



2019 BENCHMARK SURVEY OF U.S. DIRECT INVESTMENT ABROAD MANDATORY — CONFIDENTIAL BE-10C (Report for Foreign Affiliate of U.S. Reporter)

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Please include your BEA Identification Number with all requests.

1 Name of U.S. Reporter of foreign affiliate – Same as **1**, Form BE-10A

1001

2 Name of foreign affiliate being reported – Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., Forms BE-11 and BE-577.

1002

IMPORTANT

Instruction Booklet — Contains additional instructions, definitions, and detailed reporting requirements for completing this form.

Who must report — The U.S. Reporter must file Form BE-10C for:

- (1)** each majority-owned foreign affiliate for which total assets; sales or gross operating revenues, excluding sales taxes; **or** net income after provision for foreign income taxes was greater than \$25 million (positive or negative), but for which no one of these items was greater than \$80 million (positive or negative) at the end of, or for, the affiliate's 2019 fiscal year;
- (2)** each minority-owned foreign affiliate for which total assets; sales or gross operating revenues, excluding sales taxes; **or** net income after provision for foreign income taxes was greater than \$25 million (positive or negative) at the end of, or for, the affiliate's 2019 fiscal year; and
- (3)** each foreign affiliate for which no one of the items: total assets; sales or gross operating revenues, excluding sales taxes; **or** net income after provision for foreign income taxes was greater than \$25 million (positive or negative) at the end of, or for, the affiliate's 2019 fiscal year that is a foreign affiliate parent of another foreign affiliate being filed on Forms BE-10B or BE-10C.

NOTE — If the foreign affiliate is exempt from being reported on Form BE-10C, see the reporting requirements for Forms BE-10B and BE-10D. The foreign affiliate must be reported on one of those forms.

Due Date — A complete BE-10 report is due on the following dates:

May 29, 2020 for a U.S. Reporter required to file fewer than 50 Forms BE-10B, BE-10C, and/or BE-10D

June 30, 2020 for a U.S. Reporter required to file 50 or more Forms BE-10B, BE-10C, and/or BE-10D

Translation of foreign currency financial and operating data into U.S. dollars — Use U.S. Generally Accepted Accounting Principles FASB ASC 830 (FAS 52). See **Instruction Booklet, Part IV.B.**

\$ Bil. Mil. Thous. Dols.

Monetary Values — Report in U.S. dollars rounded to thousands (omitting 000).

EXAMPLE – If amount is \$1,334,891.00, report as

1 1 335 000

If an item is between + or – \$500.00, enter "0." Use parenthesis () to indicate negative numbers.

Percentages — Report ownership percentages to a tenth of one percent:

_ 9 8 . 7 %

Part I — Identification of Foreign Affiliate

3 **What is the number of foreign business enterprises consolidated in this report?** — Do not consolidate business enterprises located in different countries or in different 4-digit industries. See the **Instruction Booklet, Part I.B.2.d.(1)**. If your answer to this question is 2 or more, you must complete **Supplement B (page 11)** of this report. If this report is for a single foreign business enterprise, enter "1" in the box.

1003 1

4 **Does this foreign affiliate have a Legal Entity Identifier (LEI)?**

1044 1 **Yes** — Enter the 20-digit LEI of the foreign affiliate.

2

1 2 **No**

Part I — Identification of Foreign Affiliate — Continued

5 Is this foreign affiliate a regional headquarter (RHQ)?

Regional headquarters are separate and independent entities, located in different geographical regions than the corporate headquarters. RHQs have decision-making authority and direct other affiliates in their respective regions.

- 1045 ¹ **1 Yes**
 ¹ **2 No**

6 What is the country of incorporation or organization of this foreign affiliate — Mark (X) one.

- 1006 ¹ **601** Australia ¹ **650** China ¹ **313** Ireland ¹ **319** Netherlands
 ¹ **302** Belgium ¹ **307** France ¹ **314** Italy ¹ **325** Switzerland
 ¹ **202** Brazil ¹ **308** Germany ¹ **614** Japan ¹ **327** United Kingdom
 ¹ **100** Canada ¹ **611** Hong Kong ¹ **213** Mexico ¹ Other — *Specify* _____

7 What is the country of location? — Country in which this foreign affiliate's physical assets are located or where its primary activity is carried out — Mark (X) one.

Note — If the affiliate is engaged in petroleum, shipping, other water transportation, or oil and gas drilling, and has operations spanning more than one country, use country of incorporation for country of location. For example, classify in country of incorporation an oil drilling rig that moves from country to country during the year.

- 1007 ¹ **601** Australia ¹ **650** China ¹ **313** Ireland ¹ **319** Netherlands
 ¹ **302** Belgium ¹ **307** France ¹ **314** Italy ¹ **325** Switzerland
 ¹ **202** Brazil ¹ **308** Germany ¹ **614** Japan ¹ **327** United Kingdom
 ¹ **100** Canada ¹ **611** Hong Kong ¹ **213** Mexico ¹ Other — *Specify* _____

8 What is the city of location? — City in which this foreign affiliate's physical assets are located or where its primary activity is carried out

1042 0 _____

9 What is the ending date of this foreign affiliate's 2019 fiscal year? The foreign affiliate's financial reporting year that has an ending date in calendar year 2019. See *Instruction Booklet, Part II.A.*

1009 1 _____ / _____ / **2019**

Month Day Year

10 Did the foreign business enterprise become a foreign affiliate of the U.S. Reporter during the fiscal year?

1010 ¹ **1 Yes, and this is its initial report** — Affiliate was not previously owned by the U.S. Reporter. If "Yes," did the U.S. Reporter — *Mark (X) one.*

- ² **1** Establish the foreign affiliate?
² **2** Acquire a voting interest of 10 percent or more in an existing foreign company from a foreign person?
² **3** Acquire a voting interest of 10 percent or more in this affiliate from a U.S. person? — *Give name and address of U.S. person.*

Enter date Month Year

³ _____ / _____

¹ **2 No**

Part I — Identification of Foreign Affiliate — Continued

Section A — Direct Ownership in this Foreign Affiliate

- **Equity interest** is the direct ownership in the total equity (voting and nonvoting) of the affiliate. Examples of nonvoting equity include nonvoting stock and a limited partner's interest in a partnership.
- **Voting interest** is the direct ownership in just the voting equity of the affiliate. Examples of voting equity include voting stock and a general partner's interest in a partnership. Thus, a U.S. Reporter could have a 100 percent direct voting interest in an affiliate but own less than 100 percent of the affiliate's total equity.
- Enter percent of ownership based on total voting stock, as applicable, if an incorporated affiliate, or an equivalent interest if an unincorporated affiliate.

Percent of ownership at close of fiscal year

Equity interest		Voting interest	
Equity	Equity	Voting	Voting
2019	2018	2019	2018
(1)	(2)	(3)	(4)

What is the direct ownership percent of this foreign affiliate held by: ¹⁰¹²

11 U.S. Reporter named in 1 ? — Report equity interest and voting interest	1	2	3	4
	_____ %	_____ %	_____ %	_____ %
12 Other foreign affiliate(s) of U.S. Reporter named in 1 ? — <i>If entry is made here, complete 18 and 19</i>			¹⁰¹³ 3	4
			_____ %	_____ %
13 Other U.S. Reporter(s) of this foreign affiliate?			¹⁰¹⁴ 3	4
			_____ %	_____ %
14 Foreign affiliate(s) of other U.S. Reporter(s)?			¹⁰¹⁵ 3	4
			_____ %	_____ %
15 Other U.S. persons?			¹⁰¹⁶ 3	4
			_____ %	_____ %
16 Other foreign persons? (not reported above)			¹⁰¹⁷ 3	4
			_____ %	_____ %
17 What is the total directly held voting ownership interests? — Sum of 11 through 16			¹⁰¹⁹ 3	4
			100.0 %	100.0 %
18 What is the indirect ownership interest held through the U.S. Reporter's other foreign affiliates? <i>If there is an entry in 12, enter U.S. Reporter's percent of indirect ownership in this affiliate. See Instruction Booklet, Part I.B.1.c., for instructions on how to calculate indirect ownership percentage.</i>			¹⁰²⁰ 3	4
			_____ %	_____ %
19 What is the name of the foreign affiliate parent(s)? — <i>If there is an entry in 12, enter below the name(s), BEA ID Number, and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in 1 holding a direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (d) the name of the foreign affiliate that holds a direct ownership interest in it.</i>				

Foreign affiliate(s) holding direct ownership interest in this foreign affiliate					Name of the foreign affiliate, if any, in ownership chain that holds a direct interest in the foreign affiliate named in column (a) (d)
Name <i>Enter name of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate.</i> (a)	BEA USE ONLY	Percent of direct ownership in this foreign affiliate			
		Close FY 2019 (b)	Close FY 2018 (c)		
a.	¹¹⁹¹ 1	2	3	_____ %	_____ %
b.	¹¹⁹² 1	2	3	_____ %	_____ %
c.	¹¹⁹³ 1	2	3	_____ %	_____ %
TOTAL — Must equal percentages entered in 12	¹⁰²¹ 2	2	3	_____ %	_____ %

BEA USE ONLY	¹⁰²⁵ 1	2	3	4	5
	¹⁰²⁶ 1	2	3	4	5
	¹⁰²⁷ 1	2	3	4	5

Part I — Identification of Foreign Affiliate — Continued

Section B — Industry Classification

20 What is the one activity below that best describes the major activity of the foreign affiliate? — Mark (X) one.
Note — For an inactive affiliate, select the activity based on its last active period; for “start-ups,” select the intended activity.

<p>1028 ¹ <input type="checkbox"/> 1 Producer of goods</p> <p>¹ <input type="checkbox"/> 2 Seller of goods the foreign affiliate does not produce</p> <p>¹ <input type="checkbox"/> 3 Producer or distributor of information</p> <p>¹ <input type="checkbox"/> 4 Provider of services</p>	<p>¹ <input type="checkbox"/> 5 Other — Specify</p> <div style="border: 1px solid black; width: 100%; height: 20px; margin-top: 5px;"></div>
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21 What is the MAJOR product or service involved in this activity? If a product, briefly state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, packaged, transported, etc. (For example, “Manufacture widgets to sell at wholesale.”)

1029 0

Industry classification of foreign affiliate (based on sales or gross operating revenues)

- Report in columns (1) and (2), respectively, the 4-digit International Surveys Industry (ISI) code(s) and the sales associated with each code. A list of the ISI codes is provided on pages 14 and 15.
- For a full explanation of each code, see the **Guide to Industry Classifications for International Surveys, 2017** located at www.bea.gov/naics2017.
- For an **inactive** foreign affiliate, enter an ISI code based on its last active period; For “startups” with no sales, show the intended activity(ies).
- Holding companies** (ISI code 5512) must show total income. To be considered a holding company, income from equity investments must be more than 50 percent of total income. In addition, normally at least 50 percent of total assets must consist of investments in affiliates. ISI code 5512 (holding company) is an invalid classification if more than 50 percent of income generated, or expected to be generated, by an affiliate is from non-holding company activities.
- Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 13.

What is the foreign affiliate’s industry (ISI) code(s) and value(s) for:

	ISI code (1)	Sales or gross operating revenues (2)	\$ Bil.	Mil.	Thous.	Dols.
22 Largest sales or gross operating revenues?	1030 1	2				000
23 2nd largest sales or gross operating revenues?	1031 1	2				000
24 3rd largest sales or gross operating revenues?	1032 1	2				000
25 Sales or gross operating revenues not accounted for above?	1037 2	2				000
26 What is the foreign affiliate’s total sales or gross operating revenues? — Sum of 22 through 25 (Must equal 27 , and 57 , column (1), if applicable)	1038 2	2				000

	1039	1	2	3	4	5
BEA USE ONLY	1040	1	2	3	4	5

Part II — Financial and Operating Data of Foreign Affiliate

Section A — Selected Income Statement Items — See **Additional Instructions** for Part II, Section A, on page 12 at the back of this form.

What are the foreign affiliate’s values for:

		\$ Bil.	Mil.	Thous.	Dols.
27 Sales or gross operating revenues, excluding sales taxes? — Must equal 26 , column (2) and 57 , column (1), if applicable. (Dealers in financial instruments see Special Instructions , A.1., page 13; insurance companies see Special Instructions , B.2.a., page 13.)	2041 1				000
28 Certain gains (losses)? — Report gross amount before income tax effect	2044 1				000
29 Foreign income taxes? — Provision for foreign income taxes for FY 2019	2048 1				000
30 Net income (loss)?	2051 1				000

Remarks

Part II — Financial and Operating Data of Foreign Affiliate — Continued

Section B — Employment

Report the number of employees on the payroll at the end of FY 2019 including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2019. If the number of employees at the end of FY 2019 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 2019. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

	Number of employees
2105	1 <input type="text"/>

31 What is the foreign affiliate's total number of employees?

Report employee compensation expenditures made by an employer in connection with the employment of workers, including cash payments, payments-in-kind, and employer expenditures for employee benefit plans including those required by statute. Base compensation data on payroll records. Report compensation that relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. **EXCLUDE** data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods. **EXCLUDE** compensation of contract workers not carried on the payroll of this affiliate. Total employee compensation consists of **wages and salaries** of employees and employer expenditures for all **employee benefit plans**.

	\$ Bil.	Mil.	Thous.	Dols.
2110	1	<input type="text"/>	<input type="text"/>	000

32 What is the foreign affiliate's total employee compensation expenditure?

— Report, for all employees, the sum of wages and salaries and employee benefit plans.

33 Is total employee compensation expenditure in **32** zero?

2111 1 Yes — Explain below.

 2 No — Skip to **34**

If yes, explain why compensation is zero.

0	<input type="text"/>
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Section C — Research and Development

Research and development (R&D) expenditures in **34** pertains only to R&D **performed** by the foreign affiliate, including R&D performed by the affiliate for others (including the U.S. Reporter or its other foreign affiliates) under contract. **EXCLUDE** the cost of any R&D funded by the affiliate but performed by others, such as the affiliate's allocated share of R&D performed by the U.S. Reporter (report such R&D on Form BE-10A, **99**). See **R&D Instructions** on page 13 at the back of this form.

INCLUDE all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, property taxes and other taxes (except income taxes), materials and supplies, allocated overhead, and indirect costs.

	\$ Bil.	Mil.	Thous.	Dols.
2155	1	<input type="text"/>	<input type="text"/>	000

34 What are the foreign affiliate's expenditures for R&D performed BY this affiliate?

BEA USE ONLY	2116	1	2	3	4	5
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Part II — Financial and Operating Data of Foreign Affiliate — Continued

Section D — Balance Sheet

• **Property, plant, and equipment, net** — Report **NET** book value of land, timber, mineral rights and similar rights owned. Also **INCLUDE** net book value of structures, machinery, equipment, special tools, deposit containers, construction in progress, other depreciable property and capitalized tangible and intangible exploration and development costs of the foreign affiliate.

INCLUDE items leased from others, per FASB ASC 842. **EXCLUDE** all other types of intangible assets, and land held for resale. (Unincorporated affiliates **INCLUDE** items owned by the U.S. Reporter(s) but in the affiliate's possession whether or not carried on the affiliate's books or records.) *Insurance companies see **Special Instructions**, page 13.*

- **Capital stock and additional paid-in capital** — **INCLUDE** common and preferred, voting and nonvoting capital stock and additional paid-in capital.
- **Retained earnings (deficit)** — **INCLUDE** earnings retained by the affiliate and legally available for dividends, and earnings voluntarily restricted.
- **Translation adjustment** — Report the cumulative amount at year end per FASB ASC 830 (FAS 52). For unincorporated foreign affiliates, report that portion of **46** representing the affiliate's cumulative translation adjustment account in **47**.
- **All other components** — **INCLUDE** the cumulative balance of unrealized holding gains and losses due to changes in the valuation of available-for-sale securities per FASB ASC 320 (FAS 115) and any other comprehensive income items required to be displayed separately from retained earnings as per FASB ASC 220 (FAS 130).

• Disaggregate all asset and liability items in the detail shown. Show accounts receivable and payable between the U.S. Reporter and this foreign affiliate in the proper asset and liability accounts. Do not report them as a net amount.

What are the foreign affiliate's values for:

ASSETS (*Insurance companies see **Special Instructions** for **35** on page 13.*)

	Balance at close of fiscal year 2019				Balance at close of fiscal year 2018 (unrestated)			
	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.
35 Property, plant, and equipment — net?	2150	1			2			000
36 Other assets?	2152	1			2			000
37 Total assets? — Sum of 35 and 36	2090	1			2			000

LIABILITIES

38 Total liabilities?	2094	1			2			000
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OWNERS' EQUITY — Incorporated affiliate only, complete **39** through **45**

39 Capital stock and additional paid-in capital?	2095	1			2			000
40 Retained earnings (deficit)?	2096	1			2			000

Accumulated other comprehensive income (loss)

	Balance at close of fiscal year 2019				Balance at close of fiscal year 2018 (unrestated)			
	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.
41 Translation adjustment component?	2097	1			2			000
42 All other components?	2098	1			2			000
43 Total accumulated other comprehensive income (loss)? — <i>Equals sum of 41 and 42</i>	2099	1			2			000
44 Other? — INCLUDE treasury stock and involuntarily (or legally) restricted earnings, and noncontrolling interests per FASB ASC 810 (FAS 167). — <i>Specify</i>	2100	1			2			000

0

45 Total owners' equity (incorporated foreign affiliate)? — <i>Equals 37 minus 38 and equals the sum of 39, 40, 43, and 44</i>	2101	1			2			000
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OWNERS' EQUITY — Unincorporated affiliate only, complete **46** and **47**

46 Total owners' equity (unincorporated foreign affiliate)? — <i>Equals 37 minus 38</i>	2102	1			2			000
47 Translation adjustment?	2103	1			2			000

BEA USE ONLY	2159	1	2	3	4	5
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Part II — Financial and Operating Data of Foreign Affiliate — Continued

Section E — Property, Plant, and Equipment (PP&E)

- PP&E expenditures include expenditures for land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property; construction-in-progress; and capitalized tangible and intangible exploration and development costs, but excludes expenditures for other types of intangible assets, and land held for resale.
- **INCLUDE** expenditures for items leased from others (including land). Also **INCLUDE** the expenditure for the capitalized value of timber, mineral, and similar rights leased by the foreign affiliate from others. **EXCLUDE** items the foreign affiliate has leased to others.
- **EXCLUDE** from expenditures all changes in PP&E resulting from a **change in the entity** (i.e., due to mergers, acquisitions, divestitures, etc.) or **accounting principles** during FY 2019.
- **For foreign affiliates engaged in exploring for, or developing, natural resources, INCLUDE** exploration and development expenditures made during FY 2019 that were capitalized, including capitalized expenditures to acquire or lease mineral rights. **EXCLUDE** adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 2019.
- **Insurance companies** should **INCLUDE** expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET (i.e., **INCLUDE** expenditures that have been classified in "other noncurrent assets").

What are the foreign affiliate's values for:

	2157	1	\$ Bil. Mil. Thous. Dols.
48 Expenditures for new and used property, plant, and equipment (PP&E)?			000
49 Current-period depreciation and depletion? — Current-period charges against property, plant, and equipment included in 35	2158	1	000

Part III — Receivable and Payable Balances and Interest Between the U.S. Reporter and Foreign Affiliate

Intercompany Debt Balances

50 Did this affiliate have any one of these items: (1) assets, (2) sales or gross operating revenue, excluding sales tax, or (3) net income (loss), greater than \$60 million at the end of the affiliate's 2019 fiscal year?

- 4154 1 **Yes** — Skip to Part IV
 2 **No** — Continue with **51**

Report in **51** and **52** all current and long-term intercompany receivables and payables and related interest between the U.S. Reporter and the foreign affiliate. Include current and long-term items, indebtedness resulting from a capital lease, and the net book value of equipment under a long-term operating lease. For leases, derivative contracts, and further instructions see **Additional Information** for Part III, on page 12 at the back of this form.

What are the values for:

Do **NOT** net receivables and payables or interest income and expense.

	Receivable balances				Interest								
	Balance at close of fiscal year 2019				Balance at close of fiscal year 2018 (unrestated)				For FY 2019				
	(1)				(2)				(1)				
	\$	Bil.	Mil.	Thous.	\$	Bil.	Mil.	Thous.	\$	Bil.	Mil.	Thous.	Dols.
51 Short- and long-term receivables due to the <u>U.S. Reporter</u> from the <u>foreign affiliate</u> and the related interest income on those balances?	4155	1			000	2			4157	1			000

	Payable balances				Interest								
	Balance at close of fiscal year 2019				Balance at close of fiscal year 2018 (unrestated)				For FY 2019				
	(1)				(2)				(2)				
	\$	Bil.	Mil.	Thous.	\$	Bil.	Mil.	Thous.	\$	Bil.	Mil.	Thous.	Dols.
52 Short- and long-term payables due to the <u>foreign affiliate</u> from the <u>U.S. Reporter</u> and the related interest expense on those balances?	4156	1			000	2			4157	2			000

53 Intentionally blank

Part IV — U.S. Exports To and U.S. Imports From Foreign Affiliate

IMPORTANT NOTES

Report U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2019. Report all goods that physically left or entered the U.S. customs area. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do **not** record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

Foreign affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference, the "shipped" basis must be used or adjustments made to the data on a "charged" basis to approximate a "shipped" basis. The data should **INCLUDE** goods only; they should **EXCLUDE** services.

Capital goods — INCLUDE capital goods but **EXCLUDE** the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or goods.

Consigned goods — INCLUDE consigned goods in the trade figures when shipped or received, even though they are not normally recorded as sales or purchases, or entered into intercompany accounts when initially consigned.

In-transit goods — EXCLUDE from exports and imports the value of goods that are in-transit. In-transit goods are goods that are not processed or consumed by residents in the intermediate country(ies) through which they transit; the in-transit goods enter that country(ies) only because that country(ies) is along the shipping lines between the exporting and importing countries. In-transit imports are goods en route from one foreign country to another via the United States (such as from Canada to Mexico via the United States), and in-transit exports are goods en route from one part of the United States to another part via a foreign country (such as from Alaska to Washington State via Canada).

Packaged general use computer software — INCLUDE exports and imports of packaged general use computer software. Value such exports and imports at the full transaction value, i.e., the market value of the media on which the software is recorded and the value of the information contained on the media. **EXCLUDE** exports and imports of customized software designed to meet the needs of a specific user. This type of software is considered a service and should not be included as trade in goods. **EXCLUDE** negotiated fees for software that is to be used on networks.

Natural gas, electricity, and water — Report **ONLY** the product value of natural gas, electricity, and water that you produce or sell at wholesale as exports and imports of goods. **DO NOT** report the service value (transmission and distribution).

See **Instruction Booklet, Part V.**

	TOTAL				Shipped by U.S. Reporter(s)				Shipped by other U.S. persons			
	(1)				(2)				(3)			
U.S. EXPORTS OF GOODS TO THIS FOREIGN AFFILIATE (Valued f.a.s. U.S. port)	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.
54 What is the value of the total goods shipped in FY 2019 from the U.S. to this affiliate?	4173	1		000	2			000	3			000
U.S. IMPORTS OF GOODS FROM THIS FOREIGN AFFILIATE (Valued f.a.s. foreign port)	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.
55 What is the value of the total goods shipped in FY 2019 to the U.S. by this affiliate?	4178	1		000	2			000	3			000

Remarks

BEA USE ONLY	4179	1	2	3	4	5
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Part V — Other Detailed Financial and Operating Data of Majority-Owned Foreign Affiliate

56 Is this a majority-owned foreign affiliate? – See *Instruction Booklet, Part II.O.*

- 2123 ¹ Yes — Continue with **57**
¹ No — Skip **57** through **60** and continue with the Supplement A on page 10.

Distribution of Sales or Gross Operating Revenues

57 What are the foreign affiliate's sales or gross operating revenues, excluding sales taxes? —

- Report gross operating revenues or gross sales minus returns, allowances, and discounts. **EXCLUDE** sales or consumption taxes levied directly on the consumer. **EXCLUDE** net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. **INCLUDE** revenues generated during the year from the operations of a discontinued business segment, but **EXCLUDE** gains or losses from disposals of discontinued operations. Report such gains or losses in **28**.
- Finance and leasing companies with ISI codes 5221, 5223, 5224, 5229, 5231, 5238, 5252, or 5331 report interest income as sales.
- Insurance companies with ISI codes 5243 or 5249 report gross investment income as sales. Also see **Special Instructions, B.2.a.** on page 13.
- Report the source of real estate rental income in columns (2) through (7) based on the location of the property.
- Finance or insurance companies that include investment income in gross operating revenues should report the source of such investment income in columns (2) through (7) based on the location of the issuer of the financial instrument whether publicly issued or privately placed. If the location of the issuer is unknown, then substitute the nationality of the issuer. If both the location and nationality of the issuer are unknown, and an intermediary (e.g. trustee, custodian, or nominee) is used to manage the investment (financial instrument or real estate) use the country of location of the intermediary.

2154 TOTAL Column (1) equals the sum of columns (2) through (7) (1) \$ Bil. Mil. Thous. Dols.					Local sales		Sales to U.S.		Sales to other countries	
					To other foreign affiliates of the U.S. Reporter(s) (2)	To unaffiliated customers (3)	To U.S. Reporter(s) (4)	To unaffiliated customers (5)	To other foreign affiliates of the U.S. Reporter(s) (6)	To unaffiliated customers (7)
1		2	3	4	5	6	7			
		000								

Interest and Taxes

What are the foreign affiliate's values for:

	\$ Bil.	Mil.	Thous.	Dols.
58 Interest income? — Interest received or due to the affiliate from all payors (including affiliated persons), net of tax withheld at the source. INCLUDE all interest receipts included in 27 . Do not net against interest expensed, 59	2124	1		000
59 Interest expensed or capitalized? — Interest expensed or capitalized by the affiliate, paid or due to all payees (including affiliated persons), gross of tax withheld. Do not net against interest income, 58	2125	1		000
60 Taxes (other than income and payroll taxes) and nontax payments (other than production royalty payments)?	2127	1		000

- Report all such taxes and nontax payments whether or not included in revenues or expenses in the income statement. **INCLUDE** amounts paid or accrued for the year, net of refunds or credits, to foreign governments, their subdivisions and agencies for:
 - Sales, value added, consumption, and excise taxes collected by the affiliate on goods and services that the affiliate sold;
 - Property and other taxes on the value of assets and capital;
 - Any remaining taxes (other than income and payroll taxes); and
 - Import and export duties, license fees, fines, penalties, and all other payments or accruals of nontax liabilities (other than production royalty payments for natural resources).

BEA USE ONLY	2128	1	2	3	4	5
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List of all Foreign Affiliates in Which the Reporting Foreign Affiliate (as Consolidated) has a Direct Equity Interest but Which are not Fully Consolidated on This Form BE-10C

Identification - Name of foreign affiliate as shown in **2** of Form BE-10C

Supplement A — List ALL foreign affiliates of the U.S. Reporter(s) in which the fully consolidated foreign affiliate named in **2**, has a direct equity interest, but which are not fully consolidated on this Form BE-10C. Continue listing onto as many copied pages as needed. NOTE — Foreign affiliates listed on this Supplement A must also be filed on a complete Form BE-10B or BE-10C, or be listed on Form BE-10D.

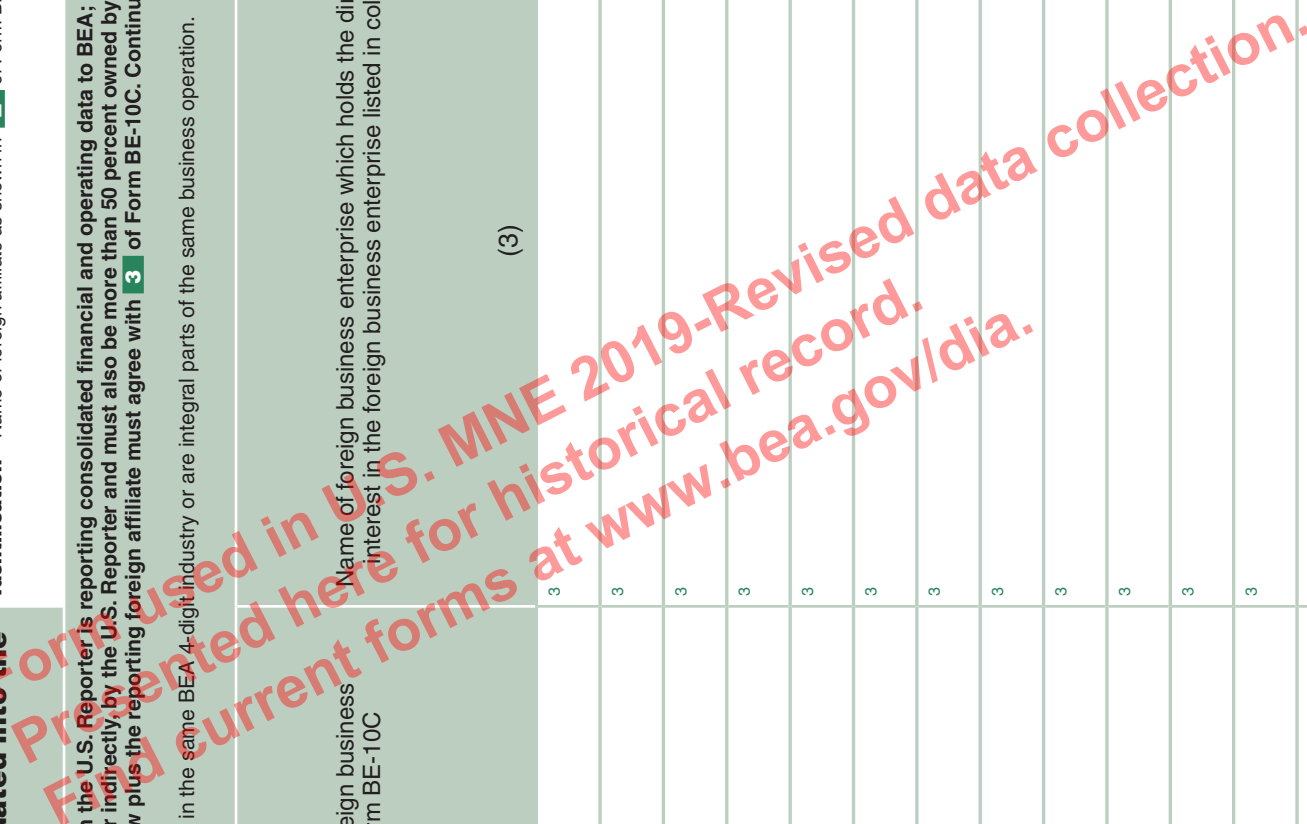
	(1)	(2)	BEA USE ONLY	Percentage of direct ownership in the foreign affiliate listed in column (1) held by the foreign affiliate named in the Identification block above (Enter percentage to the nearest tenth.)	
				Close FY 2019 (4)	Close FY 2018 (5)
5002	1		3	4	5
5003	1		3	4	5
5004	1		3	4	5
5005	1		3	4	5
5006	1		3	4	5
5007	1		3	4	5
5008	1		3	4	5
5009	1		3	4	5
5010	1		3	4	5
5011	1		3	4	5
5012	1		3	4	5
5013	1		3	4	5
5014	1		3	4	5
5015	1		3	4	5

Form used by U.S. MNE 2019-Revised data collection. Presented here for historical record. Find current forms at www.bea.gov/dia.

Supplement B — This list must be completed for the foreign affiliate for which the U.S. Reporter is reporting consolidated financial and operating data to BEA; each foreign business enterprise fully consolidated must be more than 10 percent owned, directly or indirectly, by the U.S. Reporter and must also be more than 50 percent owned by the foreign affiliate named in **2**, of Form BE-10C. The number of foreign business enterprises listed below plus the reporting foreign affiliate must agree with **3** of Form BE-10C. Continue listing onto as many copied pages as needed.

NOTE — Consolidate affiliates only if they are located in the same country and are in the same BEA 4-digit industry or are integral parts of the same business operation. See consolidation chart in **Instruction Booklet, Part I.B.2.d(1)**.

	(1)	(2)	(3)	(4)
BEA USE ONLY	Name and country of location of each foreign business enterprise fully consolidated in this Form BE-10C	Name of foreign business enterprise which holds the direct equity interest in the foreign business enterprise listed in column (2)	Percentage of direct ownership at close FY 2019 which the foreign business enterprise listed in column (3) has in the foreign business enterprise listed in column (2)	(Enter percentage to the nearest tenth.)
6002	2		3	4
6003	2		3	4
6004	2		3	4
6005	2		3	4
6006	2		3	4
6007	2		3	4
6008	2		3	4
6009	2		3	4
6010	2		3	4
6011	2		3	4
6012	2		3	4
6013	2		3	4
6014	2		3	4
6015	2		3	4



2019 BENCHMARK SURVEY OF U.S. DIRECT INVESTMENT ABROAD FORM BE-10C

ADDITIONAL INSTRUCTIONS BY ITEM

Part I — Identification of Foreign Affiliate

22 – 26

Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. See *Additional Instructions* for Part II, Section A, 27 below.

Dealers in financial instruments and finance, insurance, and real estate companies see Special Instructions, page 13.

Part II — Financial and Operating Data of Foreign Affiliate

Section A — Income Statement

27 Sales or gross operating revenues, excluding sales taxes —

Report gross operating revenues or gross sales minus returns, allowances, and discounts. **EXCLUDE** sales or consumption taxes levied directly on the consumer. **EXCLUDE** net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. Affiliates classified in ISI codes 5221, 5223, 5224, 5229, 5231, 5238, 5252 and 5331 report interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income in this item.

Dealers in financial instruments and finance, insurance, and real estate companies see Special Instructions, page 13.

28 Certain gains (losses) —

Read the following instructions carefully as they may deviate from what is normally required by Generally Accepted Accounting Principles. Report at **gross before** income tax effect. **INCLUDE** income tax effect in 29. Report gains (losses) resulting from:

- Sale or other disposition of financial assets including investment securities; FASB ASC 320 (FAS 115) holding gains (losses) on securities classified as trading securities; FASB ASC 320 (FAS 115) impairment losses; and gains (losses) derived from derivative instruments; *Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies, see Special Instructions, A.1., page 13;*
- Sale or disposition of land, other property, plant and equipment, or other assets, and FASB ASC 360 (FAS 144) impairment losses. **EXCLUDE** gains (losses) from the sale of inventory assets in the ordinary course of trade or business;
- Goodwill impairment as defined by FASB ASC 350 (FAS 142);
- Restructuring. **INCLUDE** restructuring costs that reflect write-downs or write-offs of assets or liabilities. **EXCLUDE** actual payments, or charges to establish reserves for future actual payments, such as for severance pay, and fees to accountants, lawyers, consultants, or other contractors;
- Disposals of discontinued operations. **EXCLUDE** income from the operations of a discontinued segment. Report such income as part of your income from operations in 26 and 27;

- Re-measurement of the foreign affiliate's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period;
- Extraordinary, unusual, or infrequently occurring items that are material. **INCLUDE** losses from accidental damage or disasters, after estimated insurance reimbursement. **INCLUDE** other material items, including write-ups, write-downs, write-offs of tangible and intangible assets; gains (losses) from the sale or other disposition of capital assets; and gains (losses) from the sale or other disposition of financial assets, including securities, to the extent not included above. **EXCLUDE** legal judgments and settlements;
- The cumulative effect of a change in accounting principle;
- The cumulative effect of a change in the estimate of stock compensation forfeitures under FASB ASC 718 (FAS 123(R)).

Dealers in financial instruments and finance, insurance, and real estate companies, see Special Instructions, page 13.

29 Foreign income taxes —

EXCLUDE production royalty payments and U.S. income taxes.

Part III — Receivable and Payable Balances and Interest Between the U.S. Reporter and Foreign Affiliate

51 – 52

Report all current and long-term receivable and payable balances and related interest **ONLY** between the U.S. Reporter and the foreign affiliate.

Base data on the books of the U.S. Reporter.

Report interest income or expense accrued in the current year, **GROSS OF WITHHOLDING TAXES.**

EXCLUDE debt balances and associated interest with all other affiliated or unaffiliated entities.

Leases — In accordance with FASB ASC 842, leases greater than one year between the U.S. parent and the foreign affiliate should be reported as intercompany balances. Lease payments should be disaggregated into the amounts that are (i) a reduction in an intercompany balance, and (ii) interest.

Derivatives contracts — **EXCLUDE** the value of outstanding financial derivatives contracts or any payments or receipts resulting from the settlement of these contracts. For example, the settlements of interest rate derivatives should **NOT** be reported as interest or as another type of transaction on this form. Derivatives contracts are covered by the Treasury International Capital (TIC) Form D, Report of Holdings of, and Transactions in, Financial Derivatives Contracts.

Part II — Financial and Operating Data of Foreign Affiliate
Section C — Research and Development

34 R&D pertains to planned, creative work aimed at discovering new knowledge or developing new or significantly improved goods and services. This includes:

Basic research is the pursuit of new scientific knowledge or understanding that does not have specific immediate commercial objectives, although it may be in fields of present or potential commercial interest.

Applied research applies the findings of basic research or other existing knowledge toward discovering new scientific knowledge that has specific commercial objectives with respect to new products, services, processes, or methods.

Development is the systematic use of the knowledge or understanding gained from research or practical experience directed toward the production or significant improvement of useful products, services, processes, or methods, including the design and development of prototypes, materials, devices, and systems.

R&D includes the activities described above whether assigned to separate R&D organizational units of the company or carried out by company laboratories and technical groups not a part of an R&D organization.

EXCLUDE R&D expenditures for:

- Costs for routine product testing, quality control, and technical services unless they are an integral part of an R&D project
- Market research
- Efficiency surveys or management studies
- Literary, artistic, or historical projects, such as films, music, or books and other publications
- Prospecting or exploration for natural resources

INCLUDE wages, salaries, and related costs; materials and supplies consumed; depreciation on R&D property and equipment; cost of computer software used in R&D activities; utilities, such as telephone, electricity, water, and gas; travel costs and professional dues; property taxes and other taxes (except income taxes) incurred on account of the R&D organization or the facilities they use; insurance expenses; maintenance and repair, including maintenance of buildings and grounds; company overhead including: personnel, accounting, procurement and inventory, and salaries of research executives not on the payroll of the R&D organization. **EXCLUDE** capital expenditures, expenditures for tests and evaluations once a prototype becomes a production model, patent expenses, and income taxes and interest.

**Special Instructions for Dealers in Financial Instruments, Finance Companies,
Insurance Companies, and Real Estate Companies**

A. Certain gains (losses) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.

1. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — INCLUDE in 28 :

- impairment losses as defined by FASB ASC 320 (FAS 115),
- realized gains and losses on trading or dealing,
- unrealized gains or losses, due to changes in the valuation of financial instruments, that flow through the income statement, and
- goodwill impairment as defined by FASB ASC 350 (FAS 142).

EXCLUDE from 28, unrealized gains or losses due to changes in the valuation of financial instruments that are taken to other comprehensive income. Reflect such changes in 42 (all other components of accumulated other comprehensive income (loss)).

EXCLUDE from 28, income from explicit fees and commissions. **INCLUDE** income from these fees and commissions as operating revenue in 22 through 25, 27, and in 57.

2. Real estate companies — INCLUDE in 28 :

- impairment losses as defined by FASB ASC 360 (FAS 144), and
- goodwill impairment as defined by FASB ASC 350 (FAS 142).

EXCLUDE the income earned and expenses incurred from the sale of real estate you own. Such income should be reported as operating revenue in 26, 27 and 57. Do not net the expenses against the revenues.

B. Special instructions for insurance companies

- 1.** When there is a difference between the financial and operating data reported to the stockholders and the data reported in the annual statement to an insurance department, prepare the BE-10 on the same basis as the annual report to the stockholders.

Valuation should be according to normal commercial accounting procedures, not at rates promulgated by national insurance departments, e.g., **INCLUDE** assets not acceptable for inclusion in the annual statement to an insurance department, such as: 1. non-trusted or free account assets, and 2. nonadmitted assets, including furniture and equipment, agents' debit balances, and all receivables deemed to be collectible. **INCLUDE** mandatory securities valuation reserves that are appropriations of retained earnings in the owners' equity section of the balance sheet, not in the liability section.

2. Instructions for reporting specific items

- a. Sales or gross operating revenues, excluding sales taxes (27) — INCLUDE** items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. **EXCLUDE** income from equity investments in unconsolidated business enterprises and **EXCLUDE** certain gains or losses that are to be reported in 28.
- b. Certain gains (losses) (28) — See Special Instructions, A. 1.**
- c. Net book value of property, plant, and equipment (35) — INCLUDE** the net book value of property, plant, and equipment, WHEREVER CLASSIFIED IN THE BALANCE SHEET.
- d. Expenditures for property, plant, and equipment (48) — INCLUDE** expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET (e.g., **INCLUDE** expenditures that have been classified in "other assets").

Summary of Industry Classifications

For a full explanation of each code see www.bea.gov/naics2017

Agriculture, Forestry, Fishing, and Hunting

- 1110 Crop production
- 1120 Animal production and aquaculture
- 1130 Forestry and logging
- 1140 Fishing, hunting, and trapping
- 1150 Support activities for agriculture and forestry

Mining

- 2111 Oil and gas extraction
- 2121 Coal
- 2123 Nonmetallic minerals
- 2124 Iron ores
- 2125 Gold and silver ores
- 2126 Copper, nickel, lead, and zinc ores
- 2127 Other metal ores
- 2132 Support activities for oil and gas operations
- 2133 Support activities for mining, except for oil and gas operations

Utilities

- 2211 Electric power generation, transmission, and distribution
- 2212 Natural gas distribution
- 2213 Water, sewage, and other systems

Construction

- 2360 Construction of buildings
- 2370 Heavy and civil engineering construction
- 2380 Specialty trade contractors

Manufacturing

- 3111 Animal foods
- 3112 Grain and oilseed milling
- 3113 Sugar and confectionery products
- 3114 Fruit and vegetable preserving and specialty foods
- 3115 Dairy products
- 3116 Meat products
- 3117 Seafood product preparation and packaging
- 3118 Bakery products and tortillas
- 3119 Other food products
- 3121 Beverages
- 3122 Tobacco
- 3130 Textile mills
- 3140 Textile product mills
- 3150 Apparel
- 3160 Leather and allied products
- 3210 Wood products
- 3221 Pulp, paper, and paperboard mills
- 3222 Converted paper products
- 3231 Printing and related support activities
- 3242 Integrated petroleum refining and extraction
- 3243 Petroleum refining without extraction
- 3244 Asphalt and other petroleum and coal products
- 3251 Basic chemicals
- 3252 Resins, synthetic rubbers, and artificial and synthetic fibers and filaments
- 3253 Pesticides, fertilizers, and other agricultural chemicals

- 3254 Pharmaceuticals and medicines
- 3255 Paints, coatings, and adhesives
- 3256 Soap, cleaning compounds, and toilet preparations
- 3259 Other chemical products and preparations
- 3261 Plastics products
- 3262 Rubber products
- 3271 Clay products and refractories
- 3272 Glass and glass products
- 3273 Cement and concrete products
- 3274 Lime and gypsum products
- 3279 Other nonmetallic mineral products
- 3311 Iron and steel mills
- 3312 Steel products from purchased steel
- 3313 Alumina and aluminum production and processing
- 3314 Nonferrous metal (except aluminum) production and processing
- 3315 Foundries
- 3321 Forging and stamping
- 3322 Cutlery and hand tools
- 3323 Architectural and structural metals
- 3324 Boilers, tanks, and shipping containers
- 3325 Hardware
- 3326 Spring and wire products
- 3327 Machine shop products, turned products, and screws, nuts, and bolts
- 3328 Coating, engraving, heat treating, and allied activities
- 3329 Other fabricated metal products
- 3331 Agriculture, construction, and mining machinery
- 3332 Industrial machinery
- 3333 Commercial and service industry machinery
- 3334 Ventilation, heating, air-conditioning, and commercial refrigeration equipment
- 3335 Metalworking machinery
- 3336 Engines, turbines, and power transmission equipment
- 3339 Other general purpose machinery
- 3341 Computer and peripheral equipment
- 3342 Communications equipment
- 3343 Audio and video equipment
- 3344 Semiconductors and other electronic components
- 3345 Navigational, measuring, electromedical, and control instruments
- 3346 Manufacturing and reproducing magnetic and optical media
- 3351 Electric lighting equipment
- 3352 Household appliances
- 3353 Electrical equipment
- 3359 Other electrical equipment and components
- 3361 Motor vehicles
- 3362 Motor vehicle bodies and trailers
- 3363 Motor vehicle parts
- 3364 Aerospace products and parts
- 3365 Railroad rolling stock
- 3366 Ship and boat building
- 3369 Other transportation equipment
- 3370 Furniture and related products
- 3391 Medical equipment and supplies
- 3399 Other miscellaneous manufacturing

Wholesale Trade, Durable Goods

- 4231 Motor vehicle and motor vehicle parts and supplies
- 4232 Furniture and home furnishing
- 4233 Lumber and other construction materials
- 4234 Professional and commercial equipment and supplies
- 4235 Metal and mineral (except petroleum)
- 4236 Household appliances, and electrical and electronic goods
- 4237 Hardware, and plumbing and heating equipment and supplies
- 4238 Machinery, equipment, and supplies
- 4239 Miscellaneous durable goods

Wholesale Trade, Nondurable Goods

- 4241 Paper and paper product
- 4242 Drugs and druggists' sundries
- 4243 Apparel, piece goods, and notions
- 4244 Grocery and related product
- 4245 Farm product raw material
- 4246 Chemical and allied products
- 4247 Petroleum and petroleum products
- 4248 Beer, wine, and distilled alcoholic beverage
- 4249 Miscellaneous nondurable goods

Wholesale Trade, Electronic Markets and Agents and Brokers

- 4251 Wholesale electronic markets and agents and brokers

Retail Trade

- 4410 Motor vehicle and parts dealers
- 4420 Furniture and home furnishings
- 4431 Electronics and appliance
- 4440 Building material and garden equipment and supplies dealers
- 4450 Food and beverage
- 4461 Health and personal care
- 4471 Gasoline stations
- 4480 Clothing and clothing accessories
- 4510 Sporting goods, hobby, book, and music
- 4520 General merchandise
- 4530 Miscellaneous store retailers
- 4540 Non-store retailers

Transportation and Warehousing

- 4810 Air transportation
- 4821 Rail transportation
- 4833 Petroleum tanker operations
- 4839 Other water transportation
- 4840 Truck transportation
- 4850 Transit and ground passenger transportation
- 4863 Pipeline transportation of crude oil, refined petroleum products, and natural gas
- 4868 Other pipeline transportation
- 4870 Scenic and sightseeing transportation
- 4880 Support activities for transportation
- 4920 Couriers and messengers
- 4932 Petroleum storage for hire
- 4939 Other warehousing and storage

Summary of Industry Classifications – Continued

For a full explanation of each code see www.bea.gov/naics2017

Information

5111 Newspaper, periodical, book, and directory publishers
5112 Software publishers
5121 Motion picture and video industries
5122 Sound recording industries
5151 Radio and television broadcasting
5152 Cable and other subscription programming
5173 Wired and wireless telecommunications carriers
5174 Satellite telecommunications
5179 Other telecommunications
5182 Data processing, hosting, and related services
5191 Other information services

Finance and Insurance

5221 Depository credit intermediation (Banking)
5223 Activities related to credit intermediation
5224 Non-depository credit intermediation, except branches and agencies
5229 Non-depository branches and agencies
5231 Securities and commodity contracts intermediation and brokerage
5238 Other financial investment activities and exchanges
5242 Agencies, brokerages, and other insurance related activities
5243 Insurance carriers, except direct life insurance carriers
5249 Direct life insurance carriers
5252 Funds, trusts, and other financial vehicles

Real Estate and Rental and Leasing

5310 Real estate
5321 Automotive equipment rental and leasing
5329 Other rental and leasing services
5331 Lessors of nonfinancial intangible assets, except copyrighted works

Professional, Scientific, and Technical Services

5411 Legal services
5412 Accounting, tax preparation, bookkeeping, and payroll services
5413 Architectural, engineering, and related services
5414 Specialized design services
5415 Computer systems design and related services
5416 Management, scientific, and technical consulting services
5417 Scientific research and development services
5418 Advertising, public relations, and related services
5419 Other professional, scientific, and technical services

Management of Companies and Enterprises

5512 Holding companies, except bank holding companies
5513 Corporate, subsidiary, and regional management offices

Administrative and Support, Waste Management and Remediation Services

5611 Office administrative services
5612 Facilities support services
5613 Employment services
5614 Business support services
5615 Travel arrangement and reservation services
5616 Investigation and security services
5617 Services to buildings and dwellings
5619 Other support services
5620 Waste management and remediation services

Educational Services

6110 Educational services

Health Care and Social Assistance

6210 Ambulatory health care services
6220 Hospitals
6230 Nursing and residential care facilities
6240 Social assistance services

Arts, Entertainment, and Recreation

7110 Performing arts, spectator sports, and related industries
7121 Museums, historical sites, and similar institutions
7130 Amusement, gambling, and recreation industries

Accommodation and Food Services

7210 Accommodation
7220 Food services and drinking places

Other Services

8110 Repair and maintenance
8120 Personal and laundry services
8130 Religious, grantmaking, civic, professional, and similar organizations

Public Administration

9200 Public administration