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U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAU

FORM
SA-**52393A**

DUE DATE

# 2000 SERVICE ANNUAL SURVEY

## Investment Advice

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NOTICE — Your report to the Census Bureau is confidential by law (Title 13, U.S. Code). It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

RETURN COMPLETED FORM TO

U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47132-0001

Any questions call
1-800-772-7851 weekdays,
8:30 a.m. to 5:00 p.m. EST

*(Please correct any error in name, address, or ZIP Code)*

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, U.S. Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the Census Bureau.

**Item 1** SURVEY COVERAGE

This report covers all domestic locations operated by your company and its subsidiaries primarily engaged in providing customized investment advice to clients on a fee basis, but do not have the authority to execute trades. Locations also provide financial planning advice and investment counseling to meet the goals and needs of specific clients.

Does the above coverage describe this firm's business activity?

0001
1 ☐ Yes – *Continue with Item 3*
2 ☐ No – *Specify your business activity and continue with Item 3*

0002

**Item 2** NOT APPLICABLE TO THIS FORM

**Item 3** REPORT PERIOD

*Mark (X) the one box which best describes the period covered by your report.*

If the data reported are for a period other than the "calendar year," please enter the beginning and ending dates.

0006
1 ☐ Calendar year – *Go to Item 4A*
2 ☐ Fiscal year
3 ☐ Less than 12 months

| | 2000 | | |
|---|---|---|---|
| | Month | Day | Year |
| From 0007 | | | |
| To 0008 | | | |

## Item 4A SOURCES OF REVENUE

An estimate is acceptable if a book figure is not available.

Include interest, dividends, royalties, net realized capital gains (losses); commissions and fees from all sources, including fees earned from exchanging currencies, selling money orders, and cashing checks; and net gains (losses) from the sale of real estate property owned by a firm for investment, rent, or lease (NOT gross sales). Report sources of revenue for this company as whole dollar figures. Do not combine data for two or more lines.

| | Key code | 2000 Bil. | Mil. | Thou. | Dol. |
|---|---|---|---|---|---|
| 1. Commissions from the sale of securities (including investment company securities) and commodities | 500 | | | | |
| 2. Net gains (losses) in trading accounts in securities and commodities: | | | | | |
| a. Net interest income from trading accounts in securities | 501 | | | | |
| b. Net gains (losses) from trading accounts in securities | 502 | | | | |
| c. Net gains (losses) in trading accounts in commodities | 503 | | | | |
| 3. Net gains (losses) from underwriting and selling groups of securities: | | | | | |
| a. MBS, CMO, and REMIC transactions | 504 | | | | |
| b. All other securities transactions | 505 | | | | |
| 4. Net gains (losses) on investment accounts (Note: Report interest income from investment accounts on line 6) | 506 | | | | |
| 5. Dividend income | 507 | | | | |
| 6. Margin interest and other interest income, including REPO | 508 | | | | |
| 7. Other investment income (net); (e.g., income from partnership(s), loans, notes, mortgages, equipment and facilities, goodwill [net of accumulated amortization], real estate, and other assets). | 509 | | | | |
| 8. Asset/portfolio management fees, 12b-1 fees, including investment advisory fees where investment decisions are made for clients; fees from investment consulting and advice (no investment management for clients); merger/acquisition fees; private placement fees; etc. Report other consulting and advice on line 9. | 510 | | | | |
| 9. Other revenue including income from fiduciary (trust, custody, and escrow) activities, royalties, insurance and annuity commissions, and any other revenue source(s) — *If other revenue is greater than 20% of total revenue, please specify* 1001 | 511 | | | | |
| 10. Total Revenue | 002 | | | | |

## Item 4B EXPORTED SERVICES

An estimate is acceptable if a book figure is not available.

**Note —** An exported service is a service performed for a customer or client (individual, government, business establishment, etc.) located outside the United States (i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.) are included. Exclude services provided to domestic subsidiaries of foreign firms.

| | | Key code | 2000 Bil. | Mil. | Thou. | Dol. |
|---|---|---|---|---|---|---|
| Did the total revenue reported in item 4A include any amounts received for exported services or products? | 0009 1 ☐ Yes → | 004 | | | | |
| | 2 ☐ No | | | | | |

## Item 4C E-COMMERCE RECEIPTS/REVENUE

E-commerce includes sales, commissions, rents, or fees collected from any transaction completed over an Internet, extranet, EDI network, electronic mail or other online system. Transactions are agreements between buyers and sellers to transfer ownership of, or rights to use, goods or services. Payment for these goods and services may or may not be made online. Please see the instruction sheet for further clarification before completing this item.

An estimate is acceptable if a book figure is not available.

1. Did your firm have e-commerce receipts/revenue during 2000?

0011 1 ☐ Yes — *Enter the date your firm began e-commerce sales.* →

2 ☐ No — *Continue to Item 5.*

| 0010 Month (i.e., June=06) | Year (i.e., 2000=00) |
|---|---|
| | |

| | Key code | 2000 Bil. | Mil. | Thou. | Dol. |
|---|---|---|---|---|---|
| 2. What were your firm's e-commerce receipts/revenue for 2000? (Include e-commerce receipts/revenue in Item 4A. Exclude sales taxes.) → | 005 | | | | |

**Item 5** NUMBER OF LOCATIONS

Enter the total number of service locations covered by this report as of December 31, 2000. →

2000 Number: 0012

**Item 6** OWNERSHIP OR CONTROL

a. Does another firm own more than 50 percent of the voting stock or have the power to control the management and policies of this company?

0013 1 ☐ Yes → 2 ☐ No

0014 Name of owning or controlling company

Number and street

City, State, and ZIP Code

0015 EIN → ___ – ___

b. Did this firm acquire or merge with another company during 2000?

0016 1 ☐ Yes → 2 ☐ No

0017 Name of company acquired or merged with

Number and street

City, State, and ZIP Code

Date of merger or acquisition → 0018 Month Year

0019 EIN → ___ – ___

**Item 7** REMARKS – *Please use this space for any explanations that may be helpful in understanding your reported data. For any separate correspondence pertaining to this report, please include the IDENTIFICATION number shown in the address label area or at the top of the page.*

0027

Public reporting burden for this collection of information is estimated to average 1.5 hours per response, including the 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 or any other aspect of this collection of information, including suggestions for reducing this burden, to: Associate Director for Finance and Administration; Attn: Paperwork Reduction Project; U.S. Census Bureau; Room 3104, FB 3; Washington, DC 20233-0001. PLEASE INCLUDE FORM NAME AND NUMBER IN ALL CORRESPONDENCE. Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget. This 8-digit number appears in the top right corner on the front of this form.

**Item 8** CERTIFICATION – This report is substantially accurate and has been prepared in accordance with instructions.

0020 Name of person completing this report – *Please print*

0021 Address *(Number and street, city, State, ZIP Code)*

0022 Telephone: Area code | Number | Extension

Signature of authorized person

0023 Fax: Area code | Number | Extension

0024 Title

0025 Date

0026 E-mail address

*Please return the completed form in the enclosed envelope.*
*If you prefer, you may fax the completed form to 1–800–447–4613.*

SA-F(I)
(1-4-2001)

U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAU

# SERVICE ANNUAL SURVEY

## SECURITIES, COMMODITY CONTRACTS, AND OTHER FINANCIAL INVESTMENTS

### GENERAL INSTRUCTIONS

Your report should be completed and returned in the preaddressed envelope provided on or before the due date. If the report does not appear to apply to your kind of business or activity, describe your business or activity in Item 1 and complete the remainder of the form as accurately as possible.

If filing within the required time frame will cause an undue burden and you would like an extension, or if you have any questions, please write to the

U.S. Census Bureau
1201 East 10th Street
Jeffersonville, IN 47132-0001

or call our Census Bureau representative in Jeffersonville, Indiana at 1–800–772–7851, weekdays from 8:30 a.m. to 5:00 p.m., eastern time.

Always include your identification number, located in the address label, in any correspondence.

IF BOOK FIGURES ARE NOT AVAILABLE, ESTIMATES ARE ACCEPTABLE.

Please read all instructions before making your entries.

Report data for the calendar year specified. If calendar year records are not available, we will accept fiscal year data. Please note, however, that we prefer estimates for the calendar year to book figures covering a different time period. Report all values in dollars (omit cents). Enter "0" in items where appropriate. Please do not combine data for two or more revenue lines.

For location(s) sold or acquired during the year specified, report only for the period that the location(s) were operated by this firm.

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### SPECIFIC INSTRUCTIONS

All Firms

Revenue

Report revenue for all services rendered and any sales of merchandise for the calendar year specified, even though payment may have been received at a later date. Firms operating on a commission basis should report commissions, fees, and other operating income, not gross billings or sales.

*Include –*

- Total value of service contracts.
- Amounts received for work subcontracted to others.
- Market value of compensation in lieu of cash.
- Revenue from services performed by domestic locations for FOREIGN parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- Income from investments, sales of company-owned real estate (land and building) or other assets, (except inventory held for resale), securities, gifts, loans, contributions, royalties or grants.
- Interest earned from sales, rent or lease under capital, finance, or full-payout leases.
- Net realized gains as well as (losses) within specified area(s) of activity.

*Exclude –*

- Taxes (sales, amusement, occupancy, use, or other) collected directly from customers or clients and paid directly to a local, State, or Federal tax agency.
- Revenue from a domestic parent organization, or from franchise locations owned by others and any franchise or license fees.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. Possessions).
- Revenue from the sale of used equipment.

# SERVICE ANNUAL SURVEY
## SECURITIES, COMMODITY CONTRACTS, AND OTHER FINANCIAL INVESTMENTS
### SPECIFIC INSTRUCTIONS – Continued

### E-commerce Revenue

(In the following instructions, online refers to any transaction completed over an Internet, extranet, EDI network, electronic mail or other online system.)

*Include* –

- Revenue from online orders for goods or services placed by a buyer.
- Revenue from online services provided where charges are based on the usage of those services (e.g., commissions or fees from use of computerized reservation systems, financial transaction processing systems, etc.)
- Commissions or fees from the trading of securities or the sale of other financial products online (e.g., insurance, loans, etc.).
- Commissions or fees from selling or from facilitating the sale of third party products (e.g., click-through including referral fees) through your company's Web site.
- Revenue from orders or contracts negotiated online with a buyer and seller on the price and terms for transferring ownership or the rights to use goods or services.
- Revenue from telephone transactions using interactive voice response systems.

*Exclude* – revenue from:

- Online billings where the order or contract was not negotiated online.
- Delivery of services online where the order or contract was not negotiated online.
- Provision of telecommunications and related infrastructure systems (e.g., data transfer, Web hosting, Internet access) where the order or contract for such services was not negotiated online.
- Orders for goods or services placed by facsimile machine or over switched telephone network.