a request.
- C. For assistance or additional copies of the forms** – Telephone (202) 606-5588 between 8:30 a.m. and 5:00 p.m., eastern time, or fax your request to (202) 606-5318.
- D. Original and file copies** – A single original copy of each form or schedule must be filed with BEA. Please use the copy with the address label if such a labeled copy has been provided. In addition, each U.S. Reporter must retain a copy of its report to facilitate resolution of problems; these copies should be retained by the U.S. Reporter for a period of not less than 3 years beyond the form's original due date.

GENERAL INSTRUCTIONS – Continued

VI. REPORTING PROCEDURES – Continued

E. Where to send report

Send reports filed by mail through the U.S. Postal Service to:

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(SSB)
Washington, DC 20230

Address report filed by direct private express delivery to:

U.S. Department of Commerce
Bureau of Economic Analysis BE-50(SSB)
Shipping and Receiving Section M-100
1441 L Street, NW
Washington, DC 20005

- F. Estimates** – If actual figures are not available, report estimates and labeled them as such. When data items cannot be fully subdivided as required, report totals and an estimated breakdown of the totals.

VII. SERVICES COVERED

The following types of services are covered by this survey:

- 1. Advertising services** (Report receipts on Schedule A and payments on Schedule B): Preparation of advertising and placement of such advertising in media, including charges for media space and time. Include advertising banners on web pages. An advertising agency selling such services should report **gross billings** to unaffiliated foreigners. Sales by media companies (e.g., broadcasters, publishers, etc.) that are arranged through U.S. advertising agencies are presumed to be reflected in billings of the advertising agencies; thus, in order to avoid duplication, they should not be reported by the media suppliers. U.S. advertising agencies should report only direct transactions with unaffiliated foreign clients. Exclude transactions that are with the U.S. affiliates of foreign clients, rather than directly with foreign clients; such transactions are considered domestic (U.S.-to-U.S.) and are, therefore, outside the scope of this survey. Exclude charges for services other than advertising, such as public relations services or market research not directly associated with an advertising campaign. Such services should be reported under service number 6. U.S. media companies should report only direct sales of advertising services to unaffiliated foreign persons; they should not report advertising arranged by U.S. advertising agencies, including U.S. affiliates of foreign advertising agencies.

Under **purchases** of advertising services, U.S. Reporters that are advertising agencies should report only funds paid to foreign advertising agencies and media companies on behalf of its clients. U.S. Reporters other than advertising agencies should report only purchases made directly from foreign advertising agencies and media companies. Do not report purchases made through a U.S. advertising agency. Also, do not report purchases made through the U.S. office of a foreign advertising agency if your payment is made to the U.S. office.

Include the value of reciprocal exchanges; i.e., transactions involving barter. On Schedule A, value your sales to the foreign participant in the reciprocal exchange at market rates, not at the actual cost of performing the services. On Schedule B, value your purchases from the foreign participant at the same amount as the sales reported on Schedule A.

- 2. Computer and data processing services** (Report receipts and payments on Schedule D): Data entry, processing (both batch and remote), and tabulation; computer systems analysis, design, and engineering; custom software and programming services (including web site design); integrated hardware/software systems; and other computer services (e.g., timesharing, maintenance, web site management, and repair). Exclude the following:

- (a) Operational leasing of computer and data processing equipment – report under service 29, Operational leasing.
- (b) Rights to use, distribute, or reproduce general use software – report on Form BE-93, Annual Survey of Royalties, License

Fees, and Other Receipts and Payments for Intangible Rights Between U.S. and Unaffiliated Foreign Persons.

- (c) Prepackaged computer software physically shipped to or from the United States and reported on the import or export declaration filed with the U.S. Customs Service.

- 3. Data base and other information services** (Report receipts on Schedule E and payments on Schedule B): Business and economic data base services, including business news, stock quotation, and financial information services; medical, legal, technical, demographic, bibliographic, and similar data base services; general news services, such as those purchased from a news syndicate; direct non-bulk subscriptions (including online) to newspapers and periodicals; and other information services, including reservation systems and credit reporting and authorization systems. For airline reservation systems, includes booking fees from foreign carriers for the use of your reservation system, whether accessed directly or by a U.S. or foreign travel agent.

- 4. Telecommunications services** (Report receipts and payments on Schedule F): Includes services of the following types: (1) Message telephone services, (2) private leased channel services; (3) telex, telegram, and other jointly-provided (basic) services; (4) value-added (enhanced) services; and (5) telecommunications support services. Report receipts in Part I of Schedule F, and report payouts in Part II of Schedule F.

- 5. Research, development, and testing services** (Report receipts on Schedule A and payments on Schedule B): Commercial and noncommercial research, product development services, and testing services. Include fees for the conduct of experiments or performance of research and development activities aboard spacecraft. Excludes medical and dental laboratory services.

- 6. Management, consulting, and public relations services** (Report receipts on Schedule A and payments on Schedule B): Management services, except management of health care facilities (report under service number 35); consulting services, except consulting engineering services related to actual or proposed construction or mining services projects (report purchases under service number 25, and report sales on BEA Form BE-47 – see V. of these General Instructions) and computer consulting (report under service number 2); and public relations services, except those that are an integral part of an advertising campaign (report under service number 1). Report management and consulting services related to environmental services under service number 33. Excludes management and operation of a business where the operating staff as well as management is provided. (Generally, such operations would be deemed to constitute a U.S. affiliate to be reported on BEA's direct investment surveys rather than on this survey.)

- 7. Accounting, auditing, and bookkeeping services** (Report receipts on Schedule A and payments on Schedule B): Excludes data processing and tabulating services (report under service number 2).

- 8. Legal services** (Report receipts on Schedule A and payments on Schedule B): Legal advice or other legal services.

- 9. Educational and training services** (Report receipts on Schedule A and payments on Schedule B): Educational or training services provided on a contract or fee basis. Includes tuition and fees charged when the institutions provide the educational service through distance learning technologies using the Internet. Excludes tuition and fees charged to U.S. and foreign persons by educational institutions when the student travels to the institution for study. Also excludes training done by a manufacturer in connection with a sale of a good.

- 10. Industrial engineering services** (Report receipts on Schedule A and payments on Schedule B): Engineering services related to the design of movable products, including product design services. Excludes engineering and architectural services that relate to immovable products, such as those that relate to actual or proposed construction or mining services projects (report purchases under service number 25, and report sales on BEA Form BE-47 – see V. of these General Instructions). Excludes computer systems engineering (reportable under service number 2). Includes, however, services performed with the assistance of computers, such as computer-assisted design work.

GENERAL INSTRUCTIONS – Continued

VI. REPORTING PROCEDURES – Continued

11. Industrial-type maintenance, installation, alteration, and training services (Report receipts on Schedule A and payments on Schedule B): Maintenance services primarily to machinery and equipment. May also include small maintenance work on buildings, structures, dams, highways, etc., but only to the extent that the work is not reportable under service number 24. Would include such services as the periodic overhaul of turbines, the extinguishment of natural gas well fires, and refinery maintenance. Excludes computer maintenance and repair (report under service number 2). Installation and training services include only installation, startup, and training services provided by a manufacturer in connection with the sale of a good. Do not include such services where the cost is included in the price of the goods and not separately billed, or is declared as a part of the price of the goods on the import or export declaration filed with the U.S. Customs Service; however, services provided at a price over and above that entered on the declaration should be included. These services would be reported elsewhere if not received in connection with the purchase of goods. For example, installation of machinery and equipment is normally considered a construction activity, and training personnel in the use of new machinery would ordinarily be reported as an educational or training service.

12. Performing arts, sports, and other live performances, presentations, and events (Report receipts on Schedule A and payments on Schedule B): Fees received (net of allowances for foreign expenses) or paid (net of allowances for U.S. expenses) for performing arts, sports, etc. To be reported by (a) U.S. management companies, booking agents, promoters, and presenters who received funds from or paid funds to foreign persons, for performances and events, and (b) U.S. performers who received funds directly from a foreign person rather than through a U.S. management company or similar entity. (As used here, "performers" means entertainers, sports teams, orchestras, dance companies, lecturers, and similar persons or performing groups.)

13. Sale or purchase of rights to natural resources, and lease bonus payments (Report receipts on Schedule A and payments on Schedule B): Receipts from the sale of, or payments for the acquisition of, rights to natural resources located in the United States and abroad, and lease bonus payments. Excludes sales or purchases of rights to surface land.

14. Use or lease of rights to natural resources, excluding lease bonus payments (Report receipts on Schedule A and payments on Schedule B): Receipts or payments for the use of rights to natural resources located in the United States and abroad, including oil or mining production royalties. Excludes lease bonus payments (report under service number 13) and sales or purchases of rights to surface land.

Note for services numbered 15–21: Where a set of related expenditures was made in several countries, but your recordkeeping does not permit a precise allocation of expenses among individual countries, estimates are acceptable. If no basis for such estimates exists, then it is permissible to record the expenditures against the country in which the activities were centered or headquartered. For example, a news correspondent may conduct news-gathering activities in several countries. Although it would be preferable to report news-gathering expenses in each of the several countries, all of the expenses may, if necessary, be recorded against the country where the foreign news bureau is headquartered, or where the correspondent had the largest outlays.

15. Disbursements to fund news-gathering costs of broadcasters (Report receipts on Schedule A and payments on Schedule B): U.S. broadcasters' outlays to fund operations of their foreign news bureaus and for support of correspondents in foreign countries, and foreign broadcasters' outlays to fund operations of their U.S. news bureaus and for support of correspondents in the United States. (See note above.)

16. Disbursements to fund news-gathering costs of print media (Report receipts on Schedule A and payments on Schedule B): Outlays by U.S. newspapers, news syndicates, and news magazines for the operation of their foreign news bureaus, and outlays by foreign newspapers, news syndicates, and news magazines for the operation of their U.S. news bureaus. (See note above service number 15.)

17. Disbursements to fund production costs of motion pictures (Report receipts on Schedule A and payments on

Schedule B): Foreign production costs of U.S. motion picture companies, and U.S. production costs of foreign motion picture companies. (See note above service number 15.)

18. Disbursements to fund production costs of broadcast program material other than news (Report receipts on Schedule A and payments on Schedule B): Foreign production costs of U.S. companies engaged in the production of broadcast material other than news, and U.S. production costs of foreign companies engaged in the production of broadcast material other than news. Includes disbursements to fund the production and/or the broadcast of such programs; for example, includes both the disbursements for broadcasting professional or amateur athletic sporting events, and the disbursements for production of the events themselves. (See note above service number 15.)

19. Disbursements to maintain government tourism and business promotion offices (Report receipts on Schedule A and payments on Schedule B): Funding to maintain State tourism and business promotion offices located abroad, and funding to maintain foreign government sponsored tourism and business promotion offices located in the United States. (See note above service number 15.)

20. Disbursements for sales promotion and representation (Report receipts on Schedule A and payments on Schedule B): Funding to maintain sales promotion and representative offices. Sales promotion offices typically have few assets other than office furniture; to the extent that their employees are compensated by commissions, the commissions arise only from sales or business that the employees generate for their U.S. or foreign parents; they do not produce revenue, other than funds from their parents to cover their expenses; and they are engaged only in sales promotion, representational, public-relations-type activities, or the gathering of market information, on behalf of their parents. If an office produces revenues for its own account from goods or services it provides to unaffiliated persons, then it is considered a U.S. or foreign affiliate and is subject to the reporting requirements for BEA's direct investment surveys. (See note above service number 15.)

21. Disbursements to participate in foreign trade shows (Report payments/expenditures on Schedule B; receipts are not reportable): Foreign expenses incurred by U.S. persons participating in foreign trade shows. (See note above service number 15.)

Note for services numbered 22–23: When you report either service number 22 or 23, also report the other service. If there are transactions in one of these services but not in the other, enter "N/A" in the appropriate column of Schedule B, line 1 or 32.

22. Premiums paid on primary insurance (Report payments of premiums on Schedule B; do not report receipts of premiums): Premiums (net of cancellations) paid to unaffiliated foreign insurance carriers for primary insurance. Excludes reinsurance transactions. A U.S. Reporter should not report direct transactions with a foreign insurance company that is its foreign affiliate; such transactions are to be reported on direct investment survey BE-577. A U.S. Reporter should, however, report direct transactions with a foreign insurance company that is an affiliate of another U.S. company, as the U.S. Reporter and the foreign insurance company are unaffiliated. (See note above.)

23. Losses recovered on primary insurance (Report the recovery of losses on purchases of primary insurance as a positive amount on Schedule B; payments of losses by U.S. insurance companies are covered on BEA Form BE-48, and should not be reported on this BE-20 form): Losses recovered on insurance purchased from unaffiliated foreign insurance carriers. (See note above service number 22.)

24. Construction services (Report purchases on schedule B; sales are covered on BEA Form BE-47, and should not be reported on this BE-20 Form): Includes purchases of the following type of services: Services of general contractors in the fields of building and heavy construction; construction work by special trade contractors, such as the erection of structural steel for bridges and buildings and on-site electrical work. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.

GENERAL INSTRUCTIONS – Continued

VII. SERVICES COVERED – Continued

- 25. Engineering, architectural, and surveying services** (Report purchases on Schedule B; sales are covered on BEA Form BE-47, and should not be reported on this BE-20 form): Includes purchases of architectural, engineering, and land-surveying services. Includes those engineering services purchased in conjunction with construction and mining services projects; industrial engineering services, such as product design services, should be reported under services number 10. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.
- 26. Mining services** (Report purchases on Schedule B; sales are covered on BEA Form BE-47, and should not be reported on this BE-20 form): Includes drilling wells for oil or gas field operations; exploration, including prospecting and taking ore samples; grading and building foundations at well locations; well surveying; and making geological observations. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.
- 27. Merchanting services** (Report sales/receipts on Schedule A; purchases/payments are not reportable): For this service, only the value of merchanting services for all foreign countries combined (i.e., the global total for all foreign merchanting services) must be reported; data by individual foreign country may be reported voluntarily.
- The value of merchanting services is equal to the difference between your cost for, and the resale price of, goods (such as crude oil, grain, and other commodities) that are both purchased and resold abroad; that is, the goods are neither imported to, nor exported from, the United States, and they do not undergo significant processing during the time between when they are purchased and resold. Without regard to whether you initially purchased the goods from an affiliated or unaffiliated foreign person, report data only for those transactions where you resold goods to an unaffiliated foreign person (i.e., a person who is neither your foreign affiliate nor a member of your foreign parent group). The data that are voluntarily reported by individual foreign country should be reported according to the individual foreign countries to which the goods were resold (and not the foreign countries from which the goods were purchased).
- 28. Financial services** (Report purchases on Schedule C; sales are covered on BEA Form BE-82, and should not be reported on this BE-20 form): Purchases from foreigners of financial services by U.S. firms, or domestic subsidiaries of U.S. firms, that are **not** financial services intermediaries or providers. Includes credit-related fees, fees on securities transactions, and fees for other financial services. See Schedule C for a more detailed description of the types of transactions that are covered.
- 29. Operational leasing services** (Report receipts on Schedule G and payments on Schedule B): Rentals for computer and data processing equipment; transportation equipment (such as ships, aircraft, railway cars, containers, rigs, automobile fleets, etc.) **without** crew or operators (if crew or operators are also provided, the fee is considered to be for transportation services, which are not reportable on the BE-20 but may be reportable on other BEA forms – see V. of these General Instructions); and all other machinery and equipment. This category excludes rentals under leases that have been capitalized (capital leases), and rentals of any items other than machinery and equipment. (For example, it excludes rentals of office buildings and other real estate, film rentals, and employee leasing.)
- 30. Other private services** (Report receipts on Schedule A and payments on Schedule B): Report transactions in the following types of services: Language translation services, salvage services, security services, collection services, satellite photography and remote sensing/satellite imagery services, space transport (includes satellite launches, transport of goods and people for scientific experiments, and space passenger transport), and transcription services. This category excludes transactions in services not on this list. When reporting data under this service number, also identify the specific type of service from the list above accounting for the largest share of the reported total.
- 31. Other trade-related services** (Report receipts on Schedule A and payments on Schedule B): Auction services (including online), transactions fees for business to business (B2B) exchanges conducted over the Internet, and commissions or "finders fees" to unaffiliated (independent) sales agents.
- 32. Auxiliary insurance services** (Report receipts on Schedule A and payments on Schedule B): Agent's commissions, insurance brokering and agency services, insurance consulting services, evaluation and adjustment services, actuarial services, salvage administration services, and regulatory and monitoring services on indemnities and recovery services.
- 33. Waste treatment and depollution services** (Report receipts on Schedule A and payments on Schedule B): Treatment of radioactive and other waste, stripping of contaminated soil, cleaning up of pollution including spills, restoration of mining sites, and de-contamination and sanitation services. Includes all other services that relate to the cleaning or restoring of the environment.
- 34. Agricultural services** (Report receipts on Schedule A and payments on Schedule B): Soil preparation services, crop services, veterinary and other animal services, farm labor and management services, and landscape and horticultural services.
- 35. Management of health care facilities** (Report receipts on Schedule A and payments on Schedule B): Management of hospitals, nursing homes, and other health care facilities. However, if both operating staff and management are provided, the activity generally should be reported on BEA's direct investment surveys rather than on this survey.
- 36. Mailing, reproduction, and commercial art** (Report receipts on Schedule A and payments on Schedule B): Direct mail advertising services; mailing services, such as remailing services in connection with direct mail advertising; commercial photography, art, and graphic services; address list compilation; and stenographic services.
- 37. Employment agencies and temporary help supply services** (Report receipts on Schedule A and payments on Schedule B): Employment services and provision of temporary help and personnel to perform services on a contract or fee basis. Where workers are carried on the payroll of the agency, includes amounts received or paid for the compensation of workers as well as agency fees.

SCHEDULE A — SALES OF SELECTED SERVICES TO UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER

- Section A is **required** to be completed for a given type of service or activity if your total sales to foreign persons of that service, or your total receipts from foreign persons for that activity, exceed \$1,000,000.
- Section B is **requested** to be completed for a given type of service or activity if your total sales to foreign persons of that service, or your total receipts from foreign persons for that activity, are \$1,000,000 or less.

NOTE – In determining exemption, except for transactions in rights to natural resources, the \$1,000,000 threshold should be separately applied to each of the services listed below. For transactions in rights to natural resources, the \$1,000,000 threshold should be applied to the sum of services numbered 13 and 14.

Enter the number associated with the service, instead of the complete title of the service, in the column heading on Schedule A. See VII. of the General Instructions for complete descriptions of the services covered.

It should be noted that sales of computer and data processing services are reported on Schedule D, sales of data base and other information services are reported on Schedule E, sales (and purchases) of telecommunications services are reported on Schedule F, and sales of operational leasing services are reported on Schedule G.

Service number	Service
1	Advertising services
5	Research, development, and testing services
6	Management, consulting, and public relations services
7	Accounting, auditing, and bookkeeping services
8	Legal services
9	Educational and training services
10	Industrial engineering services
11	Industrial-type maintenance, installation, alteration, and training services
12	Performing arts, sports, and other live performances, presentations, and events
13	Sale or purchase or rights to natural resources, and lease bonus payments
14	Use or lease of rights to natural resources, excluding lease bonus payments
15	Disbursements to fund news-gathering costs of broadcasters
16	Disbursements to fund news-gathering costs of print media
17	Disbursements to fund production costs of motion pictures
18	Disbursements to fund production costs of broadcast program material other than news
19	Disbursements to maintain government tourism and business promotion offices
20	Disbursements for sales promotion and representation
27	Merchandising services
30	Other private services*
31	Other trade-related services
32	Auxiliary insurance services
33	Waste treatment and depollution services
34	Agricultural services
35	Management of health care facilities
36	Mailing, reproduction and commercial art
37	Employment agencies and temporary help supply

*Other private services (service number 30) – Enter the total amount of fees you received for the sales of all the following services combined: Language translation services, salvage services, security services, collection services, satellite photography and remote sensing/satellite imagery services, space transport, and transcription services. If you are subject to the survey's mandatory reporting requirement and you reported data under this service, identify from the services listed the one that accounts for the largest share of the data reported. ↗

This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

SCHEDULE A — SALES OF SELECTED SERVICES TO UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 2001

RECEIPTS FROM	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS					
	Service number:	Service number:	Service number:	Service number:	Service number:	Service number:		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Section A - MANDATORY A1000	1	2	3	4	5	6	7	8
Complete if total sales of the given type of service exceed \$1,000,000.								
1. All countries, total → 001	1	2	3	4	5	6	7	8
2. Australia 002	1	2	3	4	5	6	7	8
3. Belgium 003	1	2	3	4	5	6	7	8
4. Brazil 004	1	2	3	4	5	6	7	8
5. Canada 005	1	2	3	4	5	6	7	8
6. France 006	1	2	3	4	5	6	7	8
7. Germany 007	1	2	3	4	5	6	7	8
8. Hong Kong 008	1	2	3	4	5	6	7	8
9. Israel 009	1	2	3	4	5	6	7	8
10. Italy 010	1	2	3	4	5	6	7	8
11. Japan 011	1	2	3	4	5	6	7	8
12. Luxembourg 012	1	2	3	4	5	6	7	8
13. Mexico 013	1	2	3	4	5	6	7	8
14. Netherlands 014	1	2	3	4	5	6	7	8
15. Philippines 015	1	2	3	4	5	6	7	8
16. Saudi Arabia 016	1	2	3	4	5	6	7	8
17. South Korea 017	1	2	3	4	5	6	7	8
18. Spain 018	1	2	3	4	5	6	7	8
19. Sweden 019	1	2	3	4	5	6	7	8
20. Switzerland 020	1	2	3	4	5	6	7	8
21. Taiwan 021	1	2	3	4	5	6	7	8
22. United Kingdom 022	1	2	3	4	5	6	7	8
23. Venezuela 023	1	2	3	4	5	6	7	8
Other — Specify (Use additional copied sheets as necessary)								
24. 024	1	2	3	4	5	6	7	8
25. 025	1	2	3	4	5	6	7	8
26. 026	1	2	3	4	5	6	7	8
27. 027	1	2	3	4	5	6	7	8
28. 028	1	2	3	4	5	6	7	8
29. 029	1	2	3	4	5	6	7	8
30. 030	1	2	3	4	5	6	7	8
31. 031	1	2	3	4	5	6	7	8
Section B - VOLUNTARY								
Complete if total sales of the given type of service are \$1,000,000 or less.								
32. All countries, total → 032	1	2	3	4	5	6	7	8
BEA USE ONLY 033	1	2	3	4	5	6	7	8

NOTE - If total (cross-border) sales of a given type of service exceed \$1,000,000, you must complete the MANDATORY section above, and line 32 must be left blank.

**SCHEDULE B - PURCHASES OF SELECTED SERVICES FROM
UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER**

- Section A is **required** to be completed for a given type of service or activity if your total purchases of that service, or outlays for that activity, exceed \$1,000,000.
- Section B is **requested** to be completed for a given type of service or activity if your total purchases of that service, or outlays for that activity, are \$1,000,000 or less.

NOTE - In determining exemption, except for transactions in rights to natural resources, the \$1,000,000 threshold should be separately applied to each of the services listed below. For transactions in rights to natural resources, the \$1,000,000 threshold should be applied to the sum of services numbered 13 and 14. For purchases of primary insurance, for which premiums paid and losses recovered are required to be reported in separate columns, both premiums paid and losses recovered (services numbered 22 and 23) must be reported if either premiums paid or losses recovered exceed \$1,000,000. If there are transactions in one of these services but not in the other, enter "N/A" in the appropriate column of this schedule, line 1 or 32.

Enter the number associated with the service, instead of the complete title of the service, in the column heading on Schedule B. See VII. of the General Instructions for complete descriptions of the services covered.

It should be noted that purchases of financial services are reported on Schedule C, and that purchases of telecommunications services are reported on Schedule G.

Service number	Service
1	Advertising services
3	Data base and other information services
5	Research, development, and testing services
6	Management, consulting, and public relations services
7	Accounting, auditing, and bookkeeping services
8	Legal services
9	Educational and training services
10	Industrial engineering services
11	Industrial-type maintenance, installation, alteration, and training services
12	Performing arts, sports, and other live performances, presentations, and events
13	Sale or purchase of rights to natural resources, and lease bonus payments
14	Use or lease of rights to natural resources, excluding lease bonus payments
15	Disbursements to fund news-gathering costs of broadcasters
16	Disbursements to fund news-gathering costs of print media
17	Disbursements to fund production costs of motion pictures
18	Disbursements to fund production costs of broadcast program material other than news
19	Disbursements to maintain government tourism and business promotion offices
20	Disbursements for sales promotion and representation
21	Disbursements to participate in foreign trade shows
22	Premiums paid on primary insurance
23	Losses recovered on primary insurance
24	Construction services
25	Engineering, architectural, and surveying services
26	Mining services
29	Operational leasing services
30	Other private services*
31	Other trade-related services
32	Auxiliary insurance services
33	Waste treatment and depollution services
34	Agricultural services
35	Management of health care facilities
36	Mailing, reproduction and commercial art
37	Employment agencies and temporary help supply

*Other private services (service number 30) - Enter the total amount of fees you received for the sales of all the following services combined: Language translation services, salvage services, security services, collection services, satellite photography and remote sensing/satellite imagery services, space transport, and transcription services. If you are subject to the survey's mandatory reporting requirement and you reported data under this service, identify from the services listed the one that accounts for the largest share of the data reported. ↗

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

SCHEDULE B — PURCHASES OF SELECTED SERVICES FROM UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 2001

REPORT IN THOUSANDS OF U.S. DOLLARS

PAYMENTS TO	BEA USE ONLY		Service number:	Service number:	Service number:	Service number:	Service number:	Service number:
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	Section A - MANDATORY B1000	1	2	3	4	5	6	7
Complete if total purchases of the given type of service exceed \$1,000,000.								
1. All countries, total →	001							
2. Australia	002	601						
3. Belgium	003	302						
4. Brazil	004	202						
5. Canada	005	100						
6. France	006	307						
7. Germany	007	308						
8. Hong Kong	008	611						
9. Israel	009	504						
10. Italy	010	314						
11. Japan	011	614						
12. Luxembourg	012	316						
13. Mexico	013	213						
14. Netherlands	014	319						
15. Philippines	015	623						
16. Saudi Arabia	016	511						
17. South Korea	017	626						
18. Spain	018	323						
19. Sweden	019	324						
20. Switzerland	020	325						
21. Taiwan	021	628						
22. United Kingdom	022	327						
23. Venezuela	023	219						
Other — Specify (Use additional copied sheets as necessary)								
24.	024							
25.	025							
26.	026							
27.	027							
28.	028							
29.	029							
30.	030							
31.	031							
Section B - VOLUNTARY								
Complete if total purchases of the given type of service are \$1,000,000 or less.								
32. All countries, total →	032	709						
BEA USE ONLY	033							

NOTE - If total (cross-border) purchases of a given type of service exceed \$1,000,000, you must complete the MANDATORY section above, and line 32 must be left blank.

**SCHEDULE C – PURCHASES OF FINANCIAL SERVICES FROM
UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER**

**BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 2001**

- Section A is **required** to be completed if your total purchases of financial services exceed \$1,000,000.
- Section B is **requested** to be completed if your total purchases of financial services are \$1,000,000 or less.

This schedule covers direct **purchases** from foreigners of financial services by U.S. firms that are **not** financial services intermediaries or providers. For example, financial services purchased directly from foreigners by a U.S. manufacturing firm are covered, but services purchased by a U.S. bank or other U.S. financial services intermediary or provider are not covered.

For a consolidated U.S. enterprise that is comprised of both financial and nonfinancial subsidiaries, this schedule pertains **only** to transactions of the subsidiaries that are not financial services intermediaries or providers. Thus, for example, an auto manufacturer that owns a finance company should complete the financial services questions only for the manufacturing part of the firm.

Although financial services intermediaries are exempt from reporting on this schedule, they must report their purchases and sales of nonfinancial services on the other BE-20 schedules, and must report their purchases and sales of financial services on BEA Form BE-82 (see V. of the General Instructions), as appropriate.

U.S. financial services intermediaries or providers that are exempt from reporting on this schedule are: Depository institutions; nondepository credit institutions; security and commodity brokers, dealers, exchanges, and services providers; investment offices, trusts, and real estate investment trusts; and holding companies of financial services intermediaries. This list is similar to Section 52, Finance and Insurance of the North American Industry Classification System, United States, 1997.

Column (3), Credit-related fees – Include fees for establishing, maintaining, or arranging credits, letters of credit, bankers acceptances, mortgages, factoring services, loan guarantees, etc., that are commonly provided by foreign banking establishments.

Include fees paid directly and fees that are withheld or deducted from your proceeds by the foreign person. For example, for factoring services, the fee may be calculated as the difference between the proceeds you received from the sale of your receivables and the face amount of the receivables sold; for arranging credits, letters of credit, etc., it may be calculated as the difference between the proceeds you received from the loan, letter of credit, etc. (after deduction of the fee) and your liability to the foreign lending establishment. Report credit-related fees in the accounting period in which they are incurred, whether or not expensed in that accounting period.

Exclude interest on your obligations, because interest is a payment for the use of loan proceeds and is not a fee for the establishment, maintenance, or arrangement of credit.

Column (4), Fees on securities transactions – Include commissions and other fees for securities transactions (including transactions in derivatives) or futures trading, such as brokerage, underwriting, private placements, etc. Fees for such services would commonly be paid to foreign investment banks and securities brokers or dealers.

Include fees that can be calculated from transactions records or other documentation issued by the investment bank or security broker or dealer. Omit, rather than attempt to estimate, these fees if they cannot be calculated, from such documentation. (For example, a dealer's markup on bond purchases and sales cannot be directly estimated from transactions records issued by a securities dealer.)

Column (5), Fees for other financial services – Include fees for asset/liability management, debt renegotiation, and other financial services. **Exclude real estate management services.** (Report such services in the BE-20 service category, "Management, consulting, and public relations services.") For entries in this column, describe the type of financial service that accounts for the largest share of the data reported. ↴

SCHEDULE C — PURCHASES OF FINANCIAL SERVICES FROM UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 2001

NOTE – Total purchases of financial services are calculated as the sum of columns (3) through (5)

PAYMENTS TO	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS		
	(1)	(2)	Credit-related fees (3)	Fees on securities transactions (4)	Fees for other financial services (5)
Section A – MANDATORY Complete if total purchases of financial services exceed \$1,000,000.					
1. All countries, total → C1001	1	2	3	4	5
2. Australia 002	1 601	2	3	4	5
3. Belgium 003	1 302	2	3	4	5
4. Brazil 004	1 202	2	3	4	5
5. Canada 005	1 100	2	3	4	5
6. France 006	1 307	2	3	4	5
7. Germany 007	1 308	2	3	4	5
8. Hong Kong 008	1 611	2	3	4	5
9. Israel 009	1 504	2	3	4	5
10. Italy 010	1 314	2	3	4	5
11. Japan 011	1 614	2	3	4	5
12. Luxembourg 012	1 316	2	3	4	5
13. Mexico 013	1 213	2	3	4	5
14. Netherlands 014	1 319	2	3	4	5
15. Philippines 015	1 623	2	3	4	5
16. Saudi Arabia 016	1 511	2	3	4	5
17. South Korea 017	1 626	2	3	4	5
18. Spain 018	1 323	2	3	4	5
19. Sweden 019	1 324	2	3	4	5
20. Switzerland 020	1 325	2	3	4	5
21. Taiwan 021	1 628	2	3	4	5
22. United Kingdom 022	1 327	2	3	4	5
23. Venezuela 023	1 219	2	3	4	5
Other — Specify (Use additional copied sheets as necessary)					
24. <input type="text"/>	1	2	3	4	5
25. <input type="text"/>	024 1	2	3	4	5
26. <input type="text"/>	025 1	2	3	4	5
27. <input type="text"/>	026 1	2	3	4	5
28. <input type="text"/>	027 1	2	3	4	5
29. <input type="text"/>	028 1	2	3	4	5
30. <input type="text"/>	029 1	2	3	4	5
31. <input type="text"/>	030 1	2	3	4	5
31. <input type="text"/>	031 1	2	3	4	5
Section B – VOLUNTARY Complete if total purchases of financial services are 1,000,000 or less.					
32. All countries, total → 032	1 709	2	3	4	5
BEA USE ONLY 033	1	2	3	4	5

NOTE – If total (cross-border) purchases of all types of financial services combined (the sum of columns 3 through 5) exceed \$1,000,000, you must complete the MANDATORY section above, and line 32 must be left blank.

**SUPPLEMENT A — OPTIONAL CHECKLIST OF SERVICES TRANSACTIONS
BETWEEN COMPANY UNIT AND UNAFFILIATED FOREIGN PERSONS**

BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 2001

This checklist is provided with the BE-20 survey for the internal use and convenience of Reporters only and is not to be returned to BEA.

The purpose of this checklist is to facilitate the determination of whether or not the "parts" or units of a given U.S. company had any of the various services transactions covered by the survey, either sales (receipts) or purchases (payments), with unaffiliated foreign persons during the respondent's fiscal year. (The term "persons" includes business enterprises, governments, individuals, and other organizations and entities.)

For companies with diverse operations, this checklist should be directed to persons in the various parts of the company who are knowledgeable about the parts' sales and purchasing activities and who can say, in their judgement, with a reasonable degree of certainty without conducting a records search, whether or not a part engaged in covered transactions. Because companies organize their operations and accounting systems in different ways, these parts of a company might variously be referred to as profit centers, business units, divisions, subsidiaries, plant sites, establishments, operating centers, etc., or some combination thereof. All parts of the domestic company must be covered, although all need not be given the checklist, since some might already be known by headquarters to have, or not have, reportable transactions.

Definitions of the various types of services are on the reverse side of this checklist. Note that in several cases - advertising; telecommunications; performing arts, etc.; merchandising; miscellaneous disbursements (services numbered 15-21); and rights to natural resources (services numbered 13 and 14) - measures other than, or in addition to, sales of services and purchases of services should be used in completing the checklist.

The guidelines listed below apply to this checklist.

- Both sales and purchases of services should relate to the company's 2001 fiscal year.
- Transactions by the U.S. operations ONLY are covered. Transactions by or with foreign branches or subsidiaries (foreign affiliates) of the U.S. company are NOT covered, NOR are transactions by or with a foreign parent company.
- In reporting purchases, include items meeting the above criteria, without regard to whether they were charged as an expense on the income statement, capitalized, or charged to inventories.
- "Foreign" means that which is situated outside the United States and its territories and possessions. Therefore, transactions with companies located in the United States that have foreign parents are NOT includable; and transactions with foreign affiliates of other U.S. companies ARE includable.
- Foreign persons are considered to be "unaffiliated" if (a) the U.S. company's ownership percentage (direct and indirect) in the foreign person is less than 10 percent or (b) the foreign person's ownership percentage (direct and indirect) in the U.S. company is less than 10 percent. (Questions as to whether a particular foreign company is affiliated or unaffiliated should be referred to the person named in the box below.)
- Reportable transactions are determined by the above criteria, without regard to WHERE the services were performed. For example, services performed abroad by a respondent are covered if the respondent's U.S. operations performed the services instead of a foreign affiliate. Similarly, purchases of services from unaffiliated foreign persons are includable without regard to WHERE such services were performed.

Name of person in company headquarters to contact concerning questions about this survey.	Area code	Number	Extension
TELEPHONE			

OPTIONAL SALES AND PURCHASES CHECKLIST - For each service listed, for both sales and purchases, mark (X) "Yes" or "No" as to whether, in your judgement, your part of the company had any transactions with unaffiliated foreign persons during the fiscal year. If the answer is "Yes," enter the estimated amount of the transactions in column (c) (SALES) or column (f) (PURCHASES).

Type of service

Type of service	SALES			PURCHASES		
	Had any transactions? Yes (a)	No (b)	Estimated amount Report in dollars (c)	Had any transactions? Yes (d)	No (e)	Estimated amount Report in dollars (f)
1. Advertising services						
2. Computer and data processing services						
3. Data base and other information services						
4. Telecommunications services						
5. Research, development, and testing services						
6. Management, consulting, and public relations services						
7. Accounting, auditing, and bookkeeping services						
8. Legal services						
9. Educational and training services						
10. Industrial engineering services						
11. Industrial-type maintenance, installation, alteration, and training services						
12. Performing arts, sports, and other live performances, presentations, and events						
13. Sale or purchase or rights to natural resources, and lease bonus payments						
14. Use or lease of rights to natural resources, excluding lease bonus payments						
15. Disbursements to fund news-gathering costs of broadcasters						
16. Disbursements to fund news-gathering costs of print media						
17. Disbursements to fund production costs of motion pictures						
18. Disbursements to fund production costs of broadcast program material other than news						
19. Disbursements to maintain government tourism and business promotion offices						
20. Disbursements for sales promotion and representation						
21. Disbursements to participate in foreign trade shows			Not reportable			
22. Premiums paid on primary insurance			Not reportable			
23. Losses recovered on primary insurance			Not reportable			
24. Construction services			Not reportable			
25. Engineering, architectural, and surveying services			Not reportable			
26. Mining services			Not reportable			
27. Merchandising services						Not reportable
28. Financial services			Not reportable			
29. Operational leasing services						
30. Other private services*						
31. Other trade-related services						
32. Auxiliary insurance services						
33. Waste treatment and depollution services						
34. Agricultural services						
35. Management of health care facilities						
36. Mailing, reproduction and commercial art						
37. Employment agencies and temporary help supply						

*Other private services (i.e., service number 30) consist of language translation services, salvage services, security services, collection services, satellite photography and remote sensing/satellite imagery services, space transport, and transcription services.

DEFINITIONS OF TYPES OF SERVICES

1. **Advertising services** – Preparation of advertising and placement of such advertising in media, including charges for media space and time. An advertising agency selling services should use **gross billings** to unaffiliated foreigners in completing the checklist.
2. **Computer and data processing services** – Data entry, processing (both batch and remote), and tabulation; computer systems analysis, design, and engineering; custom software and programming services; (including web site design); integrated hardware/software systems; and other computer services (e.g., timesharing, maintenance, web site management, and repair). **Exclude general use computer software royalties and license fees; for 1997 and the following years these transactions are to be reported on the Form BE-93, Annual Survey of Royalties, License Fees, and Other Receipts and Payments for Intangible Rights Between U.S. and Unaffiliated Foreign Persons.**
3. **Data base and other information services** – Business and economic data base services, including business news, stock quotation, and financial information services; medical, legal, technical, demographic, bibliographic, and similar data base services; general news services, such as those provided by a news syndicate; and other information services, including reservation systems and credit reporting and authorization systems.
4. **Telecommunications services** – Includes services of the following type: (1) Message telephone services; (2) private leased channel services; (3) telex, telegram, and other jointly-provided (basic) services; (4) value-added (enhanced) services; and (5) support services.
5. **Research, development, and testing services** – Commercial and noncommercial research, product development services, and testing services. Include fees for the conduct of experiments or performance of research and development activities aboard spacecraft. Excludes medical and dental laboratory services.
6. **Management, consulting, and public relations services** – Management services, except management of health care facilities; consulting services, except consulting engineering services related to actual or proposed construction or mining services projects (see service number 25) and computer consulting (see 2); and public relations services, except those that are an integral part of an advertising campaign (see 1).
7. **Accounting, auditing, and bookkeeping services** – Excludes data processing and tabulating services (see 2).
8. **Legal services** – Legal advice or other legal services.
9. **Educational and training services** – Educational or training services provided or acquired on a contract or fee basis. Excludes tuition and fees charged to individual students, as well as training done by a manufacturer in connection with the sale of a good (see 1).
10. **Industrial engineering services** – Engineering services related to the design of movable products, including product design services. Excludes services that relate to immovable products, such as those that relate to actual or proposed construction or mining services projects (see 25).
11. **Industrial-type maintenance, installation, alteration, and training services** – Maintenance services primarily to machinery and equipment. May also include small maintenance work on buildings, structures, dams, highways, etc., but only to the extent that the work is not reportable under service number 24. Would include such services as the periodic overhaul of turbines, the extinguishment of natural gas well fires, and refinery maintenance. Excludes computer maintenance (report under service number 2). Installation and training services include only installation, startup, and training services provided by a manufacturer in connection with the sale of a good. Do not include such services where the cost is included in the price of the goods and not separately billed, or is declared as a part of the price of the goods on the import or export declaration filed with the U.S. Customs Service; however, services provided at a price over and above that entered on the declaration should be included. These services would be reported elsewhere if not received in connection with the purchase of goods. For example, installation of machinery and equipment is normally considered a construction activity, and training personnel in the use of new machinery would ordinarily be reported as an educational or training service.
12. **Performing arts, sports, and other live performances, presentations, and events** – Fees received (net of allowances for foreign expenses) or paid (net of allowances for U.S. expenses) for performing arts, sports, etc. To be reported by (a) U.S. management companies, booking agents, promoters, and presenters who received funds from or paid funds to foreign persons, for performances and events, and (b) U.S. performers who received funds directly from a foreign person rather than through a U.S. management company or similar entity. (As used here, "performers" means entertainers, sports teams, orchestras, dance companies, lecturers, athletes who do not play for sports teams, and similar persons or performing groups.)
13. **Sale or purchase of rights to natural resources, and lease bonus payments** – Receipts from the sale of, or payments for the acquisition of, rights to natural resources located in the United States and abroad, and lease bonus payments. Excludes sales or purchases of rights to surface land.
14. **Use or lease of rights to natural resources, excluding lease bonus payments** – Receipts or payments for the use of rights to natural resources located in the United States and abroad, including oil or mining production royalties. Excludes lease bonus payments (reportable under 13) and sales or purchases of rights to surface land.
- 15-21. **Miscellaneous disbursements** – Disbursements or outlays to fund news-gathering costs of broadcasters and the print media; production costs of motion picture companies and companies engaged in the production of broadcast program material other than news; and costs of maintaining tourism, business promotion, and representative offices, and for participating in foreign trade shows.
22. **Primary insurance premiums (purchases only)** – Applies only to insurance purchased from foreign insurance carriers. Equals premiums paid minus cancellations. Excludes reinsurance transactions.
23. **Losses recovered on primary insurance** – Applies only to claims recovered on purchases of primary insurance.
24. **Construction services** (Report purchases on Schedule B; sales are covered on BEA Form BE-47, and should not be reported on this BE-20 form): Includes purchases of the following types of services: Services of general contractors in the fields of building and heavy construction; construction work by special trade contractors, such as the erection of structural steel for bridges and buildings and on-site electrical work. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.
25. **Engineering, architectural, and surveying services** (Report purchases on Schedule B; sales are covered on BEA Form BE-47, and should not be reported on this BE-20 form): Includes purchases of architectural, engineering, and land-surveying services. Includes those engineering services purchased in conjunction with construction and mining services projects; industrial engineering services, such as product design services, should be reported under services number 10. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.
26. **Mining services** (Report purchases on Schedule B; sales are covered on BEA Form BE-47, and should not be reported on this BE-20 form): Includes drilling wells for oil or gas field operations; exploration, including prospecting and taking ore samples; grading and building foundations at well locations; well surveying; and making geological observations. Includes services purchased in connection with proposed projects (e.g., feasibility studies) as well as projects that are actually being carried out.
27. **Merchanting services** – Sales of merchanting services are equal to the **difference** between your cost and the resale price of goods (such as crude oil, grain, and other commodities) that are both purchased and resold abroad; that is, the goods are neither imported to, nor exported from, the United States, and they do not undergo significant processing during the time between when they are purchased and resold. Without regard to whether the goods were initially purchased from an affiliated or unaffiliated foreign person, includes only transactions where the goods were resold to an unaffiliated foreign person.
28. **Financial services** – Purchases to foreigners of credit-related fees; fees on securities transactions; and fees for other financial services by U.S. firms, or domestic subsidiaries of U.S. firms, that are not financial services intermediaries or providers. For transactions in "other" financial services, specify here or on an attachment the type of service that accounts for the largest share of the data reported.
29. **Operational leasing services** – Includes rentals for computer and data processing equipment; transportation equipment (such as ships, aircraft, railway cars, containers, rigs, automobile fleets, etc.) **without** crew or operators; and all other machinery and equipment. Excludes rentals under leases that have been capitalized (capital leases), rentals of transportation equipment **with** crew, and rentals of any items other than machinery and equipment. (For example, excludes rentals of office buildings and other real estate, film rentals, and employee leasing.)
30. **Other private services** – Report transactions in the following types of services: Language translation services, salvage services, security services, collection services, satellite photography and remote sensing/satellite imagery services, space transport, and transcription services.
31. **Other trade-related services** – Auction services (including online) transaction fees for business to business (B2B) exchange conducted over the Internet, and commissions to unaffiliated sales agents.
32. **Auxiliary insurance services** – Agent's commissions, insurance brokering and agency services, insurance consulting services, evaluation and adjustment services, actuarial services, salvage administration services, and regulatory and monitoring services on indemnities and recovery services.
33. **Waste treatment and depollution services** – Treatment of radioactive and other waste, stripping of contaminated soil, cleaning up of pollution including spills, restoration of mining sites, and de-contamination and sanitation services. Includes all other services that relate to the cleaning or restoring of the environment.
34. **Agricultural services** – Soil preparation services, crop services, veterinary and other animal services, farm labor and management services, and landscape and horticultural services.
35. **Management of health care facilities** – Management of hospitals, nursing homes, and other health care facilities.
36. **Mailing, reproduction, and commercial art** – Direct mail advertising services; mailing services, such as remailing services in connection with direct mail advertising; commercial photography, art, and graphic services; address list compilation; and stenographic services.
37. **Employment agencies and temporary help supply services** – Employment services and provision of temporary help and personnel to perform services on a contract or fee basis. Where workers are carried on the payroll of the agency, includes amounts received or paid for the compensation of workers as well as agency fees.

For the convenience of the person in the copy headquarters who is preparing the consolidated BE-20 report, please complete the following.

Part or unit of company this Supplement A is for			
Name of person in the part or unit of the company to contact concerning this Supplement A		TELEPHONE	
		Area code	Number
			Extension

**SCHEDULE D — SALES AND PURCHASES OF COMPUTER AND DATA PROCESSING SERVICES
BY U.S. REPORTER****BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 2001****INSTRUCTIONS**

- Section A is **required** to be completed if your total sales (or total purchases) of computer and data processing services to unaffiliated foreign persons exceed \$1,000,000.
- Section B is **requested** to be completed if your total sales (or total purchases) of computer and data processing services to unaffiliated foreign persons are \$1,000,000 or less.

Complete this schedule if, during the reporting period, you had receipts from unaffiliated foreign persons for computer or data processing services.

Column (3), Data entry, processing, and tabulation – Include both batch and remote processing services.

Column (4), Computer systems analysis, design, engineering, and custom programming

Column (5), Integrated hardware/software systems – Include systems consisting of purchased computers and peripheral equipment that are then matched with software products or custom software in order to provide complete information systems for customers. (However, see the discussion of services bundled with goods in I.C.5 of the General Instructions.) Do not include hardware manufactured by the seller of the integrated system.

Column (6), Other computer services – Include timesharing, maintenance, repair, etc. However, report the leasing of computer and data processing equipment on Schedule G, Operational Leasing Services.

Exclude computer or data processing services incidental to the performance of other services, such as accounting, product design, mailing services, data base and other information services, etc. Such services are to be reported on other BE-20 schedules.

SCHEDULE D — SALES OF COMPUTER AND DATA PROCESSING SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED
FOREIGN PERSONS — 2001

NOTE – Total sales of computer and data processing services are calculated as the sum of columns (3) through (6).

U.S. REPORTER'S SALES TO UNAFFILIATED FOREIGN PERSONS

RECEIPTS FROM	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS			
	(1)	(2)	Data entry, processing, and tabulation	Computer systems analysis, design, engineering, and custom programming	Integrated hardware/software systems	Other computer services*
			(3)	(4)	(5)	(6)
Section A – MANDATORY Complete if total sales of computer and data processing services exceed \$1,000,000.						
1. All countries, total → D1001	1	2	3	4	5	6
2. Australia 002	1	2	3	4	5	6
3. Belgium 003	1	2	3	4	5	6
4. Brazil 004	1	2	3	4	5	6
5. Canada 005	1	2	3	4	5	6
6. France 006	1	2	3	4	5	6
7. Germany 007	1	2	3	4	5	6
8. Hong Kong 008	1	2	3	4	5	6
9. Israel 009	1	2	3	4	5	6
10. Italy 010	1	2	3	4	5	6
11. Japan 011	1	2	3	4	5	6
12. Luxembourg 012	1	2	3	4	5	6
13. Mexico 013	1	2	3	4	5	6
14. Netherlands 014	1	2	3	4	5	6
15. Philippines 015	1	2	3	4	5	6
16. Saudi Arabia 016	1	2	3	4	5	6
17. South Korea 017	1	2	3	4	5	6
18. Spain 018	1	2	3	4	5	6
19. Sweden 019	1	2	3	4	5	6
20. Switzerland 020	1	2	3	4	5	6
21. Taiwan 021	1	2	3	4	5	6
22. United Kingdom 022	1	2	3	4	5	6
23. Venezuela 023	1	2	3	4	5	6
Other — Specify (Use additional copied sheets as necessary)						
24. 024	1	2	3	4	5	6
25. 025	1	2	3	4	5	6
26. 026	1	2	3	4	5	6
27. 027	1	2	3	4	5	6
28. 028	1	2	3	4	5	6
29. 029	1	2	3	4	5	6
30. 030	1	2	3	4	5	6
31. 031	1	2	3	4	5	6
Section B – VOLUNTARY Complete if total sales of computer and data processing services are \$1,000,000 or less.						
32. All countries, total → 032	1	2	3	4	5	6
BEA USE ONLY 033	1	2	3	4	5	6

NOTE – If total (cross-border) sales of computer and data processing services exceed \$1,000,000, you must complete the MANDATORY section above, and line 32 must be left blank.

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.

SCHEDULE D — PURCHASES OF COMPUTER AND DATA PROCESSING SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED
FOREIGN PERSONS — 2001

NOTE - Total purchases of computer and data processing services are calculated as the sum of columns (3) through (6).

U.S. REPORTER'S PURCHASES FROM UNAFFILIATED FOREIGN PERSONS

PAYMENTS TO	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS			
	(1)	(2)	Data entry, processing, and tabulation	Computer systems analysis, design, engineering, and custom programming	Integrated hardware/software systems	Other computer services*
			(3)	(4)	(5)	(6)
Section A - MANDATORY Complete if total purchases of computer and data processing services exceed \$1,000,000.						
1. All countries, total → K1001	1	2	3	4	5	6
2. Australia 002	1	2	3	4	5	6
3. Belgium 003	1	2	3	4	5	6
4. Brazil 004	1	2	3	4	5	6
5. Canada 005	1	2	3	4	5	6
6. France 006	1	2	3	4	5	6
7. Germany 007	1	2	3	4	5	6
8. Hong Kong 008	1	2	3	4	5	6
9. Israel 009	1	2	3	4	5	6
10. Italy 010	1	2	3	4	5	6
11. Japan 011	1	2	3	4	5	6
12. Luxembourg 012	1	2	3	4	5	6
13. Mexico 013	1	2	3	4	5	6
14. Netherlands 014	1	2	3	4	5	6
15. Philippines 015	1	2	3	4	5	6
16. Saudi Arabia 016	1	2	3	4	5	6
17. South Korea 017	1	2	3	4	5	6
18. Spain 018	1	2	3	4	5	6
19. Sweden 019	1	2	3	4	5	6
20. Switzerland 020	1	2	3	4	5	6
21. Taiwan 021	1	2	3	4	5	6
22. United Kingdom 022	1	2	3	4	5	6
23. Venezuela 023	1	2	3	4	5	6
Other - Specify (Use additional copied sheets as necessary)						
24. 024	1	2	3	4	5	6
25. 025	1	2	3	4	5	6
26. 026	1	2	3	4	5	6
27. 027	1	2	3	4	5	6
28. 028	1	2	3	4	5	6
29. 029	1	2	3	4	5	6
30. 030	1	2	3	4	5	6
31. 031	1	2	3	4	5	6
Section B - VOLUNTARY Complete if total purchases of computer and data processing services are \$1,000,000 or less.						
32. All countries, total → 032	1	2	3	4	5	6
BEA USE ONLY 033	1	2	3	4	5	6

NOTE - If total (cross-border) purchases of computer and data processing services exceed \$1,000,000, you must complete the MANDATORY section above, and line 32 must be left blank.

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.

SCHEDULE E — SALES OF DATA BASE AND OTHER INFORMATION SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 2001**INSTRUCTIONS**

- Section A is **required** to be completed if your total sales of data base and other information services to unaffiliated foreign persons exceed \$1,000,000.
- Section B is **requested** to be completed if your total sales of data base and other information services to unaffiliated foreign persons are \$1,000,000 or less.

Report on this schedule receipts from unaffiliated foreign persons for data base or other information services, including receipts for access to your on-line data bases.

Providers of Internet backbone services should report their transactions on Schedule F as telecommunications services, rather than on this schedule as information services, because they provide communications services that allow users access to other persons' data bases, and do not maintain a data base, or provide information services, themselves.

Column (3), Business and economic data base services – General business and economic data base services, including business news services, stock quotation services, and financial information services.

Column (4), Medical, legal, technical, demographic, bibliographic, and similar data base services

Column (5), General news services – News services, such as those provided by a news syndicate. May include general business news but excludes news services that are primarily of a business nature, which should be reported in column (3).

Column (6), Other information services – Includes: **(a)** airline, hotel, automobile rental, and other reservation systems; credit reporting and authorization systems; **(b)** direct non-bulk subscription (including online); and **(c)** other information services. For airline reservation systems, include booking fees from each foreign carrier for the use of your reservation system, whether a foreign carrier directly accessed it or accessed it only through a U.S. or foreign travel or booking agent.

Report only the charge for the use of the data base or information service itself, and only where a separate, explicit charge is made for such use. In instances where the charge for use of the data base is not explicit, but is subsumed in the charge for some other service, such as fees for economic forecasting services, do not report the charge on this schedule. If, however, the other service is covered by another schedule, the charges should be included on that schedule.

SCHEDULE E — SALES OF DATA BASE AND OTHER INFORMATION SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED
FOREIGN PERSONS — 2001

NOTE - Total sales of data base and other information services are calculated as the sum of columns (3) through (6).

U.S. REPORTER'S SALES TO UNAFFILIATED FOREIGN PERSONS

RECEIPTS FROM		BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS			
		(1)	(2)	Business and economic data base services (3)	Medical, legal, technical, demographic, bibliographic, and similar data base services (4)	General news services (5)	Other information services* (6)
Section A - MANDATORY Complete if total sales of data base and other information services exceed \$1,000,000.							
1. All countries, total →	E1001	1	2	3	4	5	6
2. Australia	002	1	2	3	4	5	6
3. Belgium	003	1	2	3	4	5	6
4. Brazil	004	1	2	3	4	5	6
5. Canada	005	1	2	3	4	5	6
6. France	006	1	2	3	4	5	6
7. Germany	007	1	2	3	4	5	6
8. Hong Kong	008	1	2	3	4	5	6
9. Israel	009	1	2	3	4	5	6
10. Italy	010	1	2	3	4	5	6
11. Japan	011	1	2	3	4	5	6
12. Luxembourg	012	1	2	3	4	5	6
13. Mexico	013	1	2	3	4	5	6
14. Netherlands	014	1	2	3	4	5	6
15. Philippines	015	1	2	3	4	5	6
16. Saudi Arabia	016	1	2	3	4	5	6
17. South Korea	017	1	2	3	4	5	6
18. Spain	018	1	2	3	4	5	6
19. Sweden	019	1	2	3	4	5	6
20. Switzerland	020	1	2	3	4	5	6
21. Taiwan	021	1	2	3	4	5	6
22. United Kingdom	022	1	2	3	4	5	6
23. Venezuela	023	1	2	3	4	5	6
Other — Specify (Use additional copied sheets as necessary)		1	2	3	4	5	6
24.	024						
25.	025	1	2	3	4	5	6
26.	026	1	2	3	4	5	6
27.	027	1	2	3	4	5	6
28.	028	1	2	3	4	5	6
29.	029	1	2	3	4	5	6
30.	030	1	2	3	4	5	6
31.	031	1	2	3	4	5	6
Section B - VOLUNTARY Complete if total sales of data base and other information services are \$1,000,000 or less.							
32. All countries, total →	032	1	2	3	4	5	6
BEA USE ONLY	033	1	2	3	4	5	6

NOTE - If total (cross-border) sales of data base and other information services exceed \$1,000,000, you must complete the MANDATORY section above, and line 32 must be left blank.

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.

**SCHEDULE F — RECEIPTS AND PAYMENTS FOR TELECOMMUNICATIONS SERVICES
BY U.S. REPORTER****BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 2001****INSTRUCTIONS**

- Section A of Part I (or Part II) is **required** to be completed if your total sales (or total purchases) of telecommunications services to (or from) unaffiliated foreign persons exceed \$1,000,000.
- Section B of Part I (or Part II) is **requested** to be completed if your total sales (or total purchases) of telecommunications services to (or from) unaffiliated foreign persons are \$1,000,000 or less.

Column (3), Message telephone services and Column (5), Telex, telegram, and other jointly provided (basic) services – In Part I of this schedule, report receipts from foreign persons (including communications companies; postal, telephone, and telegraph agencies [PTT's]; users of wireless communication services; etc.) for your share of revenues for transmitting messages (including voice, data, video, images, etc.) originating abroad to or through U.S. destinations, or between foreign points. In Part II, report payouts to foreign persons for transmitting messages originating in, or routed through, the United States to foreign destinations. Report receipts and payments separately. (For example, for messages originating in a Caribbean country routed through the United States to Western Europe, report separately your receipts from the Caribbean country where the messages originated in Part I, and payouts to the country of destination in Part II.) Column (5) includes telex and telegram services, packet switched services when not offered in connection with enhanced services, and other regulated services of the type generally reportable to the FCC on Report 43.61 as facilities based or facilities resale services. If services above and beyond message transport services are provided, report your transactions in Column (6) of Part I or Part II, as appropriate, instead of in column (3) or (5).

Column (4), Private leased channel services – In Part I, report receipts from foreign persons for circuits and channels terminating in the United States and for circuits and channels between foreign points. In Part II, report payouts to foreign persons (communications companies and PTT's) for leased channels and circuits terminating in foreign countries.

Column (6), Value-added (enhanced) services – Telecommunications services that add value or function above and beyond the telecommunications transport services that deliver the value-added services to end users. They can include (a) electronic mail, voice mail, and code and protocol processing, and management and operation of data networks; (b) facsimile services and videoconferencing; (c) Internet connections (online access service including Internet Backbone, router services and broadband access services); (d) Satellite broadcasting business communication and paging services provided by satellite connections; (e) telephony, interactive voice response, virtual private networking, remote access service, and voice over IP; and (f) other value-added (enhanced) services. (Facsimile services and video-conferencing should be considered as value-added only if the company provides the facilities and equipment; a company that provides solely the telecommunications transmission for these services should report receipts and payouts under column (3) or (4).)

Column (7), Support services – Services related to the maintenance and repair of telecommunications equipment; ground station services (where the ground station is not an "affiliate"); capacity leasing for transiting.

NOTES – For each column, include the value of reciprocal exchanges; i.e., transactions involving barter. In Part I, value your sales to the foreign participant in the reciprocal exchange at market rates, not at the actual cost of performing the services. In Part II, value your purchases from the foreign participant at the same amounts as the sales reported in Part I of this schedule.

Receipts or payments by communications carriers to secure capacity by indefeasible rights of users (IRU's) are not to be reported on this schedule; they are to be reported on separate Form BE-93.

Report columns (3), (4), and (5) on a settlements basis.

SCHEDULE F — RECEIPTS AND PAYMENTS FOR TELECOMMUNICATIONS SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED
FOREIGN PERSONS — 2001

NOTE – Total sales of telecommunications services are calculated as the sum of columns (3) through (7) of Part I.

PART I U.S. REPORTER'S RECEIPTS FROM, OR SALES TO, UNAFFILIATED FOREIGN PERSONS

RECEIPTS FROM	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS					
	(1)	(2)	Message telephone services	Private leased channel services	Telex, telegram, and other jointly-provided (basic) services	Value added (enhanced) services*	Support services*	
			(3)	(4)	(5)	(6)	(7)	
Section A – MANDATORY Complete if total sales of telecommunications services exceed \$1,000,000.								
1. All countries, total → F1001	1	2	3	4	5	6	7	
2. Australia 002	1 601	2	3	4	5	6	7	
3. Belgium 003	1 302	2	3	4	5	6	7	
4. Brazil 004	1 202	2	3	4	5	6	7	
5. Canada 005	1 100	2	3	4	5	6	7	
6. France 006	1 307	2	3	4	5	6	7	
7. Germany 007	1 308	2	3	4	5	6	7	
8. Hong Kong 008	1 611	2	3	4	5	6	7	
9. Israel 009	1 504	2	3	4	5	6	7	
10. Italy 010	1 314	2	3	4	5	6	7	
11. Japan 011	1 614	2	3	4	5	6	7	
12. Luxembourg 012	1 316	2	3	4	5	6	7	
13. Mexico 013	1 213	2	3	4	5	6	7	
14. Netherlands 014	1 319	2	3	4	5	6	7	
15. Philippines 015	1 623	2	3	4	5	6	7	
16. Saudi Arabia 016	1 511	2	3	4	5	6	7	
17. South Korea 017	1 626	2	3	4	5	6	7	
18. Spain 018	1 323	2	3	4	5	6	7	
19. Sweden 019	1 324	2	3	4	5	6	7	
20. Switzerland 020	1 325	2	3	4	5	6	7	
21. Taiwan 021	1 628	2	3	4	5	6	7	
22. United Kingdom 022	1 327	2	3	4	5	6	7	
23. Venezuela 023	1 219	2	3	4	5	6	7	
Other – Specify (Use additional copied sheets as necessary)								
24.	024	1	2	3	4	5	6	7
25.	025	1	2	3	4	5	6	7
26.	026	1	2	3	4	5	6	7
27.	027	1	2	3	4	5	6	7
28.	028	1	2	3	4	5	6	7
29.	029	1	2	3	4	5	6	7
30.	030	1	2	3	4	5	6	7
31.	031	1	2	3	4	5	6	7
Section B – VOLUNTARY Complete if total sales of telecommunications services are \$1,000,000 or less.								
32. All countries, total → 032	1 709	2	3	4	5	6	7	
BEA USE ONLY 033	1	2	3	4	5	6	7	

NOTE – If total (cross-border) receipts for telecommunications services exceed \$1,000,000, you must complete the MANDATORY section above, and line 32 must be left blank.

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in these columns.

**SCHEDULE F — RECEIPTS AND PAYMENTS FOR TELECOMMUNICATIONS SERVICES
BY U.S. REPORTER — Continued**
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED
FOREIGN PERSONS — 2001

NOTE – Total purchases of telecommunications services are calculated as the sum of columns (3) through (7) of Part II.

PART II U.S. REPORTER'S PAYOUTS TO, OR PURCHASES FROM, UNAFFILIATED FOREIGN PERSONS

PAYMENTS TO	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS				
	(1)	(2)	Message telephone services (3)	Private leased channel services (4)	Telex, telegram, and other jointly-provided (basic) services (5)	Value added (enhanced) services* (6)	Support services* (7)
Section A - MANDATORY Complete if total purchases of telecommunications services exceed \$1,000,000.							
1. All countries, total → H1001	1	2	3	4	5	6	7
2. Australia 002	1	2	3	4	5	6	7
3. Belgium 003	1	2	3	4	5	6	7
4. Brazil 004	1	2	3	4	5	6	7
5. Canada 005	1	2	3	4	5	6	7
6. France 006	1	2	3	4	5	6	7
7. Germany 007	1	2	3	4	5	6	7
8. Hong Kong 008	1	2	3	4	5	6	7
9. Israel 009	1	2	3	4	5	6	7
10. Italy 010	1	2	3	4	5	6	7
11. Japan 011	1	2	3	4	5	6	7
12. Luxembourg 012	1	2	3	4	5	6	7
13. Mexico 013	1	2	3	4	5	6	7
14. Netherlands 014	1	2	3	4	5	6	7
15. Philippines 015	1	2	3	4	5	6	7
16. Saudi Arabia 016	1	2	3	4	5	6	7
17. South Korea 017	1	2	3	4	5	6	7
18. Spain 018	1	2	3	4	5	6	7
19. Sweden 019	1	2	3	4	5	6	7
20. Switzerland 020	1	2	3	4	5	6	7
21. Taiwan 021	1	2	3	4	5	6	7
22. United Kingdom 022	1	2	3	4	5	6	7
23. Venezuela 023	1	2	3	4	5	6	7
Other — Specify (Use additional copied sheets as necessary)	1	2	3	4	5	6	7
24. 024	1	2	3	4	5	6	7
25. 025	1	2	3	4	5	6	7
26. 026	1	2	3	4	5	6	7
27. 027	1	2	3	4	5	6	7
28. 028	1	2	3	4	5	6	7
29. 029	1	2	3	4	5	6	7
30. 030	1	2	3	4	5	6	7
31. 031	1	2	3	4	5	6	7
Section B - VOLUNTARY Complete if total purchases of telecommunications services are \$1,000,000 or less.							
32. All countries, total → 032	1	2	3	4	5	6	7
BEA USE ONLY 033	1	2	3	4	5	6	7

NOTE – If total (cross-border) payments for telecommunications services exceed \$1,000,000, you must complete the MANDATORY section above, and line 32 must be left blank.

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in these columns.

SCHEDULE G — SALES OF OPERATIONAL LEASING SERVICES BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES
TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 2001

INSTRUCTIONS

- Section A is **required** to be completed if your total sales of operational leasing services exceed \$1,000,000.
- Section B is **requested** to be completed if your total sales of operational leasing services are \$1,000,000 or less.

This schedule covers the U.S. Reporter's receipts as a lessor of machinery or equipment under the terms of operational leases; that is, it excludes receipts for rentals under leases that have been capitalized. Disaggregate as follows, based upon the type of machinery or equipment being leased:

Column (3), Rentals of computer and data processing equipment – Report receipts for the rental of computer hardware, or for the rental of hardware and peripheral equipment matched with software products or custom software to provide a complete information system for customers. Exclude sales of timesharing (see Schedule D, Sales of Computer and Data Processing Services). (However, see the discussion of bundling of services in I.C.5 of the General Instructions.)

Column (4), Rentals of transportation equipment (without crew) – Report receipts from rentals of transportation equipment (such as ships, aircraft, railway cars, containers, rigs, automobile fleets, etc.) **without** crew or operators. (If both the transportation equipment and operators are provided, then the fee is considered to be for transportation services, which are not subject to reporting on this survey but may be reportable on other BEA forms – see V. of the General Instructions.)

Column (5), Rentals of other machinery and equipment – Report receipts from rentals of types of machinery or equipment other than those reported in columns (3) and (4), such as furniture, coin-operated machines, construction equipment (without operators), oil field equipment (without operators), and electronic equipment except computers. (Rental of construction or oil field equipment **with** operators is covered on BEA Form BE-47.) Do not report rentals of items other than machinery or equipment. For example, do not report rentals of office buildings and other real estate, film rentals, and employee leasing. For entries in this column, identify the type of machinery or equipment that accounts for the largest share of the data reported. ↗

SCHEDULE G — SALES OF OPERATIONAL LEASING SERVICES TO UNAFFILIATED FOREIGN PERSONS BY U.S. REPORTER
BE-20, BENCHMARK SURVEY OF SELECTED SERVICES TRANSACTIONS WITH UNAFFILIATED FOREIGN PERSONS — 2001

RECEIPTS FROM	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS		
	(1)	(2)	Rentals of computer and data processing equipment	Rentals of transportation equipment (without crew)	Rentals of other machinery and equipment
			(3)	(4)	(5)
Section A - MANDATORY					
Complete if total sales of operational leasing services exceed \$1,000,000.					
1. All countries, total → G1001	1	2	3	4	5
2. Australia 002	1	2	3	4	5
3. Belgium 003	1	2	3	4	5
4. Brazil 004	1	2	3	4	5
5. Canada 005	1	2	3	4	5
6. France 006	1	2	3	4	5
7. Germany 007	1	2	3	4	5
8. Hong Kong 008	1	2	3	4	5
9. Israel 009	1	2	3	4	5
10. Italy 010	1	2	3	4	5
11. Japan 011	1	2	3	4	5
12. Luxembourg 012	1	2	3	4	5
13. Mexico 013	1	2	3	4	5
14. Netherlands 014	1	2	3	4	5
15. Philippines 015	1	2	3	4	5
16. Saudi Arabia 016	1	2	3	4	5
17. South Korea 017	1	2	3	4	5
18. Spain 018	1	2	3	4	5
19. Sweden 019	1	2	3	4	5
20. Switzerland 020	1	2	3	4	5
21. Taiwan 021	1	2	3	4	5
22. United Kingdom 022	1	2	3	4	5
23. Venezuela 023	1	2	3	4	5
Other — Specify (Use additional copied sheets as necessary)					
24. 024	1	2	3	4	5
25. 025	1	2	3	4	5
26. 026	1	2	3	4	5
27. 027	1	2	3	4	5
28. 028	1	2	3	4	5
29. 029	1	2	3	4	5
30. 030	1	2	3	4	5
31. 031	1	2	3	4	5
Section B - VOLUNTARY					
Complete if total sales of operational leasing services are \$1,000,000 or less.					
32. All countries, total → 032	1	2	3	4	5
BEA USE ONLY 033	1	2	3	4	5

NOTE - If total (cross-border) sales of all types of operational leasing services combined (the sum of columns 3 through 5) exceed \$1,000,000, you must complete the MANDATORY section above, and line 32 must be left blank.

*Indicate on a separate sheet, referenced to this category, the nature of any services reported in this column.