

2006 Annual Services Report Service Annual Survey

Investment Banking and Securities Dealing

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



FORM

SA-5231T1

137 SAS_F
523110

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 operated by your company and its subsidiaries primarily engaged in underwriting, originating and/or maintaining markets for issues of securities. Investment bankers act as principals (i.e., investors who buy or sell on their own account) in firm commitment transactions or act as agents in best effort and standby commitments. Locations act as principals in buying or selling securities generally on a spread basis, such as securities dealers or stock option dealers. Examples include bond dealing, securities underwriting, and stock option dealing.

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

- 0001 1 Yes – Go to 2
- 2 No – Specify the firm's business activity and complete the report where applicable beginning with 2. →
- 0002

2 Report Periods

What periods of time will this data represent?

- Report data for the 2006 calendar year if possible.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.

- 0006 1 2006 calendar year – Go to 3
- 2 Other than calendar year – Enter the periods this report will cover.
(e.g., fiscal years, periods with less than a full calendar year).

		2006		
		Month	Day	Year
0007	From			
0008	To			

3 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.

		2006 Operating Revenue			
		Bil.	Mil.	Thou.	Dol.
1. Securities origination products – These products assist the issuers of securities (businesses and governments) in creating their securities, and having them distributed to the investing public. The service may involve advising the issuer; purchasing the securities and selling them (underwriting); or acting as an agent in marketing the securities.	2161	\$			
2. Brokering and dealing products – debt instruments – 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).	2162	\$			
3. Brokering and dealing products – equities – Brokering and dealing in equity securities (e.g., common stock, preferred stock, convertible bonds, warrants, industrial corporations, commercial corporations, non-financial services corporations, financial corporations, holding companies, American Depository Receipts, Estate Contribution Certificates, and all other equity products).	2101	\$			
4. Brokering and dealing products – derivative contracts – Brokering and dealing derivative contracts (e.g., forward, swap, option, credit derivative contracts, over-the-counter, on exchanges, or any other derivative contracts).	2102	\$			
5. Brokering and dealing investment company securities – Brokering and dealing investment company securities (e.g., mutual funds, closed-end funds, unit investment trusts).	2163	\$			
6. Repurchase agreements – net gains (losses) – The sale of a security to a counterparty for cash with an agreement to repurchase it at a fixed price on a specified future date. A reverse repurchase agreement is from the perspective of the counterparty to a repurchase agreement, i.e., the purchase of a security from a counterparty for cash with an agreement to sell it at a fixed price on a specified future date.	2164	\$			
7. Trading debt instruments on own account – net gains (losses) – Gains made from buying and selling debt securities, on own account.	2165	\$			
8. Trading equities on own account – net gains (losses) – Gains made from buying and selling equity securities, on own account.	2166	\$			
9. Trading derivative contracts on own account – net gains (losses) – Gains made from buying and selling derivative contracts, on own account.	2103	\$			

3 Operating Revenue – (Continued)

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 this company.

Financial Planning and Investment Management Products

10. Financial planning and investment services for individuals, businesses and governments

2006 Operating Revenue

Bil. Mil. Thou. Dol.

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 4. 2104 \$

b. **Financial planning and investment management services for businesses** – Providing financial planning, advisory, and investment management services for businesses. 2105 \$

c. **Financial planning and investment management services for governments** – Providing financial planning, advisory, and investment management services for governments. 2106 \$

11. All other operating revenue – Revenue not reported in lines 1–10. If this item is greater than 20% of the total operating revenue, specify the primary source of revenue here ↗

1560 1799 \$

12. **TOTAL OPERATING REVENUE** – Sum of lines 1–11. 1800 \$

4 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 revenue reported in 3 line 3.

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

Source of Brokering and Dealing Equity Revenue 2006

1. Fees and commissions 2107 %

2. Interest income from trading accounts (including margin interest) 2108 %

3. Net gains in trading accounts 2109 + %

100%

5 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
- Bad debt
- Impairment
- Income tax

Personnel Costs

2006 Operating Expenses

Bil. Mil. Thou. Dol.

- | | | | | | | |
|---|------|----|--|--|--|--|
| <p>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.</p> | 1821 | \$ | | | | |
| <p>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). Exclude employee contributions.</p> | 1822 | \$ | | | | |
| <p>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.</p> | 1823 | \$ | | | | |

Expensed Materials, Parts and Supplies (not for resale)

- | | | | | | | |
|---|------|----|--|--|--|--|
| <p>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.</p> | 1824 | \$ | | | | |
| <p>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.</p> | 1825 | \$ | | | | |

Expensed Purchased Services

- | | | | | | | |
|--|------|----|--|--|--|--|
| <p>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.</p> | 1826 | \$ | | | | |
| <p>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</p> | 1827 | \$ | | | | |
| <p>8. Lease and rental payments – For land, buildings, offices, structures, machinery, equipment, and other tangible items. Include lease and rental of transportation equipment without operators; and penalties incurred for broken leases. Exclude capital and financing lease agreements and licensing/leasing of software.</p> | 1828 | \$ | | | | |

5 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)

9. Purchased repair and maintenance – Include 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**.

2006 Operating Expenses				
	Bil.	Mil.	Thou.	Dol.
1829				
	\$			

1830				
	\$			

10. Purchased advertising and promotional services – Include marketing and public relations services.

Other Operating Expenses

11. Depreciation and amortization charges – Include 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 – 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				
	\$			

13. Operating interest expense – Report non-operating interest expense in **6** line **1** below.

2110				
	\$			

14. All other 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 – Sum of lines **1–14**.

1900				
	\$			

6 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

2006 Non-operating Interest Expense

	Bil.	Mil.	Thou.	Dol.
1857				
	\$			

1. Non-operating interest expense – Non-operating interest expenses incurred in the financing of operations and long lived assets used in continuing operations.

7 Sales Tax

Were sales taxes or other taxes (i.e. amusement occupancy, use, etc.) collected from customers and forwarded directly to taxing authorities?

- 0032 1 Yes – **What was this firm's sales taxes?**
- 2 No – Go to **8**

2006 Sales Taxes			
Bil.	Mil.	Thou.	Dol.
2200			
\$			

8 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.

Did the revenue reported in **3** include any e-commerce revenue?

- 0011 1 Yes – **What was this firm's e-commerce revenue?**
- 2 No – Go to **9**

2006 E-Commerce Revenue			
Bil.	Mil.	Thou.	Dol.
2000			
\$			

9 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:

- 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.

Did the revenue reported in **3** include any revenue from exports?

- 0009 1 Yes – **What was this firm's revenue from exports?**
- 2 No – Go to **11**

2006 Export Revenue			
Bil.	Mil.	Thou.	Dol.
2100			
\$			

10 Not Applicable

2006 Annual Services Report

Instructions for Securities, Commodity Contracts, and Other Financial Investments Firms

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

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 →

Bil.	Mil.	Thou.	Dol.
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 5 – 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.