

SECTION X: DOMESTIC AND GLOBAL TRANSACTIONS

This section collects information on the business's domestic and global transactions. The section includes trade, business costs, IP, and transactions involving manufacturing activities.

Capital goods: Manufacturing equipment such as machinery, electrical generators, and computers and other durable goods used produce other goods for sale, except transportation equipment. Exclude parts and accessories.

Core production activities: Production of goods and services to be sold in the market, thus generating income for your company. For manufacturing companies, core production typically involves production of physical goods, including digital goods such as downloadable software, music and film. Core activities for service companies include the main service provided by your business such as ICT services, R&D, engineering services, retailing, insurance, consulting, or digital services.

Domestic (or U.S.-located): refers to any of the U.S. 50 states or Washington DC

Exported goods: Value of goods including the value of equipment, supplies, materials, etc. This should equal the amounts reported in the Electronic Export Information (EEI) filed with U.S. Customs and Border Protection plus the cost of transporting the goods to customers located in foreign destinations (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Exported services: An exported service is a service-related product (e.g., service performed, including digital service, license agreement) that is sold or transferred to, or performed for customers (individual, government, business establishment, etc.) located in foreign destinations (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Foreign affiliate: a foreign affiliate is an entity domiciled in a foreign country that is owned at least 10% (based on voting interest) directly or indirectly by the U.S. reporter.

Foreign parent (of U.S.-located business): The first entity outside the United States in an affiliate's ownership chain that has a direct investment interest in the affiliate.

Goods. Physical, produced objects for which a demand exists, over which ownership rights can be established and whose ownership can be transferred from one institutional unit to another by engaging in transactions on markets

Imported goods: The value of goods purchased from customers located in foreign destinations (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions) as indicated in import declarations filed with the U.S. Customs and Border Protection.

Imported services: An imported service is a service-related product (e.g., service performed, including digital service, license agreement) that is purchased from customers located in foreign destinations (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions).

Intellectual property (IP): includes (i) patents, processes, trade secrets; (ii) books, music; (iii) trademarks; (iv) recorded performances and events such as radio and television programs and motion pictures; (v) broadcast and record live performances and events; (vi) general use computer software; (vii) franchise fees; (viii) other.

Majority-owned foreign affiliate or subsidiary: A foreign affiliate in which the combined ownership of all its U.S. parents exceeds 50 percent.

Manufacturing: processing, assembly, labeling, packing and related services on materials and physical components

Operating expenses or costs: Include personnel costs, expensed equipment and materials (parts and supplies not for resale), expensed purchased services, and other operating expenses. EXCLUDE capitalized expenses, interest, income taxes, debt, and impairment.

Research and development (R&D): R&D comprise creative and systematic work undertaken in order to increase the stock of knowledge and to devise new applications of available knowledge.

Services: Services are the result of a production activity that changes the conditions of the consuming units or facilitates the exchange of products or financial assets. They cannot be traded separately from their production. Services can also include some knowledge-capturing products.

Support business functions: Activities that permit or facilitate core activities and are associated with your costs of production. Support business functions may be performed internally or purchased from third parties. These activities include:

- Distribution and logistics
- Marketing, sales/after-sales services (help desks, call centers)
- Administrative and management functions
- Research and development (R&D)
- Information and Communication Technology (ICT) services
- Engineering, design, testing and related technical services

Unaffiliated company or business: entity that is owned less than 10% (based on voting interest) directly or indirectly by your company. Examples: independent contractors and suppliers.

Utility patents: Patents for inventions. Exclude design patents and plant patents. Exclude provisional patent applications.

A. Type of Exporting Activity

1. Did this business export goods or services in 2018? Yes No

If A.1 equals NO, go to Question A.4.

2. What was the dollar amount of this business' export of **goods** from domestic operations in 2018?

\$Bil. Mil. Thou.
_____,000

3. What was the dollar value of the exported goods from domestic operations by type of **goods** in 2018? *Details must sum to total dollar amount of exported goods.*

	\$Bil. Mil. Thou.
A. Capital goods	_____,000
B. Non-capital goods intended for further processing, assembly or manufacturing	_____,000
C. Non-capital goods intended for resale without further processing, assembly or manufacturing	_____,000
Total value of exported goods	_____,000

4. Did this business export any services in 2018? Yes No

If A.4 equals NO, go to Section B.

5. What was the dollar amount of this business' export of **services** from domestic operations in 2018?

\$Bil. Mil. Thou.
_____,000

B. Type of Importing Activity

1. Did this business import goods or services in 2018? Yes No

If B.1 equals NO, go to Question B.4.

2. What was the dollar amount of this business' import of **goods** by domestic operations in 2018?

\$Bil. Mil. Thou.
_____,000

3. What was the dollar value of the imported goods by domestic operations by type of **goods** in 2018? *Details must sum to total dollar amount of imported goods.*

	\$Bil. Mil. Thou.
A. Capital goods	_____,000
B. Non-capital goods intended for further processing, assembly or manufacturing	_____,000
C. Non-capital goods intended for resale without further processing, assembly or manufacturing	_____,000
Total value of imported goods	_____,000

4. Did this business import any services in 2018? Yes No

If B.4 equals NO, go to Section C.

5. What was the dollar amount of this business' imported **services** by domestic operations in 2018?

\$Bil. Mil. Thou.
_____,000

C. Type and Sources of Business Costs

1. What was the dollar amount of this business' domestic operating costs or expenses in 2018?

\$Bil. Mil. Thou.
 _____,000

2. How much of this business' domestic operating costs (item C1) was associated with the following activities? *Details must sum to total dollar amount of operating costs or expenses.*

	\$Bil. Mil. Thou.
a. Core production	_____,000
Support business functions:	
b. Distribution and logistics	_____,000
c. Marketing, sales/after sales services	_____,000
d. Administrative or management functions	_____,000
e. Research and development (R&D)	_____,000
f. Information and Communication Technology (ICT) services	_____,000
g. Engineering and other technical services (includes testing and design)	_____,000
h. Other	_____,000
Total Domestic Operating Costs or Expenses:	_____,000

3. Did any unaffiliated firms located in the U.S. conduct any of the following activities for your business? *Unaffiliated firms include independent contractors and suppliers.*

	Yes	No
a. Core production	<input type="checkbox"/>	<input type="checkbox"/>
Support business functions:		
b. Distribution and logistics	<input type="checkbox"/>	<input type="checkbox"/>
c. Marketing, sales/after sales services	<input type="checkbox"/>	<input type="checkbox"/>
d. Administrative or management functions	<input type="checkbox"/>	<input type="checkbox"/>
e. Research and development (R&D)	<input type="checkbox"/>	<input type="checkbox"/>
f. Information and Communication Technology (ICT) services	<input type="checkbox"/>	<input type="checkbox"/>
g. Engineering and other technical services (includes testing and design)	<input type="checkbox"/>	<input type="checkbox"/>

4. Did any firms located outside the U.S. conduct any of the following activities for your business? *Firms located outside the U.S. may be either independent contractors/suppliers or firms related to your business such as your foreign affiliates, foreign parent company, or companies owned by your foreign parent.*

	Yes	No
a. Core production	<input type="checkbox"/>	<input type="checkbox"/>
Support business functions:		
b. Distribution and logistics	<input type="checkbox"/>	<input type="checkbox"/>
c. Marketing, sales/after sales services	<input type="checkbox"/>	<input type="checkbox"/>
d. Administrative or management functions	<input type="checkbox"/>	<input type="checkbox"/>
e. Research and development (R&D)	<input type="checkbox"/>	<input type="checkbox"/>
f. Information and Communication Technology (ICT) services	<input type="checkbox"/>	<input type="checkbox"/>
g. Engineering and other technical services (includes testing and design)	<input type="checkbox"/>	<input type="checkbox"/>

D. Intellectual Property Transactions

1. Did this business sell or license intellectual property in 2018? Yes No

If D.1 equals NO, go to D.4.

2. Did this business sell or license intellectual property to a firm in a foreign location? Yes No

If D.2 equals NO, go to D.4.

3. Which types of intellectual property were sold or licensed to firms to foreign locations?

- | | Yes | No |
|--|--------------------------|--------------------------|
| a. Utility Patents | <input type="checkbox"/> | <input type="checkbox"/> |
| b. Design Patents | <input type="checkbox"/> | <input type="checkbox"/> |
| c. Trademarks | <input type="checkbox"/> | <input type="checkbox"/> |
| d. Copyrights | <input type="checkbox"/> | <input type="checkbox"/> |
| e. Other (Broadcasts, Performances, Trade Secrets) | <input type="checkbox"/> | <input type="checkbox"/> |

4. Did this business purchase or pay licensing fees for intellectual property in 2018? Yes No

If D.4 equals NO, go to Section E.

5. Did this business purchase or pay licensing fees for intellectual property to a firm in a foreign location in 2018? Yes No

If D.5 equals NO, go to Section E.

6. Which types of intellectual property were purchased or licensed from firms in foreign locations?

	Yes	No
a. Utility Patents	<input type="checkbox"/>	<input type="checkbox"/>
b. Design Patents	<input type="checkbox"/>	<input type="checkbox"/>
c. Trademarks	<input type="checkbox"/>	<input type="checkbox"/>
d. Copyrights	<input type="checkbox"/>	<input type="checkbox"/>
e. Other (Broadcasts, Performances, Trade Secrets)	<input type="checkbox"/>	<input type="checkbox"/>

E. Transactions Involving Manufacturing Activities

1. Did this business manufacture any goods in the U.S. in 2018? Yes No

2. Did this business have any manufacturing tasks (processing, assembly, labeling, packing or related services on materials and physical components) done on its behalf in 2018? Yes No

3. If 'Yes' to question 2, did this business determine the design or provide the specifications for any of the goods that were manufactured on its behalf? Yes No

4. If 'Yes' to question 2, who performed the manufacturing for this business' U.S.-located units or establishments? **Select all that apply.**

- Performed by U.S.-located unaffiliated companies
- Performed by foreign affiliated companies
- Performed by foreign unaffiliated companies

5. Did this business perform any manufacturing on behalf of others in 2018? Yes No

6. If 'Yes' to question 5, did this business determine the design or specifications for any of the goods that were manufactured on others behalf? Yes No

7. If 'Yes' to question 5, please indicate the type of company for whom this business' U.S.-located units or establishments performed manufacturing activities. Select all that apply.

- Performed by U.S.-located unaffiliated companies
- Performed by foreign affiliated companies
- Performed by foreign unaffiliated companies