

FORM BE-15 (Report for U.S. Affiliate)  
(10-78)

U.S. DEPARTMENT OF COMMERCE  
BUREAU OF ECONOMIC ANALYSIS

INTERIM SURVEY OF  
FOREIGN DIRECT INVESTMENT IN THE U.S.  
1977

RETURN REPORTS TO U.S. Department of Commerce  
Bureau of Economic Analysis BE-50(IN)  
Washington, D.C. 20230

NOTE: A single original copy of each form or supplement shall be filed with the Bureau of Economic Analysis; for Form BE-15, this should be the copy with the address label if such a labeled copy has been provided.

**Important** Read Instructions before completing form. The instructions given below are only a brief summary of certain ones relating to this form.

Insurance Companies - See the Instructions, page 10, before completing form.

NOTE: Data to be provided in this report should represent calendar year 1977, not a more current period.

1. DEFINITION OF FOREIGN DIRECT INVESTMENT IN THE U.S. The ownership or control, directly or indirectly, by one foreign person of 10 per centum or more of the voting securities of an incorporated U.S. business enterprise or an equivalent interest in an unincorporated U.S. business enterprise, including a branch.

2. DEFINITION OF AFFILIATE - 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.

3. DEFINITION OF U.S. AFFILIATE - An affiliate located in the United States in which a foreign person has a direct investment.

4. WHO MUST REPORT - Reports on Form BE-15 are required for each U.S. affiliate, except a bank, i.e., for each U.S. business enterprise in which a foreign person owned or controlled, directly or indirectly, 10 percent or more of the voting securities if an incorporated U.S. business enterprise, or an equivalent interest if an unincorporated U.S. business enterprise, at any time during the year ending December 31, 1977.

5. CONSOLIDATED REPORTING - A U.S. affiliate shall file on a fully consolidated basis, including in the consolidation all other U.S. affiliates in which it directly or indirectly owns more than 50 percent of the outstanding voting stock. Hereinafter, the fully consolidated entity is considered to be one U.S. affiliate. See Instructions, page 10.

6. Exemption - A U.S. affiliate as consolidated, is not required to file a report if:

(a) Each of the following three items for the U.S. affiliate (not the foreign parent's share) was between -\$5 million and + \$5 million during the reporting period:

- (1) Total assets,
- (2) Net sales or gross operating revenues, excluding sales taxes, and
- (3) Net income after provision for U.S. income taxes;

and

(b) The U.S. affiliate did not own 200 acres or more of U.S. land during the reporting period (if the U.S. affiliate owned 200 acres or more of U.S. land, it must report regardless of the value of the three items listed above);

or

(c) The U.S. affiliate is a bank, i.e., a business enterprise in which over 50 percent of its total revenues are generated by activities classified in industry code 600.

7. ASSISTANCE - Telephone (202) 523-0547.

8. DUE DATE - A completed report on Form BE-15 shall be due no later than January 31, 1979.

9. GENERAL NOTES

- A. Currency amounts should be reported in U.S. dollars and should be rounded to the nearest thousand.
- B. If an item is between ±\$500.00 enter "0".
- C. Use parentheses to indicate negative numbers.
- D. All questions should be answered in the context of the reporting period given in items 3 and 4.

Part I - IDENTIFICATION OF U.S. AFFILIATE

1. Name and address of U.S. Affiliate (Enter name and mailing address in blocks below. Skip a single block between words.)

1001  BEA USE ONLY  BEA USE ONLY

Name of U.S. Affiliate

1002

Street or P.O. Box

1003

City and State

1004

2. Enter primary employer identification number used by U.S. affiliate to file income and payroll taxes.

1005  ← E.I. Number

REPORTING PERIOD

Report should be for the calendar year 1977; see Instructions, Reporting Period.

	Month	Day	Year
3. The term "Opening balance" in this report always refers to data as of	1		197
4. The term "Closing balance" in this report always refers to data as of	1		197

Ownership - Percent of voting stock, for an incorporated U.S. Affiliate or an equivalent interest for an unincorporated U.S. Affiliate, owned directly by -	BEA USE ONLY	Reporting Period	
		Closing	Opening
Foreign parent(s) of this U.S. Affiliate - (if more than two, continue on a separate sheet)			
Name:	1	2	3
5. 1008		. %	. %
6. 1009		. %	. %
U.S. Affiliate(s) of foreign parent(s) - (if more than two, continue on a separate sheet)			
Name:	1	2	3
7. 1018		. %	. %
8. 1019		. %	. %
9. Other persons (do not list names)	1028	. %	. %
<b>TOTAL</b>		100.0 %	100.0 %

10. If a U.S. Affiliate listed in 7 or 8 is not in turn directly foreign-owned to the extent of 10 percent or more, give the name and address of the U.S. Affiliate in the ownership chain which is directly foreign-owned (if more than two, continue on a separate sheet):

	BEA USE ONLY	Country of Foreign Parent of each affiliate named here
Name of U.S. affiliate which is directly foreign-owned		
Street or P.O. Box		
City, State and ZIP Code	1029	
Name of U.S. affiliate (additional) directly foreign-owned		
Street or P.O. Box		
City, State and ZIP Code	1030	

PURPOSE - Reports on this form are required in order to update the data reported in the benchmark Survey of Foreign Direct Investment in the United States - 1974 on the operations of foreign owned U.S. business enterprises, except banks.

MANDATORY - This survey is being conducted pursuant to the International Investment Survey Act of 1976 (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101 to 3108 -- hereinafter "the Act"), and the filing of reports is mandatory pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3105).

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).

CONFIDENTIALITY - The information filed in this report may be used only, for analytical and statistical purposes and access to the information shall be available only to officials and employees (including consultants and contractors and their employees) of agencies designated by the President to perform functions under the Act. The President may authorize the exchange of the information between agencies or officials designated to perform functions under the Act, but only for analytical and statistical purposes. No official or employee (including consultants and contractors and their employees) shall publish or make available any information collected under the Act in such a manner that the person to whom the information relates can be specifically identified. Reports and copies of reports prepared pursuant to the Act are confidential and their submission or disclosure shall not be compelled by any person without the prior written permission of the person filing the report and the customer of such person where the information supplied is identifiable as being derived from the records of such customer (22 U.S.C. 3104).

Print name and address

TELEPHONE NUMBER

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT

Area Code Number Extension

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

Authorized Official's Signature	Type Name and Title	Date
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Part II – FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE (Continued) (Report all amounts in thousands of U.S. dollars)

SECTION C MISCELLANEOUS ITEMS

		Amount (1)
<p><b>Expenditures for plant and equipment</b> – Include all acquisitions, improvements, and additions to plant and equipment which are part of fixed assets (item 19 above for 1977) on the balance sheet. Include capitalized exploration and development costs charged to plant &amp; equipment. Exclude property considerations charged to the balance sheet.</p>		
38. Amount for 1977 – Include capitalized portion of item 40 below	2062	\$
39. Amount projected for 1978	2063	\$
40. <b>Exploration and development charges, total</b> – Include capitalized E&D costs charged to fixed assets, including property considerations. Any shown in item 38 above should also be picked-up here.	2064	\$
41. <b>Expenditures for new plant and equipment</b> – Include that portion of item 38 which represents expenditures for new plant and equipment during 1977	2065	\$
<p><b>Depreciation and like charges to income for items included in fixed assets account, item 19, which is:</b></p>		
42. Depletion, etc – charge to the income statement relating to gross costs of property	2066	\$
43. Depreciation, etc. – charge to the income statement relating to gross costs of plant and equipment	2067	\$
44. <b>Book value of land owned at end of 1977 but not carried in the fixed assets account, item 19, or in other current assets, item 17, as land held for resale, and therefore not included in Part III, column 6</b>	2068	\$
45. <b>Research and development (R&amp;D) expenditures, calculated in accordance with FASB 2</b> – All R&D costs incurred, including depreciation, amortization, wages and salaries, taxes, costs of materials and supplies, allocated overhead, indirect R&D costs, and the cost of R&D conducted by others on behalf of the U.S. Affiliate. Exclude costs incurred in R&D activities conducted for others under a contractual arrangement.	2069	\$
46. <b>Taxes (other than income and payroll taxes) and non-tax payments (other than production royalty payments)</b> – Include amounts paid or accrued for the year, net of refunds or credits, to Federal, State, and local governments, their sub-divisions and agencies for sales, consumption, and excise taxes; property and other taxes on the value of assets and capital; any remaining taxes (other than income and payroll taxes); and all payments of non-tax liabilities (other than production royalty payments), such as import and export duties, license fees, fines, penalties, and similar items	2070	\$
47. <b>Number of acres of land</b> used at the end of 1977 for agricultural purposes, i.e., for one of the purposes included in codes 010, agricultural production-crops; 020, agricultural production – livestock, except beef cattle feedlots; 021, agricultural production – beef cattle feedlots; and 080, forestry. (See <i>Industry Classifications and Export and Import Trade Classifications Booklet</i> .)	2071	Acres owned (1) Acres leased (2)

SECTION D EMPLOYMENT AND EMPLOYEE COMPENSATION (See Instructions, page 11, for details of data requirements)

Note: Production and related workers are those employees most directly connected with carrying out the activity of the business being reported (regardless of industry), up to and including working foremen, if any, but excluding other supervisory employees.		Total (1)	Production and related workers (2)	Non-production workers (3)
48. <b>Number of employees</b> – Average for the reporting period, including part-time employees	2072	1	2	3
49. <b>Employee compensation</b> – For column (1), equals sum of items 50 and 51	2073	\$		
50. <b>Wages and salaries</b>	2074	\$	\$	\$
51. <b>Employee benefit plans</b>	2075	\$		
52. <b>Hours worked by production and related workers</b> – See Instructions, page 11.	2076		2	

SECTION E COMPOSITION OF EXTERNAL FINANCING

CLOSING BALANCES	Total – Sum of Columns (2) through (5) (1)	Position with			
		Foreign parent(s) and foreign affiliates of foreign parent(s) (2)	Other foreign persons (3)	U.S. parent(s) and U.S. affiliates of foreign parent(s) of this U.S. affiliate (4)	Other U.S. persons (5)
53. <b>To banks</b>	2077	\$	\$	\$	\$
54. <b>To other than banks</b>	2078	\$	\$	\$	\$
<p><b>Long-term debt: Sum of items 55 and 56, col. 1, must equal Item 24, col. 1.</b></p>					
55. <b>To banks</b>	2079	\$	\$	\$	\$
56. <b>To other than banks</b>	2080	\$	\$	\$	\$
57. <b>Current Receivables: Col. 1 must equal sum of Items 14 and 15, col. 1</b>	2081	\$	\$	\$	\$
<b>BEA USE ONLY</b>	2082				

SECTION F EXPORTS AND IMPORTS OF U.S. AFFILIATES

Note: The value of exports or imports requested in this section is not synonymous with sales to, or purchases from, a foreign person. Data in this section are to cover only goods which physically left or entered the U.S. customs area in 1977. Include capital goods.

		TOTAL (1)	Shipped to (by) foreign parent(s) and foreign affiliate(s) of foreign parent(s) (2)	Shipped to (by) all other foreigners (3)
58. <b>Total exports</b> – Shipped by U.S. Affiliate to foreigners (valued f.a.s. U.S. port)	2083	\$	\$	\$
59. <b>Total Imports</b> – Shipped to U.S. Affiliate by foreigners (valued f.a.s. foreign port)	2084	\$	\$	\$

Part III – SCHEDULE OF EMPLOYEES, LAND AND MINERAL RIGHTS, AND PROPERTY, PLANT AND EQUIPMENT, BY STATE OF LOCATION

State	BEA USE ONLY (1)	State Code (2)	Number of employees (total must equal item 48 column 1) (3)	Number of acres of land and mineral rights		Gross value of property, plant and equipment, plus other land—Those items included in fixed assets, item 19, plus the value of any property (land) held for resale and included in other current assets, item 17. (Thousands of dollars)	
				Owned (4)	Leased from others (5)	Property (6)	Plant and equipment (7)
60. Beginning of year	3085					\$	\$
61. End of year, or for number of employees, average for year – For each column, total must equal sum of data for all States and other geographic areas, items 62 through 120	3086					\$	\$
62. Alabama	3087	01				\$	\$
63. Alaska	3088	02				\$	\$
64. Arizona	3089	04				\$	\$
65. Arkansas	3090	05				\$	\$
66. California	3091	06				\$	\$
67. Colorado	3092	08				\$	\$
68. Connecticut	3093	09				\$	\$
69. Delaware	3094	10				\$	\$
70. Florida	3095	12				\$	\$
71. Georgia	3096	13				\$	\$
72. Hawaii	3097	15				\$	\$
73. Idaho	3098	16				\$	\$
74. Illinois	3099	17				\$	\$
75. Indiana	3100	18				\$	\$
76. Iowa	3101	19				\$	\$
77. Kansas	3102	20				\$	\$
78. Kentucky	3103	21				\$	\$
79. Louisiana	3104	22				\$	\$
80. Maine	3105	23				\$	\$
81. Maryland	3106	24				\$	\$
82. Massachusetts	3107	25				\$	\$
83. Michigan	3108	26				\$	\$
84. Minnesota	3109	27				\$	\$
85. Mississippi	3110	28				\$	\$
86. Missouri	3111	29				\$	\$
87. Montana	3112	30				\$	\$
88. Nebraska	3113	31				\$	\$
89. Nevada	3114	32				\$	\$
90. New Hampshire	3115	33				\$	\$
91. New Jersey	3116	34				\$	\$
92. New Mexico	3117	35				\$	\$
93. New York	3118	36				\$	\$
94. North Carolina	3119	37				\$	\$
95. North Dakota	3120	38				\$	\$
96. Ohio	3121	39				\$	\$
97. Oklahoma	3122	40				\$	\$
98. Oregon	3123	41				\$	\$
99. Pennsylvania	3124	42				\$	\$
100. Rhode Island	3125	44				\$	\$
101. South Carolina	3126	45				\$	\$
102. South Dakota	3127	46				\$	\$
103. Tennessee	3128	47				\$	\$
104. Texas	3129	48				\$	\$
105. Utah	3130	49				\$	\$
106. Vermont	3131	50				\$	\$
107. Virginia	3132	51				\$	\$
108. Washington	3133	53				\$	\$
109. West Virginia	3134	54				\$	\$
110. Wisconsin	3135	55				\$	\$
111. Wyoming	3136	56				\$	\$
112. District of Columbia	3137	11				\$	\$
113. Panama Canal Zone	3138	07				\$	\$
114. Puerto Rico	3139	43				\$	\$
115. Virgin Islands	3140	52				\$	\$
116. Guam	3141	14				\$	\$
117. American Samoa	3142	03				\$	\$
118. Other U.S. Territories and Possessions	3143	60				\$	\$
119. U.S. Offshore Oil and Gas Sites	3144	65				\$	\$
120. Foreign*	3145	70				\$	\$

\* Include only that of U.S. business enterprises fully consolidated into the U.S. affiliate. No foreign affiliates, incorporated or unincorporated, can be considered part of the reporting U.S. affiliate.

LIST OF ALL U.S. CORPORATIONS FULLY CONSOLIDATED INTO THE REPORTING U.S. AFFILIATE

Name of U.S. affiliate as shown in item 1, Part I of BE-15

Supplement A - List of all U.S. Corporations fully consolidated into the reporting U.S. Affiliate, must be completed by a reporting affiliate which consolidates financial and operating data of any other U.S. affiliate(s). The number of U.S. affiliates listed below must agree with item 11, Part I of BE-15. Continue listing onto as many additional copied pages as necessary.

Employer Identification Number as shown in Item 2, Part I of BE-15 4146

BEA USE ONLY (1)	Name of Each U.S. affiliate consolidated (as represented in item 11, Part I) (2)	Employer Identification Number used by U.S. affiliate listed in Column 2 to file income and payroll taxes (3)	Name of U.S. affiliate which holds the direct equity interest in the U.S. affiliate listed in Column 2 (4)	Percentage of Direct ownership which the U.S. Affiliate listed in Column 4 has in the U.S. Affiliate listed in Column 2. (Enter percentage to nearest tenth.) (5)
4147		-		. %
4148		-		. %
4149		-		. %
4150		-		. %
4151		-		. %
4152		-		. %
4153		-		. %
4154		-		. %
4155		-		. %
4156		-		. %
4157		-		. %
4158		-		. %
4159		-		. %
4160		-		. %
4161		-		. %
4162		-		. %
4163		-		. %
4164		-		. %
4165		-		. %
4166		-		. %
4167		-		. %
4168		-		. %

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 (1)	Name of each U.S. Affiliate consolidated (as represented in item 11, Part 1) (2)	Employer Identification Number used by U.S. Affiliate listed in Column 2 to file income and payroll taxes (3)	Name of U.S. Affiliate which holds the direct equity interest in the U.S. Affiliate listed in Column 2 (4)	Percentage of Direct Ownership which the U.S. Affiliate listed in Column 4 has in the U.S. Affiliate listed in Column 2. (Enter percentage to nearest tenth) (5)
4169				. %
4170				. %
4171				. %
4172				. %
4173				. %
4174				. %
4175				. %
4176				. %
4177				. %
4178				. %
4179				. %
4180				. %
4181				. %
4182				. %
4183				. %
4184				. %
4185				. %
4186				. %
4187				. %
4188				. %
4189				. %
4190				. %
4191				. %
4192				. %

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LIST OF ALL U.S. AFFILIATES IN WHICH THE REPORTING AFFILIATE (AS CONSOLIDATED) HAS A DIRECT EQUITY INTEREST BUT WHICH ARE NOT FULLY CONSOLIDATED

Name of U.S. Affiliate as shown in Item 1, Part I of BE-15

Supplement B - List of all U.S. Affiliates in which the reporting Affiliate (as consolidated) has a direct equity interest but which are not fully consolidated must be completed by a reporting affiliate which files a BE-15 and has a direct ownership interest in a U.S. affiliate(s) which is (are) not fully consolidated. The number of U.S. affiliates listed below must agree with item 12, Part I, of BE-15. Continue listing onto as many additional copied pages as necessary.

Employer Identification number as shown in Item 2, Part I of BE-15 → 5193

BEA USE ONLY (1)	Name of each U.S. Affiliate in which a direct interest is held but which is not listed in Supplement A (2)	Address of each U.S. Affiliate listed in Column 2, Give number, street, city, State, and ZIP Code (3)	Employer identification Number used by U.S. Affiliate listed in Column 2 to file income and payroll taxes (4)	Percentage of direct ownership in the U.S. Affiliate listed in Column 2 held by the Reporting Affiliate named in Item 1, Part I of BE-15. (Enter percentage to nearest tenth) (5)
5194			-	. %
5195			-	. %
5196			-	. %
5197			-	. %
5198			-	. %
5199			-	. %
5200			-	. %
5201			-	. %
5202			-	. %
5203			-	. %
5204			-	. %
5205			-	. %
5206			-	. %
5207			-	. %
5208			-	. %
5209			-	. %
5210			-	. %
5211			-	. %
5212			-	. %
5213			-	. %
5214			-	. %
5215			-	. %

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BEA USE ONLY (1)	Name of each U.S. Affiliate in which a direct interest is held but which is not listed in Supplement A (2)	Address of each U.S. Affiliate listed in Column 2. Give number, street, city, State, and ZIP Code (3)	Employer Identification Number used by U.S. Affiliate listed in Column 2 to file income and payroll taxes (4)	Percentage of direct ownership in the U.S. Affiliate listed in Column 2 held by the reporting affiliate named in Item 1, Part I of BE-15. (Enter percentage to nearest tenth.) (5)
5216			-	. %
5217			-	. %
5218			-	. %
5219			-	. %
5220			-	. %
5221			-	. %
5222			-	. %
5223			-	. %
5224			-	. %
5225			-	. %
5226			-	. %
5227			-	. %
5228			-	. %
5229			-	. %
5230			-	. %
5231			-	. %
5232			-	. %
5233			-	. %
5234			-	. %
5235			-	. %
5236			-	. %
5237			-	. %
5238			-	. %
5239			-	. %

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**INTERIM SURVEY  
OF  
FOREIGN DIRECT INVESTMENT IN THE U.S.  
1977**

**INSTRUCTIONS**

**Purpose** — Reports on this form are required in order to update the data reported in the benchmark Survey of Foreign Direct Investment in the United States — 1974 on the operations of foreign owned U.S. business enterprises, except banks.

**Authority** — Reports on Form BE-15 are mandatory under Section 5(b) (2) of the International Investment Survey Act of 1976 (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3104 — hereinafter "the Act"). In Section 3 of Executive Order 11961, the President designated the Department of Commerce as the federal agency responsible for collecting the required data on direct investment, and the Secretary of Commerce has assigned this responsibility to the Bureau of Economic Analysis. The implementing regulations are contained in Title 15, CFR, Part 806.

This report has been approved by the Office of Management and Budget under the Federal Reports Act (Public Law No. 831, 77th Congress).

**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 violation, upon conviction, may be punished by a like fine, imprisonment, or both. (See Section 6 of the Act, 22 U.S.C. 3105.)

**Confidentiality** — The information filed in this report may be used only for analytical and statistical purposes and access to the information shall be available only to officials and employees (including consultants and contractors and their employees) of agencies designated by the President to perform functions under the Act. The President may authorize the exchange of the information between agencies or officials designated to perform functions under the Act, but only for analytical and statistical purposes. No official or employee (including consultants and contractors and their employees) shall publish or make available any information collected under the Act in such a manner that the person to whom the information relates can be specifically identified. Reports and copies of reports prepared pursuant to the Act are confidential and their submission or disclosure shall not be compelled by any person without the prior written permission of the person filing the report and the customer of such person where the information supplied is identifiable as being derived from the records of such customer (22 U.S.C. 3104).

**I. DEFINITIONS**

- A. **United States**, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, the Canal Zone, and all territories and possessions of the United States.
- B. **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.
- C. **Person** means any individual, branch, partnership, 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).
- D. **Foreign person** means any person resident outside the United States or subject to the jurisdiction of a country other than the United States.
- E. **Direct investment** means the ownership or control, directly or indirectly, by one person of 10 per centum or more of the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise.
- F. **Foreign direct investment in the United States** means the ownership or control, directly or indirectly, by one foreign person of 10 per centum or more of the voting securities of an incorporated U.S. business enterprise or an equivalent interest in an unincorporated U.S. business enterprise, including a branch.
- G. **Branch** means the operations or activities conducted by a person in a different location in its own name rather than through an incorporated entity.
- H. **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.
- I. **U.S. affiliate** means an affiliate located in the United States in which a foreign person has a direct investment.
- J. **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.
- K. **Affiliated foreign group** means (i) the foreign parent, (ii) any foreign person, proceeding up the foreign parent 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.
- L. **Foreign affiliate of foreign parent** means, with reference to a given U.S. affiliate, any member of the affiliated foreign group owning the affiliate that is not a foreign parent of the affiliate.
- M. **U.S. corporation** means a business enterprise incorporated in the United States.
- N. **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.
- O. **Lease** is a contract by which one person gives another person the use and possession of tangible property (other than real estate) for a specified time in return for agreed-upon payments.
- P. **Banking** includes business enterprises engaged in deposit banking, Edge Act corporations engaged in international or foreign banking, U.S. branches and agencies of foreign banks whether or not they accept domestic deposits, and bank holding companies, i.e., holding companies for which over 50 percent of their total income is from banks which they hold.

## II. GENERAL INSTRUCTIONS

- A. Who must report** — Reports on Form BE-15 are required for each U.S. business enterprise, except a bank, in which a foreign person owned or controlled, directly or indirectly, 10 percent or more of the voting securities if an incorporated U.S. business enterprise, or an equivalent interest if an unincorporated U.S. business enterprise, at anytime during the year ending December 31, 1977. Reports are required even though the U.S. business enterprise may have been established, acquired, liquidated, sold, or inactivated during the reporting period.
- B. Consolidated reporting by U.S. affiliates** — A U.S. affiliate shall file on a fully consolidated basis, including in the consolidation all other U.S. affiliates in which it directly or indirectly owns more than 50 per cent of the outstanding voting stock. (Foreign subsidiaries of the U.S. affiliate are not to be included in the consolidation, except as provided below under the equity method of accounting.) However, separate reports may be filed where a given U.S. affiliate is not normally fully consolidated due to unrelated operations or lack of control, provided written permission has been requested from and granted by BEA. Hereinafter the fully consolidated entity is considered to be one U.S. affiliate.
- A U.S. affiliate which is not fully consolidated into its U.S. parent's report and so noted on Supplement B must file its own Form BE-15.
- C. Equity method of accounting** — Investments by the U.S. affiliate in business enterprises not fully consolidated and which are 20 percent or more owned shall be accounted for following the equity method of accounting. However, for investments in foreign affiliates, inter-company items are not to be eliminated.
- D. Reporting by unincorporated U.S. affiliates** — A Form BE-15 shall be filed for each unincorporated U.S. affiliate, except a bank, but including a branch, which is directly owned 10 percent or more by a foreign person. Two or more such U.S. affiliates may not be combined on a single Form BE-15.
- E. Exemption** — A U.S. affiliate as consolidated, is not required to file a report if:
- (a) Each of the following three items for the U.S. affiliate (not the foreign parent's share) was between -\$5 million and +\$5 million during the reporting period:
    - (1) Total assets,
    - (2) Net sales or gross operating revenues, excluding sales taxes, and
    - (3) Net income after provision for U.S. income taxes;
  - and
  - (b) The U.S. affiliate did not own 200 acres or more of U.S. land during the reporting period (if the U.S. affiliate owned 200 acres or more of U.S. land, it must report regardless of the value of the three items listed above);
  - or
  - (c) The U.S. affiliate is a bank, i.e., a business enterprise in which over 50 percent of its total revenues are generated by activities classified in industry code 600.
- F. Reporting period** — Reports should be submitted on a calendar year basis for the year ending December 31, 1977. If the estimation of annual data based upon interim reports is necessary in order to present the data on or closely relating to a calendar year basis, such estimates are acceptable. If it would cause an undue burden on a company to provide data on a calendar year basis, a report may be submitted concerning a year ending between November 16, 1977 and February 15, 1978, inclusive, the actual date coinciding with the actual ending date of a fiscal year or a fiscal quarter within that period.
- G. Special instructions for U.S. affiliates that are insurance companies** — When there is a difference, the Financial Schedules in Part II of this form are to be prepared on the same basis as an annual report to the stockholders, rather than on the basis of an annual statement to an insurance department. Valuation should be according to normal commercial accounting procedures, not at the rates promulgated by the National Association of Insurance Commissioners. Include assets not acceptable for the annual statement to an insurance department.

### Item

- 14 Trade accounts and notes receivable** — Include current items such as agents' balances or uncollected premiums, amounts recoverable from reinsurers, and other current notes and accounts receivable (net of allowances for doubtful items) arising from the ordinary course of business.
- 22 Trade accounts and notes payable** — Include current items such as loss liabilities, policy claims, commissions due, and other current liabilities arising from the ordinary course of business. Policy reserves are to be included in "Other non-current liabilities," item 25, unless they are clearly current liabilities.
- 29 Net sales or gross operating revenues, excluding sales taxes** — Include items such as earned premiums, and annuity considerations, gross investment income, and items of a similar nature. Exclude income from foreign affiliates that is to be reported in item 32.
- 30 Costs and expenses relating to operations** — Include costs relating to net sales or gross operating revenues, item 29, such as policy losses incurred, death benefits, matured endowments, other policy benefits, increases in liabilities for future policy benefits, other underwriting expenses, and investment expenses.

## III. ACCOUNTING METHODS AND REPORTING PROCEDURES

- A. Accounting methods and records** — Generally accepted U.S. accounting principles should be followed. Corporations should generally use the same methods and records that are used to generate reports to stockholders except where the instructions indicate a variance.
- B. Annual stockholder's report** — Business enterprises issuing annual reports to stockholders are requested to furnish a copy of their annual reports to this Bureau.
- C. Estimates** — If actual figures are not available, estimates should be supplied and labeled as such. When a data item cannot be fully subdivided as required, a total and an estimated breakdown of the total should be supplied.
- D. Space on form insufficient** — When space on a form is insufficient to permit a full answer to any item, the required information should be submitted on supplementary sheets, appropriately labeled and referenced to the item number and the form.

## IV. FILING REPORT

- A. Due date** – Form BE-15 is an annual report and shall be due no later than January 31, 1979.
- B. Extension** – Requests for an extension of the reporting deadline will not normally be granted. However, in a hardship case, a written request for an extension will be considered provided it is received at least 15 days prior to the due date of the report and enumerates substantive reasons necessitating the extension. BEA will provide a written response to such requests.
- C. Assistance** – If there are any questions concerning the report, telephone (202) 523-0547 for assistance.
- D. Number of copies** – A single original copy of each form or supplement shall be filed with the Bureau of Economic Analysis. For Form BE-15, this should be the copy with the address label if such a labeled copy has been provided. In addition, each U.S. affiliate must retain a copy of its report to facilitate resolution of any problems which may arise covering the data reported. (Both copies are protected by law; see statement on confidentiality in the Introduction.) File copies should be retained for 3 years after the date on which an annual report is due.
- E. Where to send report** – Return the report to U.S. Department of Commerce, Bureau of Economic Analysis, BE-50(IN), Washington, D.C. 20230.

## V. INSTRUCTIONS FOR SPECIFIC PARTS OF THE REPORT FORM

### 1. Employment and Employee Compensation (Part II, Section D)

Employment and employee compensation data should be based on payroll records for the reporting period. They should relate, therefore, to activities during the reporting period regardless of whether the costs of such activities were charged as an expense on the income statement, charged to inventories, or capitalized. Do not include data related to activities taking place in periods prior to the reporting period.

**A. Employment** – Employment is the average number of employees for the reporting period, including part-time employees but excluding home workers and independent sales personnel who are not employees. If possible, the average should be the average for the year of the number of persons on the payroll at the end of each payroll period, month, or quarter. If precise figures are not available, give your best estimate of the average number of employees for the reporting period. Employment at the end of the reporting period may be used as an estimate of average employment only if employment throughout the reporting period did not vary significantly due to seasonal operations, a strike, temporary shut-downs, etc. This definition of employment applies both to total employment and to its subdivisions, which are given below.

**1. Production and related workers** – Those employees most directly connected with carrying out the activities of the business being reported, up to and including working foremen, but excluding other supervisory employees. For mining, manufacturing, and agriculture, they are those involved in the physical production of goods, handling and storage of goods, related services (e.g., maintenance and repair), and auxiliary production for plant's own use (e.g., power plant); in the trade and service industries, they are the nonsupervisory employees engaged in selling, distributing, or performing a service; and in the construction industry, they are the working foremen, journeymen, mechanics, apprentices, laborers, etc., whether at the construction site or in shops or yards.

**2. Non-production workers** – Those employees who are not production and related workers.

**B. Employee compensation** – Include all employer expenditures for the compensation of employees. Employee compensation is the sum of wages and salaries and employee benefit plans.

**1. Wage and salaries** – The gross earnings of all employees before deduction of employees' payroll withholding tax, social insurance contributions, group insurance premiums, union dues, etc. Include basic time and piece-rate payments, cost of living adjustments, overtime pay and shift differentials, regularly paid bonuses, premiums, personal allowances, summer and yearend bonuses, profit-sharing bonuses and deferred profit-sharing allocations, and commissions. Exclude commissions paid to independent sales personnel and piece-rate payments made to home workers who are not employees. For incorporated business enterprises, include salaries of officers; for unincorporated business enterprises, exclude payments to proprietors or partners.

Also include in wages and salaries any other direct payments by employers to employees, such as those for holiday and vacation pay, paid sick leave, severance pay, etc. Do not include any such payments if made by benefit funds rather than by the employer. (Employer contributions to benefit funds are included in "employee benefit plans" as discussed below.) Also include any wages and salaries paid in kind, valued at the cost to the employer.

**2. Employee benefit plans** – Employer expenditures for all employee benefit plans, including those required by government statute, those resulting from a collective-bargaining contract, or those that are voluntary. Employee benefit plans include retirement plans, life and disability insurance, guaranteed sick pay programs, workers' compensation insurance, medical insurance, family allowances, unemployment insurance, severance funds, etc. If plans are financed jointly by the employer and the employee, only the contributions of the employer should be included (The contributions of employees are included in wages and salaries.)

**C. Hours worked by production and related workers** – Report total number of hours worked during the reporting period by production and related workers included in item 48, column 2. Include stand-by or reporting time; exclude hours paid for holidays, vacations, sick leave, or other paid leave.

## V. INSTRUCTIONS FOR SPECIFIC PARTS OF THE REPORT FORM (Continued)

### 2. U.S. Exports and Imports (Part II, Section F)

The section of the report form on U.S. export and import trade between U.S. affiliates and foreigners attempts to obtain data on a "shipped" basis, i.e., on the basis of when, where, and to (or by) whom the goods were shipped. This is the basis used in compiling official U.S. trade statistics to which the data will be compared.

**A. Definition of U.S. exports and imports** – U.S. exports and imports refer to physical movements of goods, to include capital goods to be used in the business, between the customs area of the United States and the customs area of a foreign country. For purposes of this report, consigned goods that are shipped during the period must be included in the trade figures even though not normally recorded as sales or purchases, or entered into inter-company accounts when initially consigned.

**B. Timing** – Only goods actually shipped between the United States and a foreign country in calendar year 1977 should be included, regardless of when the goods were charged or consigned. For example, goods shipped by the U.S. affiliate to a foreign parent in 1977 that were charged or consigned to the foreign parent in 1978 should be included, but goods shipped to a foreigner in 1976 that were charged or consigned to the foreigner in 1977 should be excluded.

(Note: Goods shipped by an independent carrier or a freight forwarder at the expense of an entity are shipments by that entity.)

**C. Valuation of exports** – U.S. exports should be valued f.a.s. at the U.S. port of exportation. This includes all costs incurred up to the point of loading the goods aboard the export carrier at the U.S. port of exportation, including the selling price at the interior point of shipment (or cost if not sold), packaging costs, and inland freight and insurance. It excludes all subsequent costs, such as loading costs, foreign import duties, and freight and insurance from the U.S. port of exportation to the foreign port of entry.

**D. Valuation of imports** – U.S. imports should be valued at the actual contract price agreed upon between buyer and seller, adjusted to an f.a.s. foreign-port-of-exportation basis. This includes all costs incurred up to the point of loading the goods aboard the export carrier at the foreign port of exportation, including the selling price at the interior point of shipment (or cost if not sold), packaging costs, and inland freight and insurance. It excludes all subsequent costs, such as loading costs, U.S. import duties, and freight and insurance from the foreign port of exportation to the U.S. port of entry.

DO NOT RETURN INSTRUCTION PAGES WITH THE FORM