



1997 ECONOMIC CENSUS

FOREIGN BANKS AND INTERNATIONAL TRADE FINANCE

OMB No. 0607-0834: Approval Expires 12/31/99

DUE DATE ▶ **FEBRUARY 12, 1998**

If you have questions about completing this report, please call or write the Census Bureau. In any communication, be sure to refer to the 11-digit Census File Number (CFN) printed in the label to the right. Please return your completed report to:

BUREAU OF THE CENSUS
1201 East 10th Street
Jeffersonville, IN 47134-0001

Toll-free assistance, 8:00 a.m. to 8:00 p.m., eastern time, Monday through Friday:

1-800-233-6136

FI-6003

Please read the accompanying instructions before answering the questions.

Census use

(Please correct any errors in name, address, and ZIP Code.)

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by Census Bureau employees and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

If this questionnaire does not seem to apply to your business, complete it to the extent possible and explain on a separate sheet – this should fulfill your reporting requirements and will reduce followup correspondence.

Item 1. EMPLOYER IDENTIFICATION NUMBER
Is the Employer Identification Number (EIN) shown in the label the same as the one used for this establishment on its latest 1997 Employer's Quarterly Federal Tax Return, Treasury Form 941?

094 1 Yes 2 No – Report current EIN below

(9 digits)

HOW TO REPORT DOLLAR FIGURES

Dollar figures should be **rounded to thousands** of dollars.
Example: If a figure is **\$1,125,628.79** report **1 126** • Preferred
Acceptable

Mil- lions (000)	Thou- sands (000)	Dol- lars (000)
1	126	
1	125	629

Item 4. DOLLAR VOLUME OF REVENUE

Bil. Mil. Thou. Dol.

010

Revenue in 1997

Item 5. PAYROLL

Mil. Thou. Dol.

030

Payroll in 1997, BEFORE DEDUCTIONS

a. Annual

031

b. First quarter (January–March)

Item 6. EMPLOYMENT

Number

032

Number of paid employees for pay period including March 12, 1997
(Include both full- and part-time employees)

Item 7. LEGAL FORM OF ORGANIZATION

Mark (X) the **ONE** box which best describes this establishment during 1997.

- 003 1 Individual proprietorship
 2 Partnership
 5 Government – Specify
 0 Corporation
 0 Subchapter "S" corporation
 9 Other – Specify

Item 3. OPERATIONAL STATUS

Number of months

a. How many months during 1997 was this establishment actively operated?

002

b. Which of the following best describes this establishment's status at the end of 1997? Mark (X) only ONE box.
Note: Complete the remainder of this report for the period operated even if the establishment ceased operation during 1997.

- 001 1 In operation
 2 Temporarily or seasonally inactive
 3 Ceased operation – Give date at right
 4 Sold or leased to another operator – Give date at right AND enter name, etc., below

Figures only

Month Year

Name of new owner or operator

Number and street

City

State

ZIP Code

CONTINUE WITH ITEM 8 ON PAGE 2

Item 8. KIND OF BUSINESS OR ACTIVITY
What was this establishment's PRINCIPAL kind of business or activity in 1997?

Mark (X) only ONE box. 070

Branch of foreign bank 6081011
 Agency of foreign bank – primarily trade finance . . . 6081021
 Agency of foreign bank – primarily commercial finance 6081031
 Representative office of foreign bank 6099012
 International trade credit, loan, or finance company 6159922
 Agreement or Edge Act corporation (including U.S. owned) – primarily trade finance 6082011
 Agreement or Edge Act corporation (including U.S. owned) – primarily holding investments 6082021
 Foreign currency exchange 6099042
 Nonbanking subsidiary of a foreign bank – Describe 7777771
 []
 Other kind of business or activity – Describe 777777
 []

Item 9. SOURCES OF REVENUE – Continued

Sources of revenue	Cen-sus use	ESTIMATES are acceptable. Report dollars OR percents.				
		Bil.	Mil.	Thou.	Dol.	Per-cent
5. Gains (losses) from underwriting and selling groups of securities						
a. MBS, CMO, and REMIC transactions	0331					
b. All other securities transactions	0339					
c. Sum of lines 5a and 5b	0330					
6. Gains (losses) on securities NOT held in trading accounts	0350					
7. Other investment income (net) – include all investment income not reported above – Specify						
076						
	0480					
8. Service charges on deposit accounts	0600					
9. Service charges and fees on credit card accounts	0610					
10. Loan origination fees	0620					
11. Loan servicing and administration fees	0630					
12. Loan brokerage fees	0640					
13. Fees from factoring or forfaiting receivables	0650					
14. Securities commissions	0800					
15. Commodities commissions	0810					
16. Foreign currency exchange fees	0720					
17. Income from fiduciary (trust, custody, and escrow) activities	0510					
18. Asset/portfolio management fees	0520					
19. Fees from investment consulting and advice	0880					
20. Gross rents from real property owned by this establishment	1300					
21. Rental/leasing revenue (except interest from financing leases or from real estate rents)	1320					
22. Other revenue – Specify						
077						
	9810					
23. TOTAL (Should equal item 4 if reporting in dollars)	9990					100%

Item 9. SOURCES OF REVENUE
Report sources of revenue for this establishment either as dollar figures or as whole percents of total revenue. (See HOW TO REPORT DOLLAR FIGURES on page 1 and HOW TO REPORT PERCENTS, below) **Do NOT combine data for two or more lines.**

Note – All entries are to be made in accordance with Generally Accepted Accounting Principles (GAAP). If Regulatory Accounting Principles (RAP) are used for any entries, please note. For definitions see page 3, Special Instructions.

HOW TO REPORT PERCENTS	If figure is 38.76% of total sales:	Mil.	Thou.	Dol.	Per-cent
	• Report whole percents				39
	<i>Not acceptable</i>				38.76

Sources of revenue	Cen-sus use	ESTIMATES are acceptable. Report dollars OR percents.				
		Bil.	Mil.	Thou.	Dol.	Per-cent
1. Interest income	850	851				852
a. Foreign trade, pre-export, export, or import financing	0213					
b. Residential real estate loans (except home equity)	0214					
c. Nonresidential real estate loans	0215					
d. Commercial and industrial loans (except real estate)	0218					
e. Installment sales financing (except automotive)	0221					
f. Credit cards, overdraft credit, and related plans	0222					
g. Lease financing receivables	0226					
h. Other interest income	0229					
i. Sum of lines 1a through 1h	0210					
2. Discounts on loans (net)	0250					
3. Trading gains (losses) from foreign exchange transactions	0310					
4. Gains (losses) from assets held in trading accounts in securities and commodities	0320					

If not shown, please enter your 11-digit Census File Number from the address label on page 1.

Census File Number

Item 10. SPECIAL INQUIRIES
EXPORTED SERVICES

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

Did the revenue reported in item 4 include any amounts received for exported services?

970 1 Yes – Amount →
2 No

	Mil.	Thou.	Dol.
971			

Item 11. OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION

a. Is the FIRST DIGIT of your Census File Number (CFN) (shown in the address label immediately after CFN) a zero?

1 Yes – Complete this item
2 No – Skip to item 12

b. Is this company owned or controlled by another company?

097 1 Yes →
2 No

Enter name, address, and EIN of the owning or controlling company

EIN (9 digits)

c. Does this company own or control any other company or companies?

098 1 Yes →
2 No

Enter name, address, and EIN of the owned or controlled company

EIN (9 digits)

d. How many establishments operated under the Employer Identification Number (EIN) shown in the label (or as corrected in item 1) AT THE END of 1997?

Number

079

If more than one, provide the **physical location** address and other information indicated below for each establishment. The headquarters location should be first, followed by all other locations. If more room is needed, continue in the same format on a separate sheet of paper.

Estimates are acceptable if book figures are not available.

1	Name			1997	Mil.	Thou.	Dol.
	Number and street			Revenue	081		
	City	State	ZIP Code	Annual payroll	082		
	Kind-of-business description			Paid employees for pay period including March 12			
				083			
			Census use 088				

2	Name			1997	Mil.	Thou.	Dol.
	Number and street			Revenue	081		
	City	State	ZIP Code	Annual payroll	082		
	Kind-of-business description			Paid employees for pay period including March 12			
				083			
			Census use 088				

Item 12. CERTIFICATION – This report is substantially accurate and has been prepared in accordance with instructions.

Period covered by this report FROM: Mo. | Year TO: Mo. | Year

Name of person to contact regarding this report – *Print or type*

Title

Telephone Area code Number Extension

Signature of authorized person Date

SPECIAL INSTRUCTIONS

(See also the general instructions accompanying this form)

Item 9. Sources of Revenue

INTEREST INCOME – Report **only** interest income. Report fees on lines 8 through 19, and if not listed separately, on line 22.

- 1a.** Foreign trade, pre-export, export, or import financing – Report all interest income from loans, credit and receivables obtained to facilitate international and foreign trade (exports and imports). Include interest received from working capital financing, letters of credit, lease purchase financing, and trade related project financing for exporters and importers. Include interest on receivables obtained from factoring or forfeiting debt from other countries, but not factoring or forfeiting fees, which should be reported on line 13.
- 1b., 1c.** Real estate loans – Report interest income, after placement, for loans secured by real estate – separately for residential (1b) and nonresidential (1c). Include real estate development and construction loans and second or junior loans secured by real estate. Report home equity loans on line 1h. Report interest income from mortgage-backed securities on line 1h. Report mortgage loan origination fees (or points) on line 10. Report mortgage loan servicing fees and loan administration fees on line 11. Report real estate escrow fees on line 17.
- 1d.** Commercial and industrial loans – Report all interest income for loans to businesses and industrial corporations. Report real estate development and construction loans on line 1b or 1c. Report all interest from mortgage-backed securities on line 1h. Also report on line 1h interest income from loans to finance agricultural production and other loans to farmers, loans to depository institutions, banker's acceptances, commercial paper, loans to foreign governments and official institutions, and obligations of States and political subdivisions.
- 1e.** Installment sales financing (except automotive) – Report all interest income from goods purchased by an installment sales financing agreement. Report sales financing of automobiles and trucks on line 1h.
- 1f.** Credit cards, overdraft credit, and related plans – Include interest income from overdraft check credit plans and revolving credit card and credit plans. Report fees for credit cards on line 9.
- 1g.** Lease financing receivables – Report all interest income from sales-type, full payout, levered, leveraged, capital, and finance leases net of unearned income. Report all income from operating leases on line 21. Report all rents from rental of real estate on line 20.
- 1h.** Other interest income – Report all other interest income not covered above, except interest from trading accounts, which should be reported on line 4. Include the following types of interest.
 - Interest income on interest-earning accounts and certificates of deposit with other depository institutions.
 - Interest income on U.S. Treasury and U.S. Government Securities and obligations.
 - Interest income on State and political subdivision taxable and tax-exempt securities.
 - Interest income on foreign and domestic debt securities.
 - Interest income on equity and mutual fund securities, including mortgage-backed securities (MBS's), collateralized mortgage obligations (CMO's), and real estate mortgage investment conduits (REMIC's).
 - Interest income on federal funds sold and securities purchased under agreements to resell in domestic offices of the bank and of its Edge and Agreement subsidiaries, and in IBF's.

GAINS AND LOSSES

- 3.** Trading gains (losses) from foreign exchange transactions – Include gains (losses) on foreign currency exchange transactions. Report foreign currency exchange fees on line 16.
- 4.** Gains (losses) from assets held in trading accounts in securities and commodities – Report net gains (losses) from trading assets (e.g., assets in a designated trading account, and securities held with the intent to trade in an attempt to produce income from fluctuations in interest rates). Include interest and dividend income from assets held in trading accounts. Include accretion of discount on assets held in trading accounts that have been issued on a discount basis.
- 5.** Gains (losses) from underwriting and selling groups of securities – Report all net gains (losses) from disposing of groups of securities, including securitized receivables, underwritten by you. Report gains (losses) from assets held in trading accounts on line 4 and gains (losses) on all other securities NOT held in trading accounts on line 6.
- 6.** Gains (losses) on securities NOT held in trading accounts – Report gains (losses) from other securities bought or sold NOT held in trading accounts. Report net gains (losses) resulting from the gain (or loss) on either the sale or the disposition of securities; or to estimate the unrealized loss resulting from the material permanent decline in market values of securities. Report gain (loss) on disposition of fixed assets (not considered investments) on line 22. Report gains (losses) on groups of securities underwritten by you on lines 5a and 5b.