

The filing of reports for this survey is **MANDATORY** under Section 5(b)(2) of the International Investment and Trade in Services Survey Act, Pub. Law No. 472, 94th Congress, 90 Stat. 20259, 22 U.S.C. 3101 through 3108, as amended by Pub. Law 98-573 (hereinafter "the Act"). All replies will be held confidential under Section 5(c) of the Act, and will be used only for analytical and statistical purposes.

This survey has been approved by the Office of Management and Budget under the Paperwork Reduction Act, 44 U.S.C. 3501, et seq.

Name and address of reporting company

FORM BE-47 (REV. 2-86) U.S. DEPARTMENT OF COMMERCE BUREAU OF ECONOMIC ANALYSIS

FOREIGN CONTRACT OPERATIONS OF U.S. CONSTRUCTION, ENGINEERING, ARCHITECTURAL, AND RELATED CONSULTING AND TECHNICAL SERVICES FIRMS

MANDATORY—CONFIDENTIAL ANNUAL REPORT

Annual report for year ending

RETURN TO: U.S. Department of Commerce
Bureau of Economic Analysis, (BE-58)
Washington, D.C. 20230

SEE INSTRUCTIONS ON REVERSE SIDE

BEA USE ONLY		Brief Description of Project	Thousands of Dollars			
Cols 1-8	Use a separate line for each contract or for each group of related contracts in each country		Examples	Net amount of funds remaining in the United States, or to United States account	Gross Operating Revenues	Merchandise Exports
Cols 9-13	(A)	(B)	(C)	(D)	(E)	(F)
	Foreign Country (Please use a separate line for each entry)	Design and construction of petroleum refinery, Supervision of highway construction, Design of port facilities, General engineering and consulting survey, Economic and resource survey, General management and training, etc.				

Joint venture supplementary information
 Own Share Consolidated report No data available, sponsor will report
 Please list other joint venture participants (Identify sponsor)

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT Enter name and address	TELEPHONE NUMBER		
	Area code	Number	Extension

CERTIFICATION The undersigned official executing this certification on behalf of the respondent company hereby certifies that the information contained in this report is correct and complete to the best of his or her knowledge and belief.

Authorized official's signature	Title	Date
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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).

RESPONDENTS—U.S. construction, engineering, architectural, and related consulting and technical services firms that provide services on a contract or other basis to unaffiliated foreign persons must report. Examples of services include, but are not limited to, general contracting and construction; procurement; construction supervision; general engineering, architecture, and design; management engineering and consulting; seismographic, geological, and other physical studies; oil well drilling; petroleum and mining exploration and construction; hydroelectric and other power consulting and construction; and related consulting and technical services.

This form is not applicable to firms who are performing the above services on their own account, rather than under contract — e.g., oil companies carrying out petroleum exploration and oil well drilling operations abroad on their own account.

DUE DATE: A report must be filed within 90 days after the end of the calendar or fiscal year. For assistance, call (202)523-0989/0993, 9 a.m.-5 p.m.

EXEMPTION—Any U.S. person otherwise required to report is exempted from reporting if gross operating revenue (column D) is less than \$1,000,000.

UNAFFILIATED FOREIGN PERSON DEFINED—any enterprise, incorporated outside the U.S., in which you hold less than 10% of the capital or voting stock, directly or indirectly, or an equivalent interest in an unincorporated foreign enterprise; also, any foreign enterprise which owns less than 10% of the capital or voting stock of your company or equivalent interest in an unincorporated enterprise.

U.S. PERSON DEFINED—Any person, including corporations, unincorporated business organizations, partnerships, individuals, trusts and estates, under the jurisdiction of the United States and ordinarily residing in the United States, including United States territories and possessions.

FOREIGN CONTRACTS DEFINED — For purposes of this report, services contracts carried out by respondent and defined as "foreign" are to be reported if they fall into any of the following categories:

1. A contract entered into with an unaffiliated foreign person or government, regardless of whether the actual services are performed in the U.S. or abroad. International organizations, whether or not domiciled in the U.S., are considered to be foreigners.

Include contracts with foreign governments or corporations even when financed by private U.S. sources, by means of U.S. Government agency grants or loans (e.g., Agency for International Development, Export-Import Bank), or by international organizations, (e.g., United Nations, World Bank, etc.)

2. A contract entered into directly with any U.S. Government civilian agency, as follows:

(a) If the contract project is located or is to be located in a foreign country or

(b) If the project is part of an aid or technical cooperation program of the U.S. with foreign entities regardless of whether located in the U.S. or abroad. Do not include contracts with the Department of Defense or any of its agencies such as the Army Corps of Engineers or Air Force. Include contracts with the Panama Canal Commission.

Examples: — Contracts with the Agency for International Development for research and training on behalf of foreigners that may be wholly or partly carried out in the U.S.; with the Panama Canal Commission for construction and technical services.

GENERAL INSTRUCTIONS AND DEFINITIONS

3. A contract entered into with a United States individual or corporation if the project is located or is to be located in a foreign country. This is intended to include contracts in connection with U.S. branch or subsidiary investments in plants and installations abroad.

4. Retainer-fee type contracts of a continuing nature where no definite contract termination is stipulated, if classifiable as "foreign" in accordance with definitions above.

DO NOT REPORT THE FOLLOWING TYPES OF CONTRACTS

(1) A contract entered into directly with the U.S. Department of Defense or any of its agencies, except the Panama Canal Commission.

(2) A subcontract entered into directly with another U.S. contracting or engineering firm which is acting as prime contractor on a foreign project and filing a separate return on this form. (In this case, the payments received by you from the U.S. prime contractor would duplicate the payments received and reported by the prime contractor as reimbursement for his U.S. subcontract costs.)

(3) Contracts to perform design and engineering services in connection with the manufacture of equipment and machinery for foreign export where the specific cost of these services is a component part of the price of these goods as declared on the Shippers Export Declaration filed with the Bureau of the Customs. However, contracts to provide technical services at a price over and above that entered on the export declarations should be included in this report.

(4) Contracts for use of patents, industrial processes, etc., under licensing-fee and royalty arrangements. Report these on form BE-93, available from this office ((202) 523-0989).

HOW TO FILE — For the purpose of this report, the reporting company should consider its home office and its foreign project (job-site) offices and "temporary" branches as a single U.S. entity, and the data submitted should be on a consolidated basis. In the case of permanently established branches or subsidiaries operating abroad, the reporting company, as parent, should then report its intercompany transactions with these affiliates on a separate form BE-577, which should be

requested from this Bureau. These are mandatory reports. For copies, call (202) 523-0661.

Joint ventures — Please use a separate title when reporting a joint venture contract and identify as such, supplying related supplementary information as a footnote in the space provided at the bottom of the form.

To avoid duplication or omission, each participant should report only its own share in a joint venture operation whenever possible. If not possible, each co-participant should then simply identify the project by Foreign Country and Description (Cols. (A) and (B)) and indicate the identity of the sponsor firm from which a consolidated joint venture report may be expected. The sponsor firm which is preparing the consolidated report should identify the co-participants covered in that report.

FOREIGN COUNTRIES—Include all areas outside mainland United States, Alaska, Hawaii, and U.S. territories and possessions.

NO DATA—If you have no data to report for the period requested, or if you feel the form is not applicable to your type of foreign operations, please explain in writing so that we may avoid unnecessary follow-ups.

SPECIFIC INSTRUCTIONS FOR COLUMNS C-F

Report in columns C-F data for transactions which occurred during the reporting period. Report amounts in thousands of dollars. For example, \$1,000,000.00 should be reported as \$1,000.

Column C, Net Receipts — The amounts in column C will be derived by subtracting the amounts in columns E and F from the amounts in column D.

Column D, Gross Operating Revenues — Report earnings (accrual basis) or receipts (cash basis) during the reporting period or amounts withdrawn from operating or revolving funds whether these amounts represent present, prior, or subsequent period activities. Exclude discounts, allowances, and returns.

This section of the form is designed to record receipts, i.e., the value of services provided and/or construction completed, during the reporting period. Do not report the value of new contracts, since some contracts may extend over several years.

Column E, Exports — Report the value of merchandise exports included in the contract operations reported in column D. Exports should include the value of equipment, supplies, materials, etc. exported from the United States, and should equal the amounts reported on Shippers Export Declarations filed with the Bureau of Customs plus the cost of transporting the goods to foreign destinations.

Column F, Foreign Disbursements — Include salaries and wages transmitted or disbursed abroad, expenses or outlays for services (including purchases from foreign subcontractors), material, and equipment purchased abroad, and other expenses, e.g., local taxes and fees for permits. (Do not include purchases of material and equipment for import into the United States.)

FORM BE-47 (REV. 8/96)

U.S. DEPARTMENT OF COMMERCE BUREAU OF ECONOMIC ANALYSIS

MANDATORY — CONFIDENTIAL

ANNUAL SURVEY OF CONSTRUCTION, ENGINEERING, ARCHITECTURAL, AND MINING SERVICES PROVIDED BY U.S. FIRMS TO UNAFFILIATED FOREIGN PERSONS

ASSISTANCE - Telephone (202) 606-5588 during office hours - 8:00 a.m. to 4:00 p.m. eastern time.

DUE DATE - A completed Form BE-47 shall be due March 31 of the year after the U.S. Reporter's fiscal year covered by the report.

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 M100 1441 L Street, NW Washington, DC 20005

BEA USE ONLY Control number

1. Name and address of U.S. Reporter - Enter or correct as necessary.

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

5. Primary Employer Identification Number (EIN) used by the U.S. Reporter to file U.S. income or payroll taxes

3. Annual report for fiscal year ending 1001 Month Day Year

4. Industry classification - Enter 3-digit code from the summary of industry classifications. 1002 1

1003

Table with columns: Country, BEA use only, Service code, Description of project, Gross value of new contracts received, Gross operating revenues (sales), Merchandise exports, Foreign expenses or disbursements, Own share, Consolidated report, Data to be reported by co-participant. Includes a large red watermark: '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.'

BEA USE ONLY 007 1 2 3 4

EXEMPTION CLAIM -

The U.S. Reporter is not reporting data on 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.
3 [] Had no transactions with unaffiliated foreign persons in services covered by the survey.
4 [] Had transactions with unaffiliated foreign persons but gross value of new contracts received and gross operating revenues were both less than \$1,000,000 for all foreign projects combined.

Name, Address, City, State, ZIP Code

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 V.G. of the 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

INSTRUCTIONS

Public reporting burden for this BE-47 report is estimated to average 5 hours per response. This burden includes 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 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 0608-0015, Washington, DC 20503.

Purpose – Reports on this form are required in order to obtain reliable and up-to-date information on U.S. sales to unaffiliated foreign persons of construction, engineering, architectural, and mining services. The information will be used to formulate U.S. policy, and to analyze the impact of that policy and the policies of foreign countries, on international trade in such services. The data will also be used in compiling the U.S. balance of payments accounts.

Authority – The filing of reports for this survey is authorized by Section 3103 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 98-573 and P.L. 101-533 (hereinafter "the Act"). 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.

Penalties – Filing of reports on this form is mandatory. 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 violation, upon conviction, may be punished by a like fine, imprisonment, or both (See 22 U.S.C. 3105.). 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 control number is not displayed on the form; such a number (0608-0015) is displayed on this form.

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

I. WHO IS TO REPORT AND GENERAL COVERAGE

- A.1.** Form BE-47 must be filed by each U.S. person (other than U.S. Government agencies) providing the following types of services on a contract, fee, or similar basis to unaffiliated foreign persons: the services of general contractors in the fields of building construction 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; services of a professional nature in the fields of engineering, architecture, and land surveying; and mining services in the development and operation of mineral properties, including oil and gas field services.
- 2.** In terms of the BEA service codes, which are to be used to categorize the data in this report, and the Standard Industrial Classification (SIC) system, this group of services includes:

Service Code No.	Title	1987 SIC-equivalent code
150	Building construction – General contractors and operative builders	15
	Construction other than building construction – General contractors	16
	Construction – Special trade contractors	17
108	Metal mining services	108
124	Coal mining services	124
138	Oil and gas field services	138
148	Nonmetallic minerals services, except fuels	148
8711	Engineering services	Part of 8711
8712	Architectural services	8712
8713	Surveying services	8713

B. Exemption – Any U.S. person otherwise required to report is exempted from reporting if, for all countries and all projects combined, the gross value of new contracts received and gross operating revenues (columns (4) and (5) are both less than \$1,000,000. If either the gross value of new contracts received or gross operating revenues is \$1,000,000 or more, then a report is required.

C. A project is considered foreign if it is located abroad, is undertaken for an international organization, whether located in the United States or abroad, or is undertaken for a foreign embassy or consulate in the United States. (See special treatment of projects for international organizations under **What to Report**, below.)

D. In the case of work carried out on foreign projects through foreign project (job site) offices and "temporary" foreign branches, the activities of such entities should be considered part of the U.S. business enterprise filing this report and the data reported on this form should cover the consolidated activities. Where work on foreign projects is carried out through permanently established branches or subsidiaries operating abroad (i.e., through foreign affiliates), the reporting company, as parent, should report its intercompany transactions with these affiliates on a separate Form BE-577. The parent must also file a separate Form BE-11 to report financial and operating data for these affiliates. The BE-577 and BE-11 are mandatory reports; copies may be requested from this Bureau at (202) 606-5566. Data for, or on transactions with, foreign affiliates should **not** be included on this Form BE-47.

Although the definitions of direct investment and foreign affiliate should be sufficient to determine whether a given 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.

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.

E. Do not complete this form if the sole relationship you have with a foreign project is services performed in connection with the manufacture of equipment and machinery for export abroad, where the specific cost of these services is part of the price of the goods declared on the Shippers Export Declaration filed with the U.S. Customs Service. However, a contract to provide technical services at a price over and above that entered on the export declaration should be included on this form.

F. Joint ventures – Use a separate line to report each joint venture contract and identify as such by marking one of columns (8)–(10). To avoid duplication or omission, each participant should, if possible, report data in columns (4) through (7) only for its **own share** in a joint venture operation, and should mark column (8). If this is not possible, each co-participant not reporting the data should identify the project by foreign country and description (columns (1) and (3)), mark column (10), and then give, on a separate sheet, referenced to the country and project, the name of the co-participant who is filing the consolidated joint venture report. The co-participant filing the consolidated report should give the consolidated data in columns (4) through (7), and should mark column (9).

II. WHAT TO REPORT

- A.** Report information on services carried out or performed for unaffiliated foreign persons, whether the service you provide is carried out or performed in the United States or abroad.
- B.** Report retainer-fee type contracts of a continuing nature where no definite contract termination is stipulated, if the contract is with an unaffiliated foreign person.
- C.** Report information on all projects for unaffiliated foreign persons, whether financed by private U.S. or foreign sources, U.S. Government grants or loans (e.g., from the Agency for International Development or Export-Import Bank), foreign governments, or by international organizations.
- D.** Report information on foreign projects that are for U.S. Government nonmilitary agencies, or that are part of an aid or technical cooperation program of the U.S. Government with foreign persons. An example of the former is construction of a U.S. embassy building in a foreign country; an example of the latter is services provided in the United States or abroad to the Agency for International Development in connection with foreign projects that it is financing.
- E.** Report projects for international organizations. According to balance of payments conventions, all international organizations are considered unaffiliated foreign persons and, therefore, all projects for them are considered foreign, even if the organization is domiciled, or the project is located, in the United States. Therefore, a project in the United States undertaken for an international organization should be reported as a foreign project. For example, the construction of an office building in Washington, DC for the International Monetary Fund should be reported as a foreign project undertaken for an unaffiliated foreign person and "international organization - United States" should be entered in column (1).
- F.** Report projects undertaken in the United States for a foreign embassy or consulate in the United States.
- G.** Report contracts entered into with a U.S. person if the project is located, or is to be located, in a foreign country. This is intended to include contracts entered into with a U.S. parent company in connection with that company's plants and installations abroad.

III. WHAT NOT TO REPORT

- A.** Do **not** report services provided to the U.S. Department of Defense or any of its agencies, such as the Corps of Engineers. For example, do not report receipts for services on projects managed or supervised by the Corps of Engineers and on projects arranged through the Foreign Military Sales program of the Department of Defense.
- B.** Do **not** report services performed abroad for your own account, rather than under contract to others, e.g., oil companies performing petroleum and gas exploration services for their own account should not report those activities on this form.
- C.** Do **not** report amounts received from unaffiliated foreign persons pursuant to licensing-fee and royalty arrangements for the use of patents, industrial processes, etc. Report these on Form BE-93.
- D.** Do **not** report receipts for services provided to U.S. offices or facilities of foreign airliners and vessel operators. These are reported by those persons in other BEA surveys.
- E.** Do **not** report industrial engineering services that are associated with the design of movable products; such services should be reported on Form BE-20 or BE-22. Report on this form only those engineering services that are associated with a foreign construction or mining services project.
- F.** Do **not** report a subcontract entered into directly with another U.S. contracting or engineering firm which is acting as prime contractor on a foreign project and filing a separate return on this form. (In this case, the payments received by you from the U.S. prime contractor would duplicate the payments received and reported by the prime contractor as reimbursement for his U.S. subcontract costs.)

IV. DEFINITIONS

- A. U.S. Reporter** is the U.S. person filing a report in this survey. If the U.S. person is an incorporated business enterprise, the U.S. Reporter is the fully consolidated U.S. domestic enterprise consisting of the U.S. corporation which is not owned to the extent of more than 50 percent of its voting stock by another U.S. corporation, and all other U.S. corporations (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.

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

C. 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.

D. 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.

E. 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 D above.)

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

G. 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.

H. 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.

I. 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.

J. 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.

K. 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 J above.

L. Fiscal year is the financial reporting year that has an ending date in a given calendar year. For example, fiscal year 19X1 is the U.S. Reporter's financial reporting year that has an ending date in calendar year 19X1. For a person that does not have a financial reporting year, or does not have a financial reporting year ending in a given calendar year, its fiscal year is deemed to be the same as the calendar year.

M. Country means, for purposes of this survey, the country of location of the project carried out or performed for foreign persons.

V. REPORTING PROCEDURES

- A. Reporting period** – Form BE-47 is an annual report; one report is to be filed for each fiscal year of the U.S. Reporter. The Reporter's fiscal year is its financial reporting year that has an ending date in a given calendar year. (See **Definitions**, IV.L.)
- B. Due date** – Reports are due March 31 of the year after the U.S. Reporter's fiscal year covered by the report.
- C. 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.
- D. For assistance or additional copies of the forms** – Phone (202) 606-5588 between 8:00 a.m. and 4:00 p.m. eastern time.
- E. Response required** – If you received this form directly from BEA, a response is required, by either reporting data or completing the Exemption Claim, and by completing the "Person to Consult" and "Certification" sections of the form and returning the form to BEA.
- F. Rounding** – Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000). For example, if the amount is \$1,334,515.00, report it as \$1,335.
- G. 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.
- H. Original and file** – A single original copy of the form 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 for three years to facilitate resolution of problems.

VI. SPECIFIC ITEM OR COLUMN INSTRUCTIONS

Item 2 – State the major activity and product or service in which your firm is involved. For example, "Construction – General contractor."

Item 3 – Enter ending date for your fiscal year.

Item 4, Industry classification of the U.S. Reporter – Enter the 3-digit ISI code, from the **Guide to Industry and Foreign Trade Classifications for International Surveys** which best covers the activity of your company. For an incorporated entity, this should be the industry code for the fully consolidated U.S. domestic enterprise (see **Definitions**, IV.A.), and not just the part or subsidiary supplying the service.

Column (1), Country – Enter the country of location of foreign projects. If a project is being performed in the United States, enter the location of the purchaser of services (i.e., either an individual foreign country, or "international organization – United States" – see II.E. of these instructions). Use a separate line for each contract (project) or for each group of related contracts in each country.

Column (2), Service code – Enter the service code from I.A.2., on page 1 of the instructions, which most accurately describes the service you are providing on this project.

Column (3), Description of project – Enter a brief written description of the project for which you are providing a service. Examples are: Construction of dam (or refinery, office building, etc.), enlargement of port facilities, and repair of chemical plant.

Column (4), Gross value of new contracts received – Enter the gross amount expected to be received over the life of each contract awarded to the U.S. Reporter during the year covered by the report. Include both the amount, if any, that is entered in gross operating revenues (column (5)) for the reporting period covered by this report (i.e., amounts accrued in the year the contract was awarded) and funds that will enter gross operating revenues in future periods, as the contract is fulfilled.

Column (5), Gross operating revenues – Report revenues (sales) as recorded on your books for the value of services provided and/or construction completed during the reporting period.

Column (6), Merchandise exports – Report the value of merchandise exports from the United States during the reporting period that were made in connection with the project. Exports should include the value of equipment, supplies, materials, etc., and should equal the amounts reported on the Shippers Export Declarations filed with the U.S. Bureau of Customs plus the cost of transporting the goods to foreign destinations.

Column (7), Foreign expenses or disbursements – Include salaries and wages transmitted or disbursed abroad; expenses or outlays for services (including purchases from foreign subcontractors), material, and equipment purchased abroad; and other foreign expenses (e.g., local taxes and fees for permits). (Do not include purchases of material and equipment for import into the United States.)

Columns (8) through (10) – See I.F. on page 1 of the instructions. In particular, note that if column (10) is marked, you must give on a separate sheet of paper the name of the co-participant who is filing the joint venture report.

**MANDATORY
CONFIDENTIAL**
**ANNUAL SURVEY OF
CONSTRUCTION, ENGINEERING,
ARCHITECTURAL AND MINING
SERVICES PROVIDED BY U.S.
FIRMS TO UNAFFILIATED
FOREIGN PERSONS — 1998**

1. Name and 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

Due date – Your report is due March 31, 1999.
Assistance – Telephone (202) 606-5588 during office
hours – 8:00 a.m. to 4:30 p.m. eastern time.

EXEMPTION CLAIM – See paragraph I.B. of General Instructions

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, report data for the fully consolidated domestic enterprise. If this 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.)

C Had no transactions with unaffiliated foreign persons in services covered by the survey.

D Had transactions with unaffiliated foreign persons but the gross value of new contracts received and gross operating revenues were both less than \$1,000,000 for all foreign projects combined.

2. Annual report for fiscal year ending _____

	Month	Day	Year
11001	1		1 9 9 8

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

11003	1		-						
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4. Major activity of the U.S. Reporter and product or service involved in that activity _____

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

Name _____

Address _____

FAX NUMBER	Area code	Number	
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 V.G. 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 _____

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

SCHEDULE A - U.S. REPORTER'S SALES OF CONSTRUCTION SERVICES TO UNAFFILIATED FOREIGN PERSONS

Combine all projects for a given country in one line. See General Instructions, I.F and I.G

Country	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS					If any of the activity reported for a given country involves participation with a domestic (U.S.) joint venture partner(s), please mark (X) below.* (7)	
	(1)	(2)	(3)	(4)	(5)	(6)			
1. Total, lines 2-33, this page	A1	1	2	3	4	5	6	7	
001									
2. Argentina	002	1	200	2	3	4	5	6	7
3. Canada	003	1	100	2	3	4	5	6	7
4. China	004	1	650	2	3	4	5	6	7
5. France	005	1	307	2	3	4	5	6	7
6. Hong Kong	006	1	611	2	3	4	5	6	7
7. India	007	1	612	2	3	4	5	6	7
8. Indonesia	008	1	613	2	3	4	5	6	7
9. Japan	009	1	614	2	3	4	5	6	7
10. Korea, South	010	1	626	2	3	4	5	6	7
11. Malaysia	011	1	617	2	3	4	5	6	7
12. Mexico	012	1	213	2	3	4	5	6	7
13. Philippines	013	1	623	2	3	4	5	6	7
14. Saudi Arabia	014	1	511	2	3	4	5	6	7
15. Taiwan	015	1	628	2	3	4	5	6	7
16. Thailand	016	1	629	2	3	4	5	6	7
17. United Kingdom	017	1	327	2	3	4	5	6	7
18. Venezuela	018	1	219	2	3	4	5	6	7
Other countries <i>Specify (Use additional copied sheets as necessary)</i>									
19.	019	1		2	3	4	5	6	7
20.	020	1		2	3	4	5	6	7
21.	021	1		2	3	4	5	6	7
22.	022	1		2	3	4	5	6	7
23.	023	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
32.	032	1		2	3	4	5	6	7
33. U.S. Government nonmilitary agencies - See Instruction II.E.	033	1		2	3	4	5	6	7
			709						

* If column 7 is checked, please enter below, or on a separate sheet of paper, the name(s) and address(es) of domestic U.S. joint venture partner(s). If you participate in more than one joint venture covered by this schedule, please include, along with your list of joint venture partners, the name and country of location of each joint venture.

this is not a BP transaction (e.g. State dept pays U.S. firm) but we include it in accounts to wash out reporting by non mil agencies such as State Department who would include this in their reports as a payment abroad. So collect it then have Robert gave it to me so that we can remove it from Kelly's Nonmil. Note that in 98 it was so small (less than \$1 million) that we can ignore

SCHEDULE B – U.S. REPORTER’S SALES OF ENGINEERING, ARCHITECTURAL, AND SURVEYING SERVICES TO UNAFFILIATED FOREIGN PERSONS

Combine all projects for a given country in one line. See General Instructions, I.F and I.G

Country		BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS					
		(1)	(2)	Gross value of new contracts received (3)	Gross operating revenues (sales) (4)	Merchandise exports (5)	Foreign expenses or disbursements (6)	If any of the activity reported for a given country involves participation with a domestic (U.S.) joint venture partner(s), please mark (X) below. (7)	
1. Total, lines 2-32, this page	B1	1	2	3	4	5	6		
001									
2. Argentina	002	1	200	2	3	4	5	6	7
3. Canada	003	1	100	2	3	4	5	6	7
4. China	004	1	650	2	3	4	5	6	7
5. France	005	1	307	2	3	4	5	6	7
6. Hong Kong	006	1	611	2	3	4	5	6	7
7. India	007	1	612	2	3	4	5	6	7
8. Indonesia	008	1	613	2	3	4	5	6	7
9. Japan	009	1	614	2	3	4	5	6	7
10. Korea, South	010	1	626	2	3	4	5	6	7
11. Malaysia	011	1	617	2	3	4	5	6	7
12. Mexico	012	1	213	2	3	4	5	6	7
13. Philippines	013	1	623	2	3	4	5	6	7
14. Saudi Arabia	014	1	511	2	3	4	5	6	7
15. Taiwan	015	1	628	2	3	4	5	6	7
16. Thailand	016	1	629	2	3	4	5	6	7
17. United Kingdom	017	1	327	2	3	4	5	6	7
18. Venezuela	018	1	219	2	3	4	5	6	7
Other countries - Specify (Use additional copied sheets as necessary)									
19.	019	1		2	3	4	5	6	7
20.	020	1		2	3	4	5	6	7
21.	021	1		2	3	4	5	6	7
22.	022	1		2	3	4	5	6	7
23.	023	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
32.	032	1		2	3	4	5	6	7

* If column 7 is checked, please enter below, or on a separate sheet of paper, the name(s) and address(es) of domestic U.S. joint venture partner(s). If you participate in more than one joint venture covered by this schedule, please include, along with your list of joint venture partners, the name and country of location of each joint venture.

SCHEDULE C – U.S. REPORTER’S SALES OF METAL MINING, COAL MINING, OIL AND GAS SERVICES, AND NONMETALLIC MINERALS SERVICES, EXCEPT FUEL, TO UNAFFILIATED FOREIGN PERSONS

Combine all projects for a given country in one line. See General Instructions, I.F and I.G

Country		REPORT IN THOUSANDS OF U.S. DOLLARS							
		BEA USE ONLY		Gross value of new contracts received	Gross operating revenues (sales)	Merchandise exports	Foreign expenses or disbursements	If any of the activity reported for a given country involves participation with a domestic (U.S.) joint venture partner(s), please mark (X) below.*	
		(1)	(2)						(3)
1. Total, lines 2-32, this page →	C1 001	1	2	3	4	5	6		
2. Argentina	002	1	200	2	3	4	5	6	7
3. Canada	003	1	100	2	3	4	5	6	7
4. China	004	1	650	2	3	4	5	6	7
5. France	005	1	307	2	3	4	5	6	7
6. Hong Kong	006	1	611	2	3	4	5	6	7
7. India	007	1	612	2	3	4	5	6	7
8. Indonesia	008	1	613	2	3	4	5	6	7
9. Japan	009	1	614	2	3	4	5	6	7
10. Korea, South	010	1	626	2	3	4	5	6	7
11. Malaysia	011	1	617	2	3	4	5	6	7
12. Mexico	012	1	213	2	3	4	5	6	7
13. Philippines	013	1	623	2	3	4	5	6	7
14. Saudi Arabia	014	1	511	2	3	4	5	6	7
15. Taiwan	015	1	628	2	3	4	5	6	7
16. Thailand	016	1	629	2	3	4	5	6	7
17. United Kingdom	017	1	327	2	3	4	5	6	7
18. Venezuela	018	1	219	2	3	4	5	6	7
Other countries – Specify (Use additional copied sheets as necessary)									
19.	019	1		2	3	4	5	6	7
20.	020	1		2	3	4	5	6	7
21.	021	1		2	3	4	5	6	7
22.	022	1		2	3	4	5	6	7
23.	023	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
32.	032	1		2	3	4	5	6	7

* If column 7 is checked, please enter below, or on a separate sheet of paper, the name(s) and address(es) of domestic U.S. joint venture partner(s). If you participate in more than one joint venture covered by this schedule, please include, along with your list of joint venture partners, the name and country of location of each joint venture.

GENERAL INSTRUCTIONS

Public reporting burden for this BE-47 report is estimated to average 4.5 hours per response. This burden includes 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 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 0608-0015, Washington, DC 20503.

Purpose – Reports on this form are required in order to obtain reliable and up-to-date information on U.S. sales to unaffiliated foreign persons of construction, engineering, architectural, and mining services. The information will be used to 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, input-output, and national income and product accounts.

Authority – This survey is being conducted under the authority of the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101-3108, as amended - hereinafter "the Act"), and the filing of reports is mandatory under Section 5(b)(2) of the Act (22 U.S.C. 3104). Regulations for the survey may be found in 15 CFR, Part 801.

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 participated in such violations, upon conviction, may be punished by a like fine, imprisonment, or both. (See 22 U.S.C. 3105). 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 (0608-0015) is displayed on this form.

Confidentiality – The Act provides that your report to this Bureau is CONFIDENTIAL and may be used only for analytical or statistical purposes. Without your prior written permission, the information filed in your report CANNOT be presented in a manner that allows it to be individually identified. Your report CANNOT be used for purposes of taxation, investigation, or regulation. Copies retained in your files are immune from legal process.

I. WHO IS TO REPORT AND GENERAL COVERAGE

- A.** Form BE-47 must be filed by each U.S. person (other than U.S. Government agencies) providing the following types of services on a contract, fee, or similar basis to unaffiliated foreign persons: the services of general contractors in the fields of building construction 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; services of a professional nature in the fields of engineering, architecture, and land surveying; and mining services in the development and operation of mineral properties, including oil and gas field services.
- B. Exemption** – Any U.S. person otherwise required to report is exempted from reporting if, for all countries and all schedules combined, the gross value of new contracts received and gross operating revenues (columns (3) and (4)) are both less than \$1,000,000. If **either** the gross value of new contracts received or gross operating revenues is \$1,000,000 or more, then a report is required.

A U.S. person that receives this form from BEA but is not required to report data for any schedule must nonetheless complete the "Person to Consult", "Certification" section, and the Exemption Claim on page 1 of the form.

- C.** A project is considered foreign if it is located abroad, is undertaken for an international organization, whether located in the United States or abroad, or is undertaken for a foreign embassy or consulate in the United States. (See II.F. below for special treatment of projects for international organizations.)
- D.** In the case of work carried out on foreign projects through foreign project (job site) offices and "temporary" foreign branches, the activities of such entities should be considered part of the U.S. business enterprise filing this report and the data reported on this form should cover the consolidated activities. Where work on foreign projects is carried out through branches or subsidiaries operating abroad (i.e., through foreign affiliates), the reporting company, as parent, should report its intercompany transactions with these affiliates, not on this Form BE-47, but on a separate Form BE-577. The parent must also file a separate Form BE-11 to report financial and operating data for these affiliates. The BE-577 and BE-11 are mandatory reports; copies may be requested from this Bureau at (202) 606-5566.

Although the definitions of direct investment and foreign affiliate in IV. below should be sufficient to determine whether a given 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 incorrectly classified, please call for assistance.

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 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.

- E.** Do not complete this form if the sole relationship you have with a foreign project is services performed in connection with the manufacture of equipment and machinery for export abroad, where the specific cost of these services is part of the price of the goods declared on the Shippers Export Declaration filed with the U.S. Customs Service. However, a contract to provide technical services at a price over and above that entered on the export declaration should be included on this form.

I. WHO IS TO REPORT AND GENERAL COVERAGE – Continued

F. Reporting for more than one project in a country –

A U.S. person may participate in more than one project in a given country. The U.S. person may be the sole U.S. participant in the projects, or may participate in some, or all, of the projects with one or more U.S. joint venture partner(s).

If you participate in more than one project in a given country, **COMBINE** the amounts for **ALL** projects in that country in columns (3) through (6) of Schedule A, B, or C.

Also, see I.G., below, "Joint ventures."

- G. Joint ventures** – If any of the projects reported in columns (3) through (6) of Schedule A, B, or C for a given country involve participation with a domestic (U.S.) joint venture partner(s), check column (7), and enter the name(s) and address(es) of the partner(s) below each schedule, or on a separate sheet of paper. To avoid duplication or omission, report amounts representing **ONLY** your share of the joint venture in columns (3) through (6) of Schedules A, B, or C.

II. WHAT TO REPORT

- A.** Report information on services you carried out or performed for unaffiliated foreign persons, whether the services you provide were performed in the United States or abroad.
- B.** Report retainer-fee type contracts of a continuing nature where no definite contract termination is stipulated, if the contract is with an unaffiliated foreign person.
- C.** Report information on all projects for unaffiliated foreign persons, whether financed by private U.S. or foreign sources, U.S. Government grants or loans (e.g., from the Agency for International Development or Export-Import Bank), foreign governments, or international organizations.
- D.** Report information on foreign projects that are part of an aid or technical corporation program of the U.S. Government for the benefit of foreign persons, such as services provided in the United States or abroad to the Agency for International Development in connection with foreign projects that it is financing.
- E.** Special Instructions for reporting foreign projects for the benefit of U.S. Government nonmilitary agencies:

Report on line **33** of Schedule A **all** projects that are for U.S. Government nonmilitary agencies, such as the construction or renovation of U.S. embassies and consulates abroad. Do **not** report these projects by individual country.

- F.** Report projects undertaken for international organizations. According to balance of payments conventions, all international organizations are considered unaffiliated foreign persons and, therefore, all projects for them are considered foreign, even if the organization is domiciled, or the project is located, in the United States. Therefore, a project in the United States undertaken for an international organization should be reported as a foreign project. For example, the construction of an office building in Washington, DC for the International Monetary Fund should be reported as a foreign project undertaken for an unaffiliated foreign person and "International Organizations – United States" should be entered in the column headed "country".

- G.** Report projects undertaken in the United States for a foreign government, such as the construction of an embassy or consulate.

- H.** Report contracts entered into with a U.S. person if the project is located, or is to be located, in a foreign country. This is intended to include contracts entered into with a U.S. parent company in connection with that company's plants and installations abroad.

III. WHAT NOT TO REPORT

- A.** Do **not** report services you provided to the U.S. Department of Defense or any of its agencies, such as the Corps of Engineers, or under any DOD foreign assistance programs, such as the Foreign Military Sales program or foreign grant programs. For example, do **not** report receipts for services on projects managed or supervised by the Corps of Engineers and on projects arranged through the Foreign Military Sales program or under foreign grant programs of the Department of Defense.
- B.** Do **not** report services you performed abroad for your own account, rather than under contract to others, e.g., oil companies performing petroleum and gas exploration services for their own account should **not** report those activities on this form.
- C.** Do **not** report amounts you received from unaffiliated foreign persons pursuant to licensing-fee and royalty arrangements for the use of patents, industrial processes, etc. Report these on Form BE-93.
- D.** Do **not** report industrial engineering services that are associated with the design of movable products; such services should be reported on Form BE-20 or BE-22 (Benchmark or Annual Survey of Selected Services Transactions with Unaffiliated Foreign Persons). Report on this BE-47 form only those engineering services that are associated with a foreign construction or mining services project.
- E.** Do **not** report a subcontract entered into directly with another U.S. contracting or engineering firm which is acting as prime contractor on a foreign project and filing a separate consolidated return on this form. (In this case, the payments received by you from the U.S. prime contractor would duplicate the payments received and reported by the prime contractor as reimbursement for its U.S. subcontract costs.)

IV. DEFINITIONS

- A. U.S. Reporter** is the U.S. person filing a report in this survey. If the U.S. person is an incorporated business enterprise, the U.S. Reporter is the fully consolidated U.S. domestic enterprise consisting of the U.S. corporation which is not owned to the extent of more than 50 percent of its voting stock by another U.S. corporation, and all other U.S. corporations (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.
- B. United States**, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all the territories and possessions of the United States.
- C. 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.

IV. DEFINITIONS – Continued

D. 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.

E. 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 D above.)

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

G. 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.

H. 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.

I. 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.

J. 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.

K. 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 J above.

L. Fiscal year is the financial reporting year that has an ending date in calendar year 1998.

M. Country means, for purposes of this survey, the country of location of projects carried out for foreign persons.

Exceptions: 1. See II.F. above for reporting projects for international organizations domiciled in the United States. 2. When reporting projects undertaken in the United States for a foreign embassy or consulate, country means the foreign country for which the embassy or consulate is being constructed.

V. REPORTING PROCEDURES

A. Due date – Your report is due March 31, 1999.

B. Fiscal reporting period – This report covers fiscal year 1998, which is your most recent fiscal year that ended on or before December 31, 1998. If your most recent fiscal year ended after December 31, 1998, please call for assistance.

C. 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 if it is received at least 15 days before the due date. BEA will provide a written response to such a request.

D. For assistance or additional copies of the forms – Phone (202) 606-5588 between 8:00 a.m. and 4:30 p.m. eastern time.

E. Response required – If you received this form directly from BEA, a response is required, by either reporting data or completing the Exemption Claim, and by completing the "Person to Consult" and "Certification" sections of the form and returning the form to BEA.

F. Rounding – Report currency amounts in U.S. dollars rounded to thousands (omitting 000). For example, if the amount is \$1,334,515.00, report \$1,335.

G. Estimates – If actual figures are not available, report estimates and label them as such. When data items cannot be fully subdivided as required, report totals and an estimated breakdown of the totals.

H. Original and file copies – File a single original copy of the form with BEA. Please use the copy with the address label if such a labeled copy has been provided. In addition, retain a copy of the report in your files for three years to facilitate resolution of problems.

I. Where to send the 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 reports filed by direct private express delivery to:

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

VI. SPECIFIC SCHEDULE AND COLUMN INSTRUCTIONS

Note: The descriptions below are based on the new North American Industry Classification System (NAICS). In previous versions of this form, the descriptions were based on the U.S. Standard Industrial Classification system, which NAICS has replaced.

SCHEDULE A

Construction

Examples of construction activities covered by Schedule A are:

- Industrial buildings
- Residential buildings
- Land development and subdivision
- Bridges and tunnels
- Highways and streets
- Power and communication transmission lines
- Water mains, sewers, and pipelines
- Demolition or wrecking of buildings and other structures
- Dismantling of machinery
- Excavating
- Shoring and underpinning
- Anchored earth retention activities
- Foundation drilling
- Grading for buildings
- Clearing of building sites

SCHEDULE B

Architectural, engineering, and surveying services

Examples of services covered by Schedule B are:

- Architectural services **including** planning and designing residential, institutional, commercial, or industrial buildings and structures
- Building inspection services
- Drafting services
- Engineering services, **excluding** designing and developing machines, materials, instruments, structures, processes, and systems
- Landscape architectural services **including** planning and designing the development of land areas for projects such as parks, schools, and highways
- Surveying and mapping services

- Notes:**
1. Report receipts for projects involving both the design and the construction of buildings, highways, or other structures on Schedule A as Construction services.
 2. Report receipts for managing Construction projects on Schedule A as Construction services.

SCHEDULE C

Support activities for mining operations, including oil and gas

Examples of services covered by Schedule C are:

- Drilling wells for oil or gas field operations
- Exploration, **including** prospecting and taking ore samples
- Grading and building foundations at well locations
- Well surveying
- Making geological observations

Note: Report receipts for performing geophysical surveying services on Schedule B as Surveying services.

Country – Enter the country of location of foreign projects. If a project is being performed in the United States, enter the location of the purchaser of services (i.e., either an individual foreign country, or "International organization – United States" – see II.F. above). Report **all** projects for the benefit of U.S. Government nonmilitary agencies on line 33 of Schedule A.

Column (3), Gross value of new contracts received – Report the gross amount expected to be received over the life of each contract awarded to the U.S. Reporter during the year covered by the report. Include both the amount, if any, that is entered in gross operating revenues (column (5)) for the reporting period covered by this report (i.e., amounts accrued in the year the contract was awarded) and funds that will enter gross operating revenues in future periods, as the contract is fulfilled.

Column (4), Gross operating revenues – Report revenues (sales) as recorded on your books for the value of services provided and/or construction completed during the reporting period.

Column (5), Merchandise exports – Report the value of merchandise exports from the United States during the reporting period that were made in connection with projects. Exports should include the value of equipment, supplies, materials, etc., and should equal the amounts reported on the Shippers Export Declarations filed with the U.S. Bureau of Customs plus the cost of transporting the goods to foreign destinations.

Column (6), Foreign expenses or disbursements – Report salaries and wages transmitted or disbursed abroad; expenses or outlays for services (including purchases from foreign subcontractors), material, and equipment purchased abroad; and other foreign expenses (e.g., local taxes and fees for permits). (Do not report purchases of material and equipment for import into the United States.)

Column (7) – See I.G. above for reporting projects that involve participation with a domestic (U.S.) joint venture partner(s).

FORM **BE-47** U.S. DEPARTMENT OF COMMERCE
(10-12-2000) BUREAU OF ECONOMIC ANALYSIS

BEA USE ONLY Control number

MANDATORY CONFIDENTIAL
ANNUAL SURVEY OF CONSTRUCTION, ENGINEERING, ARCHITECTURAL AND MINING SERVICES PROVIDED BY U.S. FIRMS TO UNAFFILIATED FOREIGN PERSONS — 2000

1. Name and 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

Due date - Your report is due March 31, 2001.
Assistance - Telephone (202) 606-5588 during office hours - 8:30 a.m. to 5:00 p.m. eastern time.

EXEMPTION CLAIM - See paragraph I.B. of General Instructions

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.

<i>Specify parent corporation</i>		
Name		
Address — Number and street		
City	State	ZIP Code

(If the U.S. Reporter is a corporation, report data for the fully consolidated domestic enterprise. If this 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.)

C Had no transactions with unaffiliated foreign persons in services covered by the survey.

D Had transactions with unaffiliated foreign persons but the gross value of new contracts received and gross operating revenues were both less than \$1,000,000 for all foreign projects combined.

2. Annual report for fiscal year ending _____

	Month	Day	Year
11001	1		2 0 0 0

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

11003	1	-							
-------	---	---	--	--	--	--	--	--	--

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

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

Name _____

Address _____

FAX NUMBER	Area code	Number	
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 V.G. 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 _____

SCHEDULE A - U.S. REPORTER'S SALES OF CONSTRUCTION SERVICES TO UNAFFILIATED FOREIGN PERSONS

Combine all projects for a given country in one line. See *General Instructions, I.F and I.G*

Country	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS				
	(1)	(2)	Gross value of new contracts received (3)	Gross operating revenues (sales) (4)	Merchandise exports (5)	Foreign expenses or disbursements (6)	If any of the activity reported for a given country involves participation with a domestic (U.S.) joint venture partner(s), please mark (X) below.* (7)
1. Total, lines 2-33, this page →	A1	1 2	3	4	5	6	
001							
2. Argentina	002	1 200 2	3	4	5	6	7
3. Canada	003	1 100 2	3	4	5	6	7
4. China	004	1 650 2	3	4	5	6	7
5. France	005	1 307 2	3	4	5	6	7
6. Hong Kong	006	1 611 2	3	4	5	6	7
7. India	007	1 612 2	3	4	5	6	7
8. Indonesia	008	1 613 2	3	4	5	6	7
9. Japan	009	1 614 2	3	4	5	6	7
10. Korea, South	010	1 626 2	3	4	5	6	7
11. Malaysia	011	1 617 2	3	4	5	6	7
12. Mexico	012	1 213 2	3	4	5	6	7
13. Philippines	013	1 623 2	3	4	5	6	7
14. Saudi Arabia	014	1 511 2	3	4	5	6	7
15. Taiwan	015	1 628 2	3	4	5	6	7
16. Thailand	016	1 629 2	3	4	5	6	7
17. United Kingdom	017	1 327 2	3	4	5	6	7
18. Venezuela	018	1 219 2	3	4	5	6	7
Other countries — Specify (Use additional copied sheets as necessary)							
19.	019	1 2	3	4	5	6	7
20.	020	1 2	3	4	5	6	7
21.	021	1 2	3	4	5	6	7
22.	022	1 2	3	4	5	6	7
23.	023	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
32.	032	1 2	3	4	5	6	7
33. U.S. Government nonmilitary agencies — See Instruction II.E.	033	1 2 709	3	4	5	6	7

* If column 7 is checked, please enter below, or on a separate sheet of paper, the name(s) and address(es) of domestic U.S. joint venture partner(s). If you participate in more than one joint venture covered by this schedule, please include, along with your list of joint venture partners, the name and country of location of each joint venture.

SCHEDULE B - U.S. REPORTER'S SALES OF ENGINEERING, ARCHITECTURAL, AND SURVEYING SERVICES TO UNAFFILIATED FOREIGN PERSONS

Combine all projects for a given country in one line. See *General Instructions, I.F and I.G*

Country	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS				
	(1)	(2)	Gross value of new contracts received (3)	Gross operating revenues (sales) (4)	Merchandise exports (5)	Foreign expenses or disbursements (6)	If any of the activity reported for a given country involves participation with a domestic (U.S.) joint venture partner(s), please mark (X) below.* (7)
	1. Total, lines 2-32, this page →	B1 001	1 2	3	4	5	6
2. Argentina	002	1 200 2	3	4	5	6	7
3. Canada	003	1 100 2	3	4	5	6	7
4. China	004	1 650 2	3	4	5	6	7
5. France	005	1 307 2	3	4	5	6	7
6. Hong Kong	006	1 611 2	3	4	5	6	7
7. India	007	1 612 2	3	4	5	6	7
8. Indonesia	008	1 613 2	3	4	5	6	7
9. Japan	009	1 614 2	3	4	5	6	7
10. Korea, South	010	1 626 2	3	4	5	6	7
11. Malaysia	011	1 617 2	3	4	5	6	7
12. Mexico	012	1 213 2	3	4	5	6	7
13. Philippines	013	1 623 2	3	4	5	6	7
14. Saudi Arabia	014	1 511 2	3	4	5	6	7
15. Taiwan	015	1 628 2	3	4	5	6	7
16. Thailand	016	1 629 2	3	4	5	6	7
17. United Kingdom	017	1 327 2	3	4	5	6	7
18. Venezuela	018	1 219 2	3	4	5	6	7
Other countries — Specify (Use additional copied sheets as necessary)							
19.	019	1 2	3	4	5	6	7
20.	020	1 2	3	4	5	6	7
21.	021	1 2	3	4	5	6	7
22.	022	1 2	3	4	5	6	7
23.	023	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
32.	032	1 2	3	4	5	6	7

* If column 7 is checked, please enter below, or on a separate sheet of paper, the name(s) and address(es) of domestic U.S. joint venture partner(s). If you participate in more than one joint venture covered by this schedule, please include, along with your list of joint venture partners, the name and country of location of each joint venture.

SCHEDULE C - U.S. REPORTER'S SALES OF METAL MINING, COAL MINING, OIL AND GAS SERVICES, AND NONMETALLIC MINERALS SERVICES, EXCEPT FUEL, TO UNAFFILIATED FOREIGN PERSONS

Combine all projects for a given country in one line. See *General Instructions, I.F and I.G*

Country	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS						
	(1)	(2)	Gross value of new contracts received (3)	Gross operating revenues (sales) (4)	Merchandise exports (5)	Foreign expenses or disbursements (6)	If any of the activity reported for a given country involves participation with a domestic (U.S.) joint venture partner(s), please mark (X) below.* (7)		
1. Total, lines 2-32, this page →	C1	1	2	3	4	5	6		
001									
2. Argentina	002	1	200	2	3	4	5	6	7
3. Canada	003	1	100	2	3	4	5	6	7
4. China	004	1	650	2	3	4	5	6	7
5. France	005	1	307	2	3	4	5	6	7
6. Hong Kong	006	1	611	2	3	4	5	6	7
7. India	007	1	612	2	3	4	5	6	7
8. Indonesia	008	1	613	2	3	4	5	6	7
9. Japan	009	1	614	2	3	4	5	6	7
10. Korea, South	010	1	626	2	3	4	5	6	7
11. Malaysia	011	1	617	2	3	4	5	6	7
12. Mexico	012	1	213	2	3	4	5	6	7
13. Philippines	013	1	623	2	3	4	5	6	7
14. Saudi Arabia	014	1	511	2	3	4	5	6	7
15. Taiwan	015	1	628	2	3	4	5	6	7
16. Thailand	016	1	629	2	3	4	5	6	7
17. United Kingdom	017	1	327	2	3	4	5	6	7
18. Venezuela	018	1	219	2	3	4	5	6	7
Other countries - Specify (Use additional copied sheets as necessary)									
19.	019	1		2	3	4	5	6	7
20.	020	1		2	3	4	5	6	7
21.	021	1		2	3	4	5	6	7
22.	022	1		2	3	4	5	6	7
23.	023	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
32.	032	1		2	3	4	5	6	7

* If column 7 is checked, please enter below, or on a separate sheet of paper, the name(s) and address(es) of domestic U.S. joint venture partner(s). If you participate in more than one joint venture covered by this schedule, please include, along with your list of joint venture partners, the name and country of location of each joint venture.

GENERAL INSTRUCTIONS

Public reporting burden for this BE-47 report is estimated to average 4.5 hours per response. This burden includes 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 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 0608-0015, Washington, DC 20503.

Purpose – Reports on this form are required in order to obtain reliable and up-to-date information on U.S. sales to unaffiliated foreign persons of construction, engineering, architectural, and mining services. The information will be used to 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, input-output, and national income and product accounts.

Authority – This survey is being conducted under the authority of the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101-3108, as amended - hereinafter "the Act"), and the filing of reports is mandatory under Section 5(b)(2) of the Act (22 U.S.C. 3104). Regulations for the survey may be found in 15 CFR, Part 801.

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 participated in such violations, upon conviction, may be punished by a like fine, imprisonment, or both. (See 22 U.S.C. 3105). 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 (0608-0015) is displayed on this form.

Confidentiality – The Act provides that your report to this Bureau is CONFIDENTIAL and may be used only for analytical or statistical purposes. Without your prior written permission, the information filed in your report CANNOT be presented in a manner that allows it to be individually identified. Your report CANNOT be used for purposes of taxation, investigation, or regulation. Copies retained in your files are immune from legal process.

I. WHO IS TO REPORT AND GENERAL COVERAGE

- A.** Form BE-47 must be filed by each U.S. person (other than U.S. Government agencies) providing the following types of services on a contract, fee, or similar basis to unaffiliated foreign persons: the services of general contractors in the fields of building construction 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; services of a professional nature in the fields of engineering, architecture, and land surveying; and mining services in the development and operation of mineral properties, including oil and gas field services.
- B. Exemption** – Any U.S. person otherwise required to report is exempted from reporting if, for all countries and all schedules combined, the gross value of new contracts received and gross operating revenues (columns (3) and (4)) are both less than \$1,000,000. If **either** the gross value of new contracts received or gross operating revenues is \$1,000,000 or more, then a report is required.

A U.S. person that receives this form from BEA but is not required to report data for any schedule must nonetheless complete the "Person to Consult", "Certification" section, and the Exemption Claim on page 1 of the form.

- C.** A project is considered foreign if it is located abroad, is undertaken for an international organization, whether located in the United States or abroad, or is undertaken for a foreign embassy or consulate in the United States. (See II.F. below for special treatment of projects for international organizations.)
- D.** In the case of work carried out on foreign projects through foreign project (job site) offices and "temporary" foreign branches, the activities of such entities should be considered part of the U.S. business enterprise filing this report and the data reported on this form should cover the consolidated activities. Where work on foreign projects is carried out through branches or subsidiaries operating abroad (i.e., through foreign affiliates), the reporting company, as parent, should report its intercompany transactions with these affiliates, not on this Form BE-47, but on a separate Form BE-577. The parent must also file a separate Form BE-11 to report financial and operating data for these affiliates. The BE-577 and BE-11 are mandatory reports; copies may be requested from this Bureau at (202) 606-5566.

Although the definitions of direct investment and foreign affiliate in IV. below should be sufficient to determine whether a given 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 incorrectly classified, please call for assistance.

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 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.

- E.** Do not complete this form if the sole relationship you have with a foreign project is services performed in connection with the manufacture of equipment and machinery for export abroad, where the specific cost of these services is part of the price of the goods declared on the Shippers Export Declaration filed with the U.S. Customs Service. However, a contract to provide technical services at a price over and above that entered on the export declaration should be included on this form.

I. WHO IS TO REPORT AND GENERAL COVERAGE - Continued

F. Reporting for more than one project in a country -

A U.S. person may participate in more than one project in a given country. The U.S. person may be the sole U.S. participant in the projects, or may participate in some, or all, of the projects with one or more U.S. joint venture partner(s).

If you participate in more than one project in a given country, **COMBINE** the amounts for **ALL** projects in that country in columns (3) through (6) of Schedule A, B, or C.

Also, see I.G., below, "Joint ventures."

- G. Joint ventures** - If any of the projects reported in columns (3) through (6) of Schedule A, B, or C for a given country involve participation with a domestic (U.S.) joint venture partner(s), check column (7), and enter the name(s) and address(es) of the partner(s) below each schedule, or on a separate sheet of paper. To avoid duplication or omission, report amounts representing **ONLY** your share of the joint venture in columns (3) through (6) of Schedules A, B, or C.

II. WHAT TO REPORT

- A.** Report information on services you carried out or performed for unaffiliated foreign persons, whether the services you provide were performed in the United States or abroad.
- B.** Report retainer-fee type contracts of a continuing nature where no definite contract termination is stipulated, if the contract is with an unaffiliated foreign person.
- C.** Report information on all projects for unaffiliated foreign persons, whether financed by private U.S. or foreign sources, U.S. Government grants or loans (e.g., from the Agency for International Development or Export-Import Bank), foreign governments, or international organizations.
- D.** Report information on foreign projects that are part of an aid or technical cooperation program of the U.S. Government for the benefit of foreign persons, such as services provided in the United States or abroad to the Agency for International Development in connection with foreign projects that it is financing.
- E.** Special Instructions for reporting foreign projects for the benefit of U.S. Government nonmilitary agencies:

Report on line **33** of Schedule A **all** projects that are for U.S. Government nonmilitary agencies, such as the construction or renovation of U.S. embassies and consulates abroad. Do **not** report these projects by individual country.

- F.** Report projects undertaken for international organizations. According to balance of payments conventions, all international organizations are considered unaffiliated foreign persons and, therefore, all projects for them are considered foreign, even if the organization is domiciled, or the project is located, in the United States. Therefore, a project in the United States undertaken for an international organization should be reported as a foreign project. For example, the construction of an office building in Washington, DC for the International Monetary Fund should be reported as a foreign project undertaken for an unaffiliated foreign person and "International Organizations - United States" should be entered in the column headed "country".

*update this to say where to record projects undertaken abroad for international organizations
i.e. they should be shown under Israel
not 10*

- G.** Report projects undertaken in the United States for a foreign government, such as the construction of an embassy or consulate.
- H.** Report contracts entered into with a U.S. person if the project is located, or is to be located, in a foreign country. This is intended to include contracts entered into with a U.S. parent company in connection with that company's plants and installations abroad.

III. WHAT NOT TO REPORT

- A.** Do **not** report services you provided to the U.S. Department of Defense or any of its agencies, such as the Corps of Engineers, or under any DOD foreign assistance programs, such as the Foreign Military Sales program or foreign grant programs. For example, do **not** report receipts for services on projects managed or supervised by the Corps of Engineers and on projects arranged through the Foreign Military Sales program or under foreign grant programs of the Department of Defense.
- B.** Do **not** report services you performed abroad for your own account, rather than under contract to others, e.g., oil companies performing petroleum and gas exploration services for their own account should **not** report those activities on this form.
- C.** Do **not** report amounts you received from unaffiliated foreign persons pursuant to licensing-fee and royalty arrangements for the use of patents, industrial processes, etc. Report these on Form BE-93.
- D.** Do **not** report industrial engineering services that are associated with the design of movable products; such services should be reported on Form BE-20 or BE-22 (Benchmark or Annual Survey of Selected Services Transactions with Unaffiliated Foreign Persons). Report on this BE-47 form only those engineering services that are associated with a foreign construction or mining services project.
- E.** Do **not** report a subcontract entered into directly with another U.S. contracting or engineering firm which is acting as prime contractor on a foreign project and filing a separate consolidated return on this form. (In this case, the payments received by you from the U.S. prime contractor would duplicate the payments received and reported by the prime contractor as reimbursement for its U.S. subcontract costs.)

IV. DEFINITIONS

- A. U.S. Reporter** is the U.S. person filing a report in this survey. If the U.S. person is an incorporated business enterprise, the U.S. Reporter is the fully consolidated U.S. domestic enterprise consisting of the U.S. corporation which is not owned to the extent of more than 50 percent of its voting stock by another U.S. corporation, and all other U.S. corporations (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.
- B. United States**, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all the territories and possessions of the United States. **NOTE:** The U.S. Virgin Islands and Guam are territories of the United States.
- C. 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.

IV. DEFINITIONS – Continued

D. 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.

E. 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 D above.)

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

G. 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.

H. 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.

I. 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.

J. 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.

K. 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 J above.

L. Fiscal year is the financial reporting year that has an ending date in calendar year 2000.

M. Country means, for purposes of this survey, the country of location of projects carried out for foreign persons.

Exceptions: 1. See I.I.F. above for reporting projects for international organizations domiciled in the United States. 2. When reporting projects undertaken in the United States for a foreign embassy or consulate, country means the foreign country for which the embassy or consulate is being constructed.

V. REPORTING PROCEDURES

A. Due date – Your report is due March 31, 2001.

B. Fiscal reporting period – This report covers fiscal year 2000, which is your most recent fiscal year that ended on or before December 31, 2000. If your most recent fiscal year ended after December 31, 2000, please call for assistance.

C. 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 if it is received at least 15 days before the due date. BEA will provide a written response to such a request.

D. For assistance or additional copies of the forms – Phone (202) 606-5588 between 8:30 a.m. and 5:00 p.m. eastern time.

E. Response required – If you received this form directly from BEA, a response is required, by either reporting data or completing the Exemption Claim, and by completing the "Person to Consult" and "Certification" sections of the form and returning the form to BEA.

F. Rounding – Report currency amounts in U.S. dollars rounded to thousands (omitting 000). For example, if the amount is \$1,334,515.00, report \$1,335.

G. Estimates – If actual figures are not available, report estimates and label them as such. When data items cannot be fully subdivided as required, report totals and an estimated breakdown of the totals.

H. Original and file copies – File a single original copy of the form with BEA. Please use the copy with the address label if such a labeled copy has been provided. In addition, retain a copy of the report in your files for three years to facilitate resolution of problems.

I. Where to send the 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 reports filed by direct private express delivery to:

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

VI. SPECIFIC SCHEDULE AND COLUMN INSTRUCTIONS

Note: The descriptions below are based on the new North American Industry Classification System (NAICS). In previous versions of this form, the descriptions were based on the U.S. Standard Industrial Classification system, which NAICS has replaced.

SCHEDULE A

Construction

Examples of construction activities covered by Schedule A are:

- Industrial buildings
- Residential buildings
- Land development and subdivision
- Bridges and tunnels
- Highways and streets
- Power and communication transmission lines
- Water mains, sewers, and pipelines
- Demolition or wrecking of buildings and other structures
- Dismantling of machinery
- Excavating
- Shoring and underpinning
- Anchored earth retention activities
- Foundation drilling
- Grading for buildings
- Clearing of building sites

SCHEDULE B

Architectural, engineering, and surveying services

Examples of services covered by Schedule B are:

- Architectural services **including** planning and designing residential, institutional, commercial, or industrial buildings and structures
- Building inspection services
- Drafting services
- Engineering services, **excluding** designing and developing machines, materials, instruments, processes, and systems
- Landscape architectural services **including** planning and designing the development of land areas for projects such as parks, schools, and highways
- Surveying and mapping services

- Notes:**
1. Report receipts for projects involving both the design and the construction of buildings, highways, or other structures on Schedule A as Construction services.
 2. Report receipts for managing Construction projects on Schedule A as Construction services.

SCHEDULE C

Support activities for mining operations, including oil and gas

Examples of services covered by Schedule C are:

- Drilling wells for oil or gas field operations
- Exploration, **including** prospecting and taking ore samples
- Grading and building foundations at well locations
- Well surveying
- Making geological observations

Note: Report receipts for performing geophysical surveying services on Schedule B as Surveying services.

Country – Enter the country of location of foreign projects. If a project is being performed in the United States, enter the location of the purchaser of services (i.e., either an individual foreign country, or "International organization – United States" – see II.F. above). Report **all** projects for the benefit of U.S. Government nonmilitary agencies on line 33 of Schedule A.

Column (3), Gross value of new contracts received – Report the gross amount expected to be received over the life of each contract awarded to the U.S. Reporter during the year covered by the report. Include both the amount, if any, that is entered in gross operating revenues (column (4)) for the reporting period covered by this report (i.e., amounts accrued in the year the contract was awarded) and funds that will enter gross operating revenues in future periods, as the contract is fulfilled.

Column (4), Gross operating revenues – Report revenues (sales) as recorded on your books for the value of services provided and/or construction completed during the reporting period.

Column (5), Merchandise exports – Report the value of merchandise exports from the United States during the reporting period that were made in connection with projects. Exports should include the value of equipment, supplies, materials, etc., and should equal the amounts reported on the Shippers Export Declarations filed with the U.S. Bureau of Customs plus the cost of transporting the goods to foreign destinations. Exclude temporary exports of equipment or other goods that are intended to be returned to the United States in substantially the same condition as when exported.

Column (6), Foreign expenses or disbursements – Report salaries and wages transmitted or disbursed abroad; expenses or outlays for services (**including purchases from foreign subcontractors**), material, and equipment purchased abroad; and other foreign expenses (e.g., local taxes and fees for permits). (Do not report purchases of material and equipment for import into the United States.)

Column (7) – See I.G. above for reporting projects that involve participation with a domestic (U.S.) joint venture partner(s).

change to
including ~~services~~ from the full value of contracts
with foreign subcontractors

FORM **BE-47** U.S. DEPARTMENT OF COMMERCE
 (10-31-2003) BUREAU OF ECONOMIC ANALYSIS
 www.bea.gov

BEA USE ONLY Control number

1. Name and address of U.S. Reporter – Enter or correct as necessary.

MANDATORY CONFIDENTIAL
ANNUAL SURVEY OF CONSTRUCTION, ENGINEERING, ARCHITECTURAL AND MINING SERVICES PROVIDED BY U.S. FIRMS TO UNAFFILIATED FOREIGN PERSONS — 2003

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

Due date – Your report is due March 31, 2004.
Assistance – Telephone (202) 606-5588 during office hours – 8:30 a.m. to 5:00 p.m. eastern time.

EXEMPTION CLAIM – See paragraph I.B. of General Instructions

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

- 10001 **A** **1** Was not in existence at any time during the reporting period.
- B** **2** Is owned to the extent of more than 50% of its voting stock by another U.S. enterprise. →
- C** **3** Had no transactions with unaffiliated foreign persons in services covered by the survey.
- D** **4** Had transactions with unaffiliated foreign persons but the gross value of new contracts received and gross operating revenues were both less than \$1,000,000 for all foreign projects combined.

Specify parent corporation

Name _____

Address — *Number and street* _____

City _____ State _____ ZIP Code _____

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

2. Annual report for fiscal year ending _____

11001	1	Month	Day	Year
				2 0 0 3

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

11003	1		-						
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4. Major activity of the U.S. Reporter and product or service involved in that activity _____

<p>PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT — Enter name and address</p> <p>Name: _____</p> <p>Title: _____</p> <p>Telephone number: () _____</p> <p>Fax number: () _____</p> <p>E-mail address: _____</p> <p>May we use e-mail to correspond with you to discuss questions relating to this form, including questions that may contain information about your company you may consider confidential? (Note: Electronic mail is not inherently confidential; we will treat information we receive as confidential but your e-mail is not necessarily secure against interception by a third party.)</p> <p style="text-align: right;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p>	<p>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.G. 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.</p> <p>Authorized official's signature _____</p> <p>Print or type name and title _____ Date _____</p>
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SCHEDULE A - U.S. REPORTER'S SALES OF CONSTRUCTION SERVICES TO UNAFFILIATED FOREIGN PERSONS

Combine all projects for a given country in one line. See General Instructions, I.F and I.G

Country	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS					If any of the activity reported for a given country involves participation with a domestic (U.S.) joint venture partner(s), please mark (X) below.*	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)		
			Gross value of new contracts received	Gross operating revenues (sales)	Merchandise exports	Foreign expenses or disbursements			
1. Total, lines 2-33, this page	A1	1	2	3	4	5	6	7	
2. Argentina	002	1	200	2	3	4	5	6	7
3. Canada	003	1	100	2	3	4	5	6	7
4. China	004	1	650	2	3	4	5	6	7
5. France	005	1	307	2	3	4	5	6	7
6. Hong Kong	006	1	611	2	3	4	5	6	7
7. India	007	1	612	2	3	4	5	6	7
8. Indonesia	008	1	613	2	3	4	5	6	7
9. Japan	009	1	614	2	3	4	5	6	7
10. Korea, South	010	1	626	2	3	4	5	6	7
11. Malaysia	011	1	617	2	3	4	5	6	7
12. Mexico	012	1	213	2	3	4	5	6	7
13. Philippines	013	1	623	2	3	4	5	6	7
14. Saudi Arabia	014	1	511	2	3	4	5	6	7
15. Taiwan	015	1	628	2	3	4	5	6	7
16. Thailand	016	1	629	2	3	4	5	6	7
17. United Kingdom	017	1	327	2	3	4	5	6	7
18. Venezuela	018	1	219	2	3	4	5	6	7
Other countries - Specify (Use additional copied sheets as necessary)									
19.	019	1	2	3	4	5	6	7	
20.	020	1	2	3	4	5	6	7	
21.	021	1	2	3	4	5	6	7	
22.	022	1	2	3	4	5	6	7	
23.	023	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	
32.	032	1	2	3	4	5	6	7	
33. U.S. Government nonmilitary agencies - See Instruction II.E.	033	1	2	3	4	5	6	7	
			709						

* If column 7 is checked, please enter below, or on a separate sheet of paper, the name(s) and address(es) of domestic U.S. joint venture partner(s). If you participate in more than one joint venture covered by this schedule, please include, along with your list of joint venture partners, the name and country of location of each joint venture.

SCHEDULE B - U.S. REPORTER'S SALES OF ENGINEERING, ARCHITECTURAL, AND SURVEYING SERVICES TO UNAFFILIATED FOREIGN PERSONS

Combine all projects for a given country in one line. See General Instructions, I.F and I.G

Country	BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS						
	(1)	(2)	Gross value of new contracts received (3)	Gross operating revenues (sales) (4)	Merchandise exports (5)	Foreign expenses or disbursements (6)	If any of the activity reported for a given country involves participation with a domestic (U.S.) joint venture partner(s), please mark (X) below.* (7)		
1. Total, lines 2-32, this page →	B1	1	2	3	4	5	6		
001									
2. Argentina	002	1	200	2	3	4	5	6	7
3. Canada	003	1	100	2	3	4	5	6	7
4. China	004	1	650	2	3	4	5	6	7
5. France	005	1	307	2	3	4	5	6	7
6. Hong Kong	006	1	611	2	3	4	5	6	7
7. India	007	1	612	2	3	4	5	6	7
8. Indonesia	008	1	613	2	3	4	5	6	7
9. Japan	009	1	614	2	3	4	5	6	7
10. Korea, South	010	1	626	2	3	4	5	6	7
11. Malaysia	011	1	617	2	3	4	5	6	7
12. Mexico	012	1	213	2	3	4	5	6	7
13. Philippines	013	1	623	2	3	4	5	6	7
14. Saudi Arabia	014	1	511	2	3	4	5	6	7
15. Taiwan	015	1	628	2	3	4	5	6	7
16. Thailand	016	1	629	2	3	4	5	6	7
17. United Kingdom	017	1	327	2	3	4	5	6	7
18. Venezuela	018	1	219	2	3	4	5	6	7
Other countries — Specify (Use additional copied sheets as necessary)									
19.	019	1	2	3	4	5	6	7	
20.	020	1	2	3	4	5	6	7	
21.	021	1	2	3	4	5	6	7	
22.	022	1	2	3	4	5	6	7	
23.	023	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	
32.	032	1	2	3	4	5	6	7	

* If column 7 is checked, please enter below, or on a separate sheet of paper, the name(s) and address(es) of domestic U.S. joint venture partner(s). If you participate in more than one joint venture covered by this schedule, please include, along with your list of joint venture partners, the name and country of location of each joint venture.

SCHEDULE C - U.S. REPORTER'S SALES OF METAL MINING, COAL MINING, OIL AND GAS SERVICES, AND NONMETALLIC MINERALS SERVICES, EXCEPT FUEL, TO UNAFFILIATED FOREIGN PERSONS

Combine all projects for a given country in one line. See General Instructions, I.F and I.G

Country		BEA USE ONLY		REPORT IN THOUSANDS OF U.S. DOLLARS					
		(1)	(2)	(3)	(4)	(5)	(6)	(7)	
									Gross value of new contracts received
1. Total, lines 2-32, this page	C1	1	2	3	4	5	6		
001									
2. Argentina	002	1	200	2	3	4	5	6	7
3. Canada	003	1	100	2	3	4	5	6	7
4. China	004	1	650	2	3	4	5	6	7
5. France	005	1	307	2	3	4	5	6	7
6. Hong Kong	006	1	611	2	3	4	5	6	7
7. India	007	1	612	2	3	4	5	6	7
8. Indonesia	008	1	613	2	3	4	5	6	7
9. Japan	009	1	614	2	3	4	5	6	7
10. Korea, South	010	1	626	2	3	4	5	6	7
11. Malaysia	011	1	617	2	3	4	5	6	7
12. Mexico	012	1	213	2	3	4	5	6	7
13. Philippines	013	1	623	2	3	4	5	6	7
14. Saudi Arabia	014	1	511	2	3	4	5	6	7
15. Taiwan	015	1	628	2	3	4	5	6	7
16. Thailand	016	1	629	2	3	4	5	6	7
17. United Kingdom	017	1	327	2	3	4	5	6	7
18. Venezuela	018	1	219	2	3	4	5	6	7
Other countries — Specify (Use additional copied sheets as necessary)									
19.	019	1		2	3	4	5	6	7
20.	020	1		2	3	4	5	6	7
21.	021	1		2	3	4	5	6	7
22.	022	1		2	3	4	5	6	7
23.	023	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
32.	032	1		2	3	4	5	6	7

* If column 7 is checked, please enter below, or on a separate sheet of paper, the name(s) and address(es) of domestic U.S. joint venture partner(s). If you participate in more than one joint venture covered by this schedule, please include, along with your list of joint venture partners, the name and country of location of each joint venture.

GENERAL INSTRUCTIONS

Public reporting burden for this BE-47 report is estimated to average 4.5 hours per response. This burden includes 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 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 0608-0015, Washington, DC 20503.

Purpose – Reports on this form are required in order to obtain reliable and up-to-date information on U.S. sales to unaffiliated foreign persons of construction, engineering, architectural, and mining services. The information will be used to 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, input-output, and national income and product accounts.

Authority – This survey is being conducted under the authority of the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101-3108, as amended - hereinafter "the Act"), and the filing of reports is mandatory under Section 5(b)(2) of the Act (22 U.S.C. 3104). Regulations for the survey may be found in 15 CFR, Part 801.

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 participated in such violations, upon conviction, may be punished by a like fine, imprisonment, or both. (See 22 U.S.C. 3105). 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 (0608-0015) is displayed on this form.

Confidentiality – The Act provides that your report to this Bureau is CONFIDENTIAL and may be used only for analytical or statistical purposes. Without your prior written permission, the information filed in your report CANNOT be presented in a manner that allows it to be individually identified. Your report CANNOT be used for purposes of taxation, investigation, or regulation. Copies retained in your files are immune from legal process.

I. WHO IS TO REPORT AND GENERAL COVERAGE

- A.** Form BE-47 must be filed by each U.S. person (other than U.S. Government agencies) providing the following types of services on a contract, fee, or similar basis to unaffiliated foreign persons: the services of general contractors in the fields of building construction 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; services of a professional nature in the fields of engineering, architecture, and land surveying; and mining services in the development and operation of mineral properties, including oil and gas field services.
- B. Exemption** – Any U.S. person otherwise required to report is exempted from reporting if, for all countries and all schedules combined, the gross value of new contracts received and gross operating revenues (columns (3) and (4)) are both less than \$1,000,000. If **either** the gross value of new contracts received or gross operating revenues is \$1,000,000 or more, then a report is required.

A U.S. person that receives this form from BEA but is not required to report data for any schedule must nonetheless complete the "Person to Consult", "Certification" section, and the Exemption Claim on page 1 of the form.

- C.** A project is considered foreign if it is located abroad, is undertaken for an international organization, whether located in the United States or abroad, or is undertaken for a foreign embassy or consulate in the United States. (See II.F. below for special treatment of projects for international organizations.)
- D.** In the case of work carried out on foreign projects through foreign project (job site) offices and "temporary" foreign branches, the activities of such entities should be considered part of the U.S. business enterprise filing this report and the data reported on this form should cover the consolidated activities. Where work on foreign projects is carried out through branches or subsidiaries operating abroad (i.e., through foreign affiliates), the reporting company, as parent, should report its intercompany transactions with these affiliates, not on this Form BE-47, but on a separate Form BE-577. The parent must also file a separate Form BE-11 to report financial and operating data for these affiliates. The BE-577 and BE-11 are mandatory reports; copies may be requested from this Bureau at (202) 606-5566.

Although the definitions of direct investment and foreign affiliate in IV. below should be sufficient to determine whether a given 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 incorrectly classified, please call for assistance.

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 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.

- E.** Do not complete this form if the sole relationship you have with a foreign project is services performed in connection with the manufacture of equipment and machinery for export abroad, where the specific cost of these services is part of the price of the goods declared on the Shippers Export Declaration filed with the U.S. Customs Service. However, a contract to provide technical services at a price over and above that entered on the export declaration should be included on this form.

I. WHO IS TO REPORT AND GENERAL COVERAGE - Continued

F. Reporting for more than one project in a country -

A U.S. person may participate in more than one project in a given country. The U.S. person may be the sole U.S. participant in the projects, or may participate in some, or all, of the projects with one or more U.S. joint venture partner(s).

If you participate in more than one project in a given country, **COMBINE** the amounts for **ALL** projects in that country in columns (3) through (6) of Schedule A, B, or C.

Also, see I.G., below, "Joint ventures."

G. Joint ventures - If any of the projects reported in columns (3) through (6) of Schedule A, B, or C for a given country involve participation with a domestic (U.S.) joint venture partner(s), check column (7), and enter the name(s) and address(es) of the partner(s) below each schedule, or on a separate sheet of paper. To avoid duplication or omission, report amounts representing **ONLY** your share of the joint venture in columns (3) through (6) of Schedules A, B, or C.

II. WHAT TO REPORT

- A.** Report information on services you carried out or performed for unaffiliated foreign persons, whether the services you provide were performed in the United States or abroad.
- B.** Report retainer-fee type contracts of a continuing nature where no definite contract termination is stipulated, if the contract is with an unaffiliated foreign person.
- C.** Report information on all projects for unaffiliated foreign persons, whether financed by private U.S. or foreign sources, U.S. Government grants or loans (e.g., from the Agency for International Development or Export-Import Bank), foreign governments, or international organizations.
- D.** Report information on foreign projects that are part of an aid or technical cooperation program of the U.S. Government for the benefit of foreign persons, such as services provided in the United States or abroad to the Agency for International Development in connection with foreign projects that it is financing.
- E.** Special Instructions for reporting foreign projects for the benefit of U.S. Government nonmilitary agencies:

Report on line **33** of Schedule A **all** projects that are for U.S. Government nonmilitary agencies, such as the construction or renovation of U.S. embassies and consulates abroad. Do **not** report these projects by individual country.

F. Report projects undertaken for international organizations. According to balance of payments conventions, all international organizations are considered unaffiliated foreign persons and, therefore, all projects for them are considered foreign, even if the organization is domiciled, or the project is located, in the United States. Therefore, a project in the United States undertaken for an international organization should be reported as a foreign project. For example, the construction of an office building in Washington, DC for the International Monetary Fund should be reported as a foreign project undertaken for an unaffiliated foreign person and "International Organizations - United States" should be entered in the column headed "country".

- G.** Report projects undertaken in the United States for a foreign government, such as the construction of an embassy or consulate.
- H.** Report contracts entered into with a U.S. person if the project is located, or is to be located, in a foreign country. This is intended to include contracts entered into with a U.S. parent company in connection with that company's plants and installations abroad.

III. WHAT NOT TO REPORT

- A.** Do **not** report services you provided to the U.S. Department of Defense or any of its agencies, such as the Corps of Engineers, or under any DOD foreign assistance programs, such as the Foreign Military Sales program or foreign grant programs. For example, do **not** report receipts for services on projects managed or supervised by the Corps of Engineers and on projects arranged through the Foreign Military Sales program or under foreign grant programs of the Department of Defense.
- B.** Do **not** report services you performed abroad for your own account, rather than under contract to others, e.g., oil companies performing petroleum and gas exploration services for their own account should **not** report those activities on this form.
- C.** Do **not** report amounts you received from unaffiliated foreign persons pursuant to licensing-fee and royalty arrangements for the use of patents, industrial processes, etc. Report these on Form BE-93.
- D.** Do **not** report industrial engineering services that are associated with the design of movable products; such services should be reported on Form BE-20 or BE-22 (Benchmark or Annual Survey of Selected Services Transactions with Unaffiliated Foreign Persons). Report on this BE-47 form only those engineering services that are associated with a foreign construction or mining services project.
- E.** Do **not** report a subcontract entered into directly with another U.S. contracting or engineering firm which is acting as prime contractor on a foreign project and filing a separate consolidated return on this form. (In this case, the payments received by you from the U.S. prime contractor would duplicate the payments received and reported by the prime contractor as reimbursement for its U.S. subcontract costs.)

IV. DEFINITIONS

- A. U.S. Reporter** is the U.S. person filing a report in this survey. If the U.S. person is an incorporated business enterprise, the U.S. Reporter is the fully consolidated U.S. domestic enterprise consisting of the U.S. corporation which is not owned to the extent of more than 50 percent of its voting stock by another U.S. corporation, and all other U.S. corporations (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.
- B. United States**, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all the territories and possessions of the United States. **NOTE:** The U.S. Virgin Islands and Guam are territories of the United States.
- C. 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.

IV. DEFINITIONS – Continued

- D. 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.
- E. 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 D above.)
- F. Direct Investment** means the ownership or control, directly or indirectly, by one person of 10 per centum or more of the voting stock of an incorporated business enterprise, or an equivalent ownership interest in an unincorporated business enterprise.
- G. 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.
- H. 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.
- I. 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.
- J. 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.
- K. 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 J above.

L. 2003 fiscal year is the U.S. Reporter's financial reporting year that has an ending date in calendar year 2003. For a person that does not have a financial reporting year, or does not have a financial reporting year ending in calendar year 2003, its 2003 fiscal year is deemed to be the same as calendar year 2003.

M. Country means, for purposes of this survey, the country of location of projects carried out for foreign persons.

Exceptions: 1. See II.F. above for reporting projects for international organizations domiciled in the United States. 2. When reporting projects undertaken in the United States for a foreign embassy or consulate, country means the foreign country for which the embassy or consulate is being constructed.

V. REPORTING PROCEDURES

- A. Due date** – Your report is due March 31, 2004.
- B. Fiscal reporting period** – This report covers fiscal year 2003, which is your most recent fiscal year that ended on or before December 31, 2003. If your most recent fiscal year ended after December 31, 2003, please call for assistance.
- C. 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 if it is received at least 15 days before the due date. BEA will provide a written response to such a request.
- D. For assistance or additional copies of the forms** – Phone (202) 606-5588 between 8:30 a.m. and 5:00 p.m. eastern time. Copies of our forms are also available on BEA's web page: www.bea.gov
- E. Response required** – If you received this form directly from BEA, a response is required, by either reporting data or completing the Exemption Claim, and by completing the "Person to Consult" and "Certification" sections of the form and returning the form to BEA.
- F. Rounding** – Report currency amounts in U.S. dollars rounded to thousands (omitting 000). For example, if the amount is \$1,334,515.00, report \$1,335.
- G. Estimates** – If actual figures are not available, report estimates and label them as such. When data items cannot be fully subdivided as required, report totals and an estimated breakdown of the totals.
- H. Original and file copies** – File a single original copy of the form with BEA. Please use the copy with the address label if such a labeled copy has been provided. In addition, retain a copy of the report in your files for three years to facilitate resolution of problems.
- I. Where to send the 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 reports filed by direct private express delivery to:

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

VI. SPECIFIC SCHEDULE AND COLUMN INSTRUCTIONS

Note: The descriptions below are based on the new North American Industry Classification System (NAICS). In previous versions of this form, the descriptions were based on the U.S. Standard Industrial Classification system, which NAICS has replaced.

SCHEDULE A

Construction

Examples of construction activities covered by Schedule A are:

- Industrial buildings
- Residential buildings
- Land development and subdivision
- Bridges and tunnels
- Highways and streets
- Power and communication transmission lines
- Water mains, sewers, and pipelines
- Demolition or wrecking of buildings and other structures
- Dismantling of machinery
- Excavating
- Shoring and underpinning
- Anchored earth retention activities
- Foundation drilling
- Grading for buildings
- Clearing of building sites

SCHEDULE B

Architectural, engineering, and surveying services

Examples of services covered by Schedule B are:

- Architectural services **including** planning and designing residential, institutional, commercial, or industrial buildings and structures
- Building inspection services
- Drafting services
- Engineering services, **excluding** designing and developing machines, materials, instruments, processes, and systems
- Landscape architectural services **including** planning and designing the development of land areas for projects such as parks, schools, and highways
- Surveying and mapping services

- Notes:**
1. Report receipts for projects involving both the design and the construction of buildings, highways, or other structures on Schedule A as Construction services.
 2. Report receipts for managing Construction projects on Schedule A as Construction services.

SCHEDULE C

Support activities for mining operations, including oil and gas

Examples of services covered by Schedule C are:

- Drilling wells for oil or gas field operations
- Exploration, **including** prospecting and taking ore samples
- Grading and building foundations at well locations
- Well surveying
- Making geological observations

Note: Report receipts for performing geophysical surveying services on Schedule B as Surveying services.

Country – Enter the country of location of foreign projects. If a project is being performed in the United States, enter the location of the purchaser of services (i.e., either an individual foreign country, or "International organization – United States" – see II.F. above). Report **all** projects for the benefit of U.S. Government nonmilitary agencies on line 33 of Schedule A.

Column (3), Gross value of new contracts received – Report the gross amount expected to be received over the life of each contract awarded to the U.S. Reporter during the year covered by the report. Include both the amount, if any, that is entered in gross operating revenues (column (4)) for the reporting period covered by this report (i.e., amounts accrued in the year the contract was awarded) and funds that will enter gross operating revenues in future periods, as the contract is fulfilled.

Column (4), Gross operating revenues – Report revenues (sales) as recorded on your books for the value of services provided and/or construction completed during the reporting period.

Column (5), Merchandise exports – Report the value of merchandise exports from the United States during the reporting period that were made in connection with projects. Exports should include the value of equipment, supplies, materials, etc., and should equal the amounts reported on the Shippers Export Declarations filed with the U.S. Bureau of Customs plus the cost of transporting the goods to foreign destinations. Exclude temporary exports of equipment or other goods that are intended to be returned to the United States in substantially the same condition as when exported.

Column (6), Foreign expenses or disbursements – Report salaries and wages transmitted or disbursed abroad; expenses or outlays for services (including purchases from foreign subcontractors), material, and equipment purchased abroad; and other foreign expenses (e.g., local taxes and fees for permits). (Do not report purchases of material and equipment for import into the United States.)

Column (7) – See I.G. above for reporting projects that involve participation with a domestic (U.S.) joint venture partner(s).