2005 Annual Services Report
Service Annual Survey

Investment Advice

FORM
SA-52393E

REPORT DUE

Any questions call 1–800–772–7851
M–F, 8:30 a.m. to 5:00 p.m. EST.

Please correct any error in the 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.

YOUR RESPONSE IS CONFIDENTIAL BY LAW
Title 13, U.S. Code, requires that your response may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

YOUR RESPONSE IS IMPORTANT
The services industries account for nearly 70 percent of all economic activity. We conduct this survey to obtain timely, comprehensive and consistent measures needed by policy-makers, businesses, and the public to accurately assess domestic economic performance.
Annual Services Report

- This report should be completed and returned on or before the due date in the preaddressed envelope provided.
- 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:
  
  U.S. CENSUS BUREAU  
  1201 East 10th Street  
  Jeffersonville, IN 47132-0001

  or call a Census Bureau Representative at 1–800–772–7851, weekdays from 8:30 a.m. to 5:00 p.m., eastern standard time.

1 Report Coverage

This report covers all domestic locations that report payroll for the Federal Employer Identification Number (EIN) shown in the address label 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.

2 Federal Employer Identification Number (EIN)

Is the Federal Employer Identification Number (EIN) the same as was reported on the firm's latest Employer's Quarterly Federal Tax Return (IRS Form 941)?

- Yes – Go to 2
- No – Enter the current EIN. . .

3 Report Periods

What periods of time will this data represent?

- Report data for the 2005 and 2004 calendar years if possible.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.

- 2005 and 2004 calendar years – Go to 3
- Other than calendar years – Enter the periods this report will cover. . . (e.g., fiscal years, periods with less than a full calendar year).
4 Operating Revenue

Report the total operating revenue for this firm’s locations defined in 1 for the following categories.

- Enter "0" where applicable.
- Estimates are acceptable.

Exclude:
- Transfers made within the company.

1. Financial Planning and Investment Management Products

a. Financial planning and investment management services for individuals – Financial planning, advisory, and investment management services for private individuals. Exclude corresponding services for trust accounts, report in line 3. 

b. Financial planning and investment management services for businesses – Providing financial planning, advisory, and investment management services for businesses.

c. Financial planning and investment management services for governments – Providing financial planning, advisory, and investment management services for governments.

2. Brokering and dealing products – equities – Brokering and dealing in debt instruments (e.g., bills, bonds, notes, CDs, Guaranteed Investment Contracts (GICs), commercial paper, bankers acceptances, and all other debt instrument products).

3. Trust products – Trust products involve one party establishing a fiduciary relationship with a second party, such that the second party manages property for the benefit of either the first party or others.

4. All other operating revenue – Revenue not reported in lines 1–3. If this item is greater than 20% of the total operating revenue, specify the primary source of the revenue here.

5. TOTAL OPERATING REVENUE – Sum of lines 1–4.

5 Source of Brokering and Dealing Equity Revenue

Report the percent of revenue derived from fees and commissions, interest income from trading accounts (including margin interest), and net gains in trading accounts for brokering and dealing equity products reported in 4 line 2.

- Enter "0" where applicable.
- Estimates are acceptable.

<table>
<thead>
<tr>
<th>Source of Brokering and Dealing Equity Revenue</th>
<th>2005</th>
<th>2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Fees and commissions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Interest income from trading accounts (including margin interest)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Net gains in trading accounts</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

100% 100%
### 6 Operating Expenses

Report operating expenses for this firm’s locations as defined in [1] for the following categories.

- Enter "0" where applicable.
- Estimates are acceptable.

**Exclude:**
- Transfers made within the company
- Capitalized expenses
- Interest
- Bad debt
- Impairment
- Income tax

#### Personnel Costs

1. **Gross annual payroll** – Total annual Medicare salaries and wages for all employees as reported on your firm’s IRS Form 941, Employer’s Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1821</td>
<td></td>
</tr>
</tbody>
</table>

2. **Employer’s cost for fringe benefits** – Employer’s cost for legally required programs and programs not required by law. Include insurance premiums for hospital plans, medical plans, and single service plans (e.g., dental, vision, prescription drugs); premium equivalents for self-insured plans and fees paid to third-party administrators (TPAs); defined benefit pension plans; defined contribution plans (e.g., profit sharing, 401K and stock option plans); and other fringe benefits (e.g., Social Security, workers’ compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Do not include employee contributions.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1822</td>
<td></td>
</tr>
</tbody>
</table>

3. **Temporary staff and leased employee expense** – Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1823</td>
<td></td>
</tr>
</tbody>
</table>

#### Expensed Materials, Parts and Supplies (not for resale)

4. **Expensed equipment** – Expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs and monitors). Report packaged software in line 6. Report leased and rented equipment in line 8.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1824</td>
<td></td>
</tr>
</tbody>
</table>

5. **Expensed purchases of other materials, parts, and supplies** – Materials and supplies used in providing services to others; materials and parts used in repairs; office and janitorial supplies; small tools; containers and other packaging materials; and motor fuels.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1825</td>
<td></td>
</tr>
</tbody>
</table>

#### Expensed Purchased Services

6. **Expensed purchases of software** – Purchases of prepackaged, custom coded, or vendor customized software. Include software developed or customized by others, web-design services and purchases, licensing agreements, upgrades of software; and maintenance fees related to software upgrades and alterations.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1826</td>
<td></td>
</tr>
</tbody>
</table>

7. **Purchased electricity and fuels (except motor fuels)** – If the cost of electricity and heating fuels (e.g., natural gas, propane, oil, coal) are included in lease or rental payments, report in line 8.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1827</td>
<td></td>
</tr>
</tbody>
</table>

8. **Lease and rental payments** – For land, buildings, offices, structures, machinery, equipment, and other tangible items. Include capital and financing lease agreements and licensing/leasing of software.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1828</td>
<td></td>
</tr>
</tbody>
</table>
6 Operating Expenses – (Continued)

Report operating expenses for this firm’s locations as defined in 1 for the following categories.

- Enter "0" where applicable.
- Estimates are acceptable.

Exclude:
- Transfers made within the company
- Capitalized expenses
- Bad debt
- Impairment
- Income tax

Expensed Purchased Services – (Continued)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>expensed repair and maintenance to buildings and integral building components (e.g., elevators, heating and cooling systems), structures, offices, machinery, vehicles, equipment, and computer hardware. Exclude materials, parts, and supplies used for repair and maintenance performed by this firm’s employees. Report janitorial and grounds maintenance services in line 14.</td>
<td>$1829</td>
<td>$</td>
</tr>
</tbody>
</table>

| 10. Purchased advertising and promotional services – Include | 2005 Operating Expenses | 2004 Operating Expenses |
| marketing and public relations services. | $1830 | $ |

Other Operating Expenses

| 11. Depreciation and amortization charges – Include | 2005 Operating Expenses | 2004 Operating Expenses |
| depreciation charges taken against tangible assets owned and used by your firm, tangible assets and improvements owned by your firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment. | $1831 | $ |

| 12. Governmental taxes and license fees – Include | 2005 Operating Expenses | 2004 Operating Expenses |
| Payments to government agencies for taxes and licenses. Include business and property taxes. Exclude income taxes, and sales and excise taxes collected from customers. | $1832 | $ |

| Report non-operating interest expense in line 1 below. | $2110 | $ |

| 14. All other operating expenses – | 2005 Operating Expenses | 2004 Operating Expenses |
| Report all other operating expenses not reported above, unless specifically excluded in the general instructions at the top of the page. Exclude purchases of merchandise for resale and non-operating expenses. | $1899 | $ |

| 15. TOTAL OPERATING EXPENSES – | 2005 Operating Expenses | 2004 Operating Expenses |
| Sum of lines 1–14. | $1900 | $ |

7 Non-operating Interest Expense

Report non-operating interest expense for all this firm’s locations as defined in 1 for the following category.

- Enter "0" where applicable.
- Estimates are acceptable.

Exclude:
- Transfers made within the company
- Capitalized interest

| 1. Non-operating interest expense – | 2005 Non-operating Interest Expense | 2004 Non-operating Interest Expense |
| Non-operating interest expenses incurred in the financing of operations and long lived assets used in continuing operations. | $1857 | $ |
### E-Commerce Revenue

**E-commerce** includes sales and receipts 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.

**Include:**
- Revenue from online orders for goods or services placed by a buyer.
- Commissions or fees from trading of securities or the sale of other financial products online (insurance, loans, etc.).
- Commissions or fees from selling or facilitating the sale of third party products through your company’s website.
- Commissions or fees from use of computerized reservation systems, financial transaction processing systems, etc.
- 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:**
- 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 systems and related infrastructure systems where the order or contract for such services was not negotiated online.
- Orders for goods or services placed by fax or over switched telephone network.
- Online advertising.

<table>
<thead>
<tr>
<th>Did the revenue reported in ☐ include any e-commerce revenue?</th>
<th>2005 E-Commerce Revenue</th>
<th>2004 E-Commerce Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Yes – What was this firm’s e-commerce revenue? . . . . . . .</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>2 No – Go to 9</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Export Revenue

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).

**Include:**
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.
- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

**Exclude:**
- Services provided to domestic subsidiaries of foreign firms.

<table>
<thead>
<tr>
<th>Did the revenue reported in ☐ include any revenue from exports?</th>
<th>2005 Export Revenue</th>
<th>2004 Export Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Yes – What was this firm’s revenue from exports? . . . . . . .</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>2 No – Go to 11</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Not Applicable

**Month**

<form asr_ef_05 (10-12-2005)
11 Ownership or Control
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?

1 Yes – Provide this firm’s information.
2 No – Go to 12

0014 Name of owning or controlling company

0015 EIN

Street address

City, State, ZIP Code

12 Acquisitions or Mergers
Did this company acquire or merge with another firm in 2005 or 2004?

1 Yes – Provide the date of the merger or acquisition and the firm’s information.
(for multiple mergers, provide each firm’s information as an attachment to this report)

2 No – Go to 13

0016

0017 Name of company acquired or merged with

0018 Month Year

EIN

Street address

City, State, ZIP Code

13 Remarks – Please provide an explanation for any inconsistent or incomplete data that would aid in understanding this report. For any separate correspondence pertaining to this report, please include the identification number shown in the address label area at the top of the first page.

14 Certification – This report is substantially accurate and has been prepared in accordance with the instructions.

Name of person completing this report – Please print

Title

Date

Address (Street address, City, State, ZIP Code)

Telephone number

Fax number

E-mail address

Return Completed form to:
U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47132-0001

or fax to: 1-800-447-4613

To see aggregate industry results of previous Service Annual Surveys, go to the following website: www.census.gov/econ/www/servmenu.html

Public reporting burden for this collection of information is estimated to average 4.0 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: Paperwork Project 0607-0422, U.S. Census Bureau, 4700 Silver Hill Road, Stop 1500, Washington, DC 20233-1500. You may e-mail comments to Paperwork@census.gov; use “Paperwork Project 0607-0422” as the subject. 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.
2005 Annual Services Report
Instructions for Securities, Commodity Contracts, and Other Financial Investments Firms

General Instructions

- Report data on an accrual basis, except payroll.
- Dollars should be rounded to the nearest dollar.
- If a figure is $1,030,280,456 it should be reported as 1 030 280 456.

Include in revenue:

- Report gross billings, except where noted elsewhere on the form.
- Amounts received for work subcontracted to others.
- Revenue from services performed by domestic locations of 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, or grants.
- Interest earned from financing leases. Interest earned from sales, rent or lease under capital, finance, or full payout. Also include interest, dividends, and royalties.
- Net realized gains as well as (losses) within specified area(s) of activity.

Exclude from revenue:

- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Revenue from customers for carrying or other credit charges.
- 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.

Item Specific Instructions

Item 6 – Operating Expenses

Line 1 – Gross annual payroll

Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans. Exclude the cost of leased employees, employer’s cost for fringe benefits, temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

Line 14 – All other operating expenses

Include travel and entertainment; postage, shipping or delivery services, warehousing, and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.