



About the Economic Activity Survey

What is the objective?

The objective of the Annual Economic Activity Survey (EAS) is to develop a range of statistics, suitable for comparing the relative economic performance of all industrial divisions of the Bermuda economy.

The EAS is the instrument used by the Department of Statistics to collect key economic information from a broad range of businesses and organizations in both the private and public sectors of the economy. These institutions include incorporated businesses, schools, restaurants, sports clubs, hotels, religious entities, public bodies, small unincorporated enterprises, and international companies.

A greater level of macroeconomic data about the changing economy is needed by business entities that aim for continuous growth. Reliable and relevant economic data enhance the quality of decision making in the public and private sectors.

The Annual Economic Activity Survey is conducted under the authority of the Statistics Act 2002, and hence your response is required by law.

NOTE: Include LOCAL as well as OVERSEAS expenditures and income

How will this be done?

The Department of Statistics will conduct its Annual Economic Activity Survey during the months of March and April each year. All businesses with 7 or more employees are automatically selected for the survey. A representative sample of businesses with 6 or less employees will be randomly selected to participate in the Survey. The total sample size is approximately 1,500 businesses. Data from the Survey will be used to calculate the total output of goods and services for

Bermuda using the statistical measure Gross Domestic Product (GDP). GDP will be analyzed according to the industrial sectors of the economy. Final estimates of GDP by industry will be released by the Department nine months after the reference year.

Data Collection

The EAS is an annual survey. The survey questionnaires are emailed and mailed to the sampled enterprises approximately three months after the end of the previous calendar year. The survey is directed to the financial reporting department and is to be completed by the chief financial officer or a senior reporting officer.

The purpose of this **User Guide** is to assist you in completing your specific industry questionnaire. The EAS questionnaire resembles a **profit and loss statement / income statement** that most businesses prepare for their own financial purposes. Business activities across the economy are extremely diverse, resulting in the utilization of a variety of unique financial reporting variables. To accommodate the diversity in financial reporting across industries, fifteen different versions of the survey questionnaire are used.

The deadline to complete and return the questionnaire is **April 30th** of the survey year. For MAC computer users, if your system does not use Adobe Reader PDF, you may download a free version through this link: <https://get.adobe.com/reader/> Respondents can reply to the Department of Statistics by email, mail or fax (see front page of questionnaire for contact information).

Non-respondents / Late returns

Timely responses are critically important to the accuracy and usefulness of the statistics collected. Late responses to the survey cause delays in the release of the data; therefore, it is essential that you respond on time.

During the second week of April a reminder notice will be sent to those who have not yet responded. Respondents that do not meet the April 30th deadline will be contacted via telephone to discuss their reporting delinquency.

Frequently Asked Questions

1. What is the purpose of collecting this data?

The purpose of collecting this data is to determine the total value of all goods and services produced in the Bermuda economy, by its domestic resources. The aggregate is called Gross Domestic Product (GDP).

2. Do other countries collect this type of information?

Yes, like most countries, we conduct this survey in accordance with the guidelines and methodologies as stipulated by the United Nations System of National Accounts.

3. How was I selected for the Economic Activity Survey?

All firms with seven or more employees are automatically selected for the survey. If your firm has less than seven employees you were chosen from a computer-generated sample of businesses. Taking a sample is less costly than contacting every business in the country. Your firm represents many other businesses like your own.

4. Is the data collected by the Economic Activity Survey kept confidential?

Section 7 of the **Statistics Act 2002**, protects the confidentiality of data collected under the authority of the Act. Questionnaires are only handled by employees of the Department of Statistics who are sworn to secrecy.

5. Will the data collected be shared with other Government Departments?

In order to avoid duplication in collection, the sharing of data at the aggregate level with other Government Departments is permitted. **Section 10 Subsection (2)** of the **Statistics Act 2002**, however, prohibits the sharing of information which can be linked to a person, business or organization without the written consent of the person, business or organization.

6. What is the penalty for not responding to the Survey?

Section 15 of the **Statistics Act 2002**, renders anyone who refuses or neglects to provide information as required to do so, guilty of an offence and liable on conviction by court a fine not exceeding \$1,000. If failure to provide the information is continued, a further offence is liable of \$1,000 each day until the information is provided.

7. How can I get help to complete the questionnaire?

Call our office and ask to speak to one of our Statistical Officers at 297-7894, 297-7610, 297-7829 or e-mail us at eas@gov.bm.

8. Is responding to the Economic Activity Survey mandatory?

Yes, the law requires your response. **Section 11** of the **Statistics Act 2002** requires persons, businesses and organizations to supply the required information in the form and manner indicated by the due date April 30th.

9. Why do you need my information if I'm a very small business?

Taken together, small businesses have a significant impact on the economy. This sector of the economy has grown significantly in the last few years. Your business was randomly chosen from a sample of businesses. It represents businesses which have the same economic activity. As such, we need your participation.

10. I am not in the profit making business. Why have I been sent a questionnaire?

Any institutional unit, whether it be a church, school, registered charity, professional club, or business, which engages in the exchange of goods and services contributes to the growth of the economy. When a transaction occurs, output in the economy is impacted in some way. Hence, your participation is required.

11. The first page of the questionnaire asks for the principal business activity. Our company has three different types of businesses. What should be reported in this space?

In cases where there is more than one business activity, state the one which generates the most revenue for the business or if each type of business is a profit centre, submit a completed questionnaire for each type of business activity.

12. What is a sample survey?

A sample survey is the process of gathering information about a large number of people/businesses/organizations by interviewing a select group of them. The sample is selected to represent the total group. Not only does this reduce the cost of surveying everyone, but also lightens the burden on the group as well.

13. Can businesses use their computer to report?

Yes! We send the surveys out via email which can then be completed and forwarded to us via return email.

14. Can business owners/financial officers visit the Department of Statistics or conduct an interview over the telephone to complete their survey? Yes!

We have officers available to assist you with this process if it is needed.

Item Definitions - Questionnaire Sections II - IV

D1000 Wages, salaries and benefits

The gross amount paid to employees before any deductions. Include: employee insurance benefits, employee pension contributions, overtime payments, bonuses, stock options, severance pay, redundancy pay, commissions, cost of living allowances, director's fees, vacation and sick pay, death benefits, advisory board fees, as well as the cost of meals, housing and other benefits covered for employees. Entertainment expenses incurred for entertaining clients should be included in item **P2840**.

D1112 Gratuities paid out - Include gratuities and tips paid to employees.

D2142 Hotel occupancy tax paid

Include hotel occupancy taxes paid to government.

D2910 Payroll tax

Include the employer's portion of payroll taxes only. **Note:** The employee's portion of payroll taxes is included in **D1000**.

D2990 Other taxes and licenses

Include all taxes and license payments to government. Include: motor vehicle license fees, company fees, land tax, property taxes, corporation taxes, BMA fees, city tax, health licensing fees, food licensing fee, liquor licensing fee, professional licenses, stamp duties and other fees paid to government on behalf of business. **Exclude:** payroll tax (see **D2910**), hotel occupancy tax paid (see **D2142**).

D4000 Premium Supplements

Income earned on invested premiums of policyholders

D4001 Interest received

Interest received during the period from local and overseas businesses

D4002 Dividends received and investment income

Dividends and investment income received during the period from local and overseas businesses.

D4003 Land rents received

Land rents received during the period from local and overseas businesses.

D4009 Interest and land rents paid

Outflow of funds related to the cost of borrowing money. Income payable by the users of financial assets, land and sub-soil assets, to owners of such assets.

D4110 Interest received (banks only)

Interest received by the owners of financial assets, etc.

D4190 Interest paid (banks only)

Income payable on deposits, loans, securities, etc. Include: Interest paid by depository and lending institutions and other financial institutions.

D4211 Dividends received (banks only)

Income received by shareholders as a result of placing funds at the disposal of corporations (including companies, cooperatives, limited liability partnerships, etc.) Dividends cover all distribution of profits by corporations to their shareholders.

D4590 Interest, land rent and royalties paid (construction only)

Outflow of funds related to the cost of borrowing money. Income payable on deposits, loans, securities, etc. and by the users of financial assets, land and sub-soil assets, to the owners of such assets. Include: Interest payable to financial institutions.

D6101 Pension fund contributions received/receivable (insurance only)

Actual amounts payable to pension funds during the accounting period.

D6220 Private funded social insurance benefits paid/payable (insurance only)

Social insurance benefits payable to households by insurance enterprises or other institutional units administering private funded social insurance schemes.

D7101 Non-life insurance premiums received/receivable (insurance only)

Actual non-life insurance premiums payable by policyholders to obtain insurance coverage during the accounting period.

D7200 Non-life insurance claims paid/payable (insurance only)

Actual amounts payable in settlement of non-life insurance claims that become due during the current accounting period.

D7511 Grants, donations and subventions received

Current transfers from businesses, government, households or from overseas. Include membership dues, subscriptions, contributions and voluntary donations received by non-profit institutions serving households.

D7520 Bad Debts, net of recoveries & donations

Bad debts written off, less bad debts recovered during the year, plus scholarships, gifts and other charitable donations, cash shorts less overs, employee fraud, and staff loan write-off. **Exclude:** provision for bad debt.

F6101 Life insurance premiums received/receivable (insurance only)

Actual life insurance premiums payable by policyholders during the accounting period.

F6109 Life insurance claims paid/payable (insurance only)

Actual amounts payable in settlement of life insurance claims that become due during the current accounting period.

F6201 Change in life insurance mathematical (technical) reserves (insurance only)

Changes in life insurance reserves against outstanding risks and with-profit insurance including prepayments of premiums. They are generally calculated as the value of the reserves at the end of the current period **minus** the value of the reserves at the beginning of the period. Changes in these reserves **exclude** holding gains or losses.

F6202 Change in pension fund mathematical (technical) reserves (insurance only)

Changes in the reserves of pension schemes comprising special funds held against outstanding risks and benefits, and as prepaid contributions, calculated as the value of the reserves at the end of the current period **minus** the value of the reserves at the beginning of the period. **Exclude:** holding gains or losses.

F6203 Change in non-life insurance (technical) reserves (insurance only)

Changes in non-life insurance reserves against outstanding claims, including prepayments of premiums. They are generally calculated as the value of the reserves at the end of the current period **minus** the value of the reserves at the beginning of the period. Changes in these reserves exclude holding gains or losses.

K1000 Depreciation and amortization

The decline in the value of fixed capital assets in the current period because of physical deterioration, normal obsolescence or normal accidental damage. This is to be recorded at **net book value. (The value should match the total depreciation reported in section IV of the survey)**

P1111 Sales of goods and services

The amount earned from selling products and services. Include: receipts from the sales of goods and services, net of refunds and discounts.

Please note industry specific instructions below:

Agriculture – include total receipts from the sale of crops, livestock, milk, eggs, honey and all types of service activities.

Manufacturing – include income from the sale of goods produced by the business unit. Include receipts from maintenance and repair of agricultural, industrial and commercial machinery and equipment.

Electricity – include income from the generation, transmission and distribution of electricity. Include: sale of electricity to residential, commercial, and industrial customers (including electricity for resale by other

private or public electric utilities); and other operations revenue.

Construction – include income from construction work. Include change in work-in-progress, i.e. the value of construction work actually put in place during the current period on projects that take longer than one accounting period to complete. The main income for painting services falls under this category.

Wholesale & Retail – include fees and commissions of commission agents, manufacturers' representatives, auctioneers, etc.

Hotels – include room sales gross receipts. Enter cost of room sales under **P2151**.

Real Estate & Renting – include the income from the rental of buildings or office space, gross of real estate fees and commissions paid, or other deductions.

Financial Management Services – include all international and domestic business activity conducted by local or resident establishments, but exclude the operations of overseas subsidiaries and associates of these establishments.

Financial Institutions – include direct service charges

Insurance Companies – include direct service charges

P1111G, P1112G, P1113G, P1114G - Please allocate gratuities collected to the appropriate revenue source.

P1111H Hotel Occupancy tax collected

P1111M Marina sales

Include total receipts from the rental of boats, canoes, jet skis, etc.

P1112 Sales of other goods and services

Please note industry specific instructions below:

Water Supply – include income from treating and distributing water. Include; sale of water to residential, industrial, and commercial customers (including bulk water for resale by other private or public water utilities) and other operation revenues.

Quarrying – include income from the sale of quarry products: building stone, sand, pebbles, gravel, clay, lime, etc.

Repair Services – include income received from maintenance and repair of motor vehicles.

Hotels & Restaurants – include total receipts from all restaurants, cafeterias, canteens, snack bars, catering and take-out facilities. Include alcohol sales in item **P1113**. Enter cost of restaurant sales under **P2152**.

Financial Management Services – include fees received from Exempted and Permit companies with a physical presence in Bermuda.

Real Estate & Renting – include income in respect of property development, management, appraisal, agency services, etc.

General Business Activity – include contributions received by non-profit institutions serving businesses, from their members, including membership dues and subscriptions.

P1113 Sales of secondary goods and services

Please note industry specific instructions below:

Hotels & Restaurants – include total receipts from the sale of alcoholic beverages. Enter the cost of bar and wine sale under **P2153**.

Financial Management Services – include fees received from Exempted and Permit companies with no physical presence in Bermuda.

Real Estate & Renting – include gross income from the rental of transport equipment. Include motorcycles, trucks, containers, fishing boats and aircraft.

P1114 Sales of other secondary goods and services

Please note industry specific instructions below:

Hotels & Restaurants – include total receipts from other departments such as newsstands, gift shops, pro shops, green fees, rental of banquet hall and convention facilities, etc. Enter cost of other departmental sales under item **P2153**.

Financial Management Services – include income received from own account “offshore” activity banking, insurance, money-broking, consultancy, etc.

Real Estate & Renting – include income from the rental of construction and civil engineering equipment, computers and other office machinery, and other machinery and equipment.

P1115 Other income

Please note industry specific instructions below:

Financial Management Services – include receipts from domestic sources.

Real Estate & Renting – include rental of furniture, electrical appliances, audio visual equipment, surfing and diving equipment, personal goods, etc.

Retail & Wholesale - include personal goods rentals

P1121 Sale of goods purchased for resale

Report net of refunds and discounts

P1129 Purchases of goods for resale

Actual payments for goods for resale within the specific period, gross of customs duties and port charges, but net of any refunds and discounts received.

P1610 Gross income from the rental/lease of office space or other real estate

Include the income from the rental of buildings or office space, gross of real estate fees and commissions paid or other deductions.

P1620 Gross income from the rent/lease of land

Include: Income received for putting land at the disposal of another establishment.

P1630 Gross income from the rental/lease of machinery/equipment

Include: Income received for putting equipment or machinery at the disposal of another entity.

P1189 Other operating income

Income from other sources related to the business, e.g. commissions, repair work, delivery of produce or goods, rental of buildings and equipment, building maintenance revenues, include trade margins in foreign exchange.

Exclude: bad debts recovered (**See Item D7520**), foreign exchange gains and losses.

P2111 Cost of agricultural materials and supplies (agriculture only)

Include: seeds, cuttings and other planting material, fertilizer, other agricultural chemicals and supplies, animal feed, customs duties, etc.

P2120 Cost of raw materials, supplies and components

Consists of purchases **plus** opening stock **less** closing stock of raw materials, supplies and components. Include the direct inputs of raw materials, supplies and components into the manufacturing process. Also, include custom duties.

P2130 Cost of construction materials and supplies (construction only)

All building supplies, including timber, quarry products, cement, concrete products, steel, port charges, etc. Include: the cost of quarrying supplies and custom duties.

P2140 Cost of packaging/wrapping materials & office supplies (retail & wholesale only)

Consists of purchases **plus** opening stock **less** closing stock of packaging materials and office supplies.

P2151 Cost of room sales (accommodation services only)

Consists of purchases plus opening stock less closing stock.

P2152 Cost of restaurant sales

Consists of restaurant purchases **plus** opening stock **less** closing stock.

P2153 Cost of bar and wine sales

Consists of bar, wine and spirits purchases **plus** opening stock **less** closing stock.

P2154 Cost of departmental sales

Consists of departmental purchases **plus** opening stock **less** closing stock.

P2155 Cost of china, glassware, cutlery, linens, uniforms

Consists of china, glassware, cutlery, and other housekeeping purchases **plus** opening stock **less** closing stock.

P2160 Cost of fuels used

Include: gasoline used in business vehicle, kerosene, gas oil, propane and other fuel oils, lubricating oils, etc. Also, include gas for: operations, motor vehicles, and appliances.

P2170 Cost of stationery and other office supplies

Consists of purchases **plus** opening stock **less** closing stock of stationery and other office supplies. **Include** custom duties.

P2180 Cost of professional supplies

Consists of purchases plus opening stock less closing stock of professional supplies.

P2190 Cost of parts and supplies (retail & wholesale only)

Consists of purchases **plus** opening stock **less** closing stock of parts and supplies.

P2211 Maintenance and repair of machinery & equipment

Include amount paid to mechanics and machinists for routine maintenance and repair work of parts, servicing, labor costs, etc.

P2214 Maintenance and repair of plant and equipment

Include: repair and maintenance of the internal and external structures of plant and equipment.

P2220 Electricity and water

Include: amount paid for reading of meters and standing charges. **Exclude:** bottled drinking water.

P2230 Payment for sub-contract of construction work (construction only)

The amount paid to outsource construction work for a short period of time. Include: work done by paint contractors, electricians, plumbers, etc.

P2240 Minor building maintenance and repair

Include: repair and painting of roofs, exterior walls, foundation, flooring, ceiling, partitions, doors, windows, plaster, structural ironworks, screens, window shades, Venetian blinds, plumbing, heating and air conditioning within or a part of the building, electric wiring, and light fixtures.

P2300 Maintenance and repair of motor vehicles

Include: the amount paid to mechanics and petrol service stations for labor and materials.

P2411 Transport and freight charges (agriculture only)

Monies spent in the local economy for the movement of human or material resources, to or from the company. Include: local freight charges incurred by local couriers and truckers, taxi costs used to transport visiting business professionals. Include: airline tickets purchased from local vendors for business purposes

only.

P2412 Transport

Monies spent in the local economy for the movement of human or material resources, to or from the company. Include: local freight charges incurred by truckers, taxi costs used to transport visiting business professionals, and container rental storage. Also **Include:** Garbage disposal. Courier costs are to be included in item **P2430**.

P2420 Telephone and other communications

Include: cellular phone charges, fax, telex, Internet and radio & television transmission charges,

P2430 Postal and Courier Services

Include: the cost of courier, postage messenger services, and post office box rentals.

P2510 Bank charges

Include: checkbook charges, credit card commissions, draft charges, foreign exchange commissions, monthly service charges, and wire transfer charges. **NOTE:** Interest paid on loan amounts is to be included in **D4009**.

P2520 Insurance

Premiums paid for motor vehicle, property, marine, casualty, liability, theft, building insurance, directors and officers, key man insurance, etc. for business operations only. For insurance companies include re-insurance premiums paid/payable and claims ceded. **Exclude:** health and social insurance. **NOTE:** Employee insurance expenses are to be included in **D1000**.

P2610 Rental/lease of buildings

The amount paid for the rental/lease of real estate, buildings, office space and meeting rooms. **Include** mooring rents.

P2620 Real estate commissions paid (real estate only)

Include: payments for real estate agency services, property management and development, property appraisal, etc. **NOTE:** commissions earned by employees are to be included in **D1000**.

P2630 Rental/lease of machinery, equipment and vehicles

Include: the rental or leasing of furniture, computers, or other forms of equipment. **Exclude** lease purchase agreements and deferred payment plans on the purchase of equipment.

P2700 Computer services and maintenance of office equipment

The amount paid for computer maintenance and repair, consultancy, computer site preparation, data processing, and database production. Include: repair and maintenance of calculating machines, accounting machines, digital and analog computers, associate electronic data processing equipment and accessories,

etc. **Exclude:** computer software and hardware purchases. (see Item **P5120** Computer software and **P5118** ICT equipment)

P2810 Professional services

Include: legal, accounting, audit, management advisory, management fees, trust fees, temporary staff hired through employment agency, outsourcing of inventory counting, corporate and administrative, tax service professional fees, payroll processing fees, relocation services/assistance, and franchise fees etc.

P2820 Advertising and promotion

Include: all marketing costs, media costs, program costs, poster costs, radio advertisements, Internet advertisements, television commercials, yellow page advertisements, and client entertainment expenses.

P2830 Travel Expenses

Include: airline tickets purchased from local vendors for business purposes only.

P2840 Entertainment Expenses

Include: entertainment for staff e.g. Office parties and staff lunch/dinner.

P2900 Other expenses

Enter all other current items of expenditure including subscriptions, expenses for security, recruitment costs (**Exclude: services of recruiting agencies – P2810, and recruiting advertisements – P2820**), training costs, work permits, staff training, building cleaning and other services not elsewhere specified. **Exclude:** bad debts, extraordinary items and other non-current items of expenditure. Please specify what all amounts refer to.

P5114 Buildings and other Structures

Record the value of the stock of buildings, other structures and land improvements at the beginning of the year. This stock includes the costs of site clearance and preparation, erection of public monuments, harbours, the laying of pipelines and cables, communication and power lines and the construction for sport and recreation. Under **acquisitions**, record any new purchases, assets acquired through barter, received as capital transfers in kind, or produced on own account that are not yet completed or fully mature. Include the value of the value of extensions and major renovations to existing buildings. **Disposals** include any assets sold, surrendered as capital transfers, scrapped or demolished. Include: under acquisitions.

P5116 Machinery, equipment and other fixed assets

Record the value of the stock of all machinery equipment and fixed assets at the beginning of the year, including new or second-hand machinery and equipment, transport equipment, furniture and furnishings, and other durable goods. Under **acquisitions**, record any new purchases, assets acquired through barter, received as capital transfers in

kind, or produced on own account that are not yet completed or fully mature. **Disposals** include any assets sold, surrendered as capital transfers, scrapped or demolished.

P5118 Information & communication technology equipment

Record the market value of all information & communication technology equipment at the beginning of the year. This stock includes typewriters, calculating machines, computers, automatic data processing machines, other office machines including parts and accessories, photocopiers, insulated wire and cables, optical fiber cables, electrical capacitors, electrical resistors, printed circuits, semiconductor devices, electronic circuits, telecommunications apparatus, transmission apparatus, reception apparatus for radio and television, sound recorders and reproducers, radar apparatus and measuring and checking equipment. Under **acquisitions**, record any new purchases, assets acquired through barter, received as capital transfers in kind, or produced on own account that are not yet completed or fully mature. **Disposals** include any assets sold, surrendered as capital transfers, scrapped or demolished.

P5119 Research & development expenditures

The value of research and development should be determined in terms of the economic benefit it is expected to provide in the future. Record the value of this future economic benefit as the opening stock balance at the beginning of the year. Research and development, by convention, can be valued as the sum of the costs to produce it since the value may not be observed directly. Under **acquisitions**, include expenditure on work undertaken on a systematic basis to increase the stock of knowledge, and use of this stock of knowledge for the purpose of discovering or developing new products (goods and services), including improved versions or qualities of existing products, or discovering or developing new or more efficient processes of production.

P5120 Computer software and Databases

Record the value of computer software and databases at the beginning of the year, if these items are expected to be used in production for more than one year. Database values consist of files of data organized in such a way as to permit resource-effective access and use of the data. The development of software and databases can be valued at the sum of the costs to produce those items. Under **acquisitions**, record any purchases of packaged software and database management systems, any additions to the value of own-account produced software and databases and the purchase of customized software. **Disposals** include any software or databases sold and should be valued at their market prices. **Exclude:** computer maintenance and repair (see Item **P2700**), rental and leasing of computer equipment (see Item **P2630**).

P5121 – Other intellectual property products

Other intellectual property products include any such products that constitute fixed assets but are not already captured in P5119 – Research and development and P5120 – Computer software and databases. These assets can include mineral exploration and evaluation; entertainment, literary and artistic originals; and other intellectual property products not specified above.

Entertainment, literary and artistic originals consist of the original films, sound recordings, manuscripts, tapes, models, etc. on which drama performances, radio and television programming, musical performances, sporting events, literary and artistic output etc. are recorded or embodied.

P5122 – Non-Produced (non-financial) assets

These assets included natural resources such as land, mineral and energy resources, water resources, non-cultivated biological resources, contracts, leases and licences, goodwill and marketing assets. Please note that the value of land excludes any buildings or other structures situated on it or running through it. It also excludes any cultivated crops or trees. **Contracts leases and licences** are treated as assets only if the terms of the contract, lease or licence specify a price for the use of an asset or provision of a service that differs from the price that would prevail in the absence of the contract, lease or licence. Additionally one party to the contract must be able legally and practically to realize the price difference. The category of contracts, leases and licences can include marketable operating leases, permits to use natural resources, permits to undertake specific activities and entitlement to future good and services on an exclusive basis. **Goodwill** reflects the value of corporate structures and the value to the business of an assembled workforce and management, corporate culture, distribution networks and customer base. **Marketing assets** consist of items such as brand names, mastheads, trademarks, logos and domain names.

P5200 Change in inventories

Total value of all inventories at the end of the year **minus** the value at the beginning of the year, including the value of work-in-progress and materials and supplies held in stock.

P5211 Closing inventory of produce and livestock (agriculture only)

Value of produce held in stock as well as livestock for slaughter at the end of the accounting year, allowing for stock losses due to wastage, theft or accidental damage.

P5219 Opening inventory of produce and livestock (agriculture only)

Value of produce held in stock as well as livestock for

slaughter at the beginning of the accounting year.

P5221 Closing inventory of work-in-progress & finished goods (manufacturing only)

Value of work-in-progress and finished goods held in stock at the end of the accounting year, allowing for stock losses due to wastage, theft or damage

P5229 Opening inventory of work-in-progress & finished goods (manufacturing only)

Value of work-in-progress and finished goods held in stock at the beginning of the accounting year,

P5231 Closing inventory of goods for resale (retail & wholesale only)

Value of goods for resale held in stock at the end of the accounting year, allowing for stock losses due to wastage, theft or accidental damage.

P5239 Opening inventory of goods for resale (retail & wholesale only)

Value of stocks of goods for resale at the beginning of the accounting year,

P5300 Acquisition of Valuables

Include: precious metals and stones, antiques, jewelry fashioned out of such stones and metals, and other art objects.

Consolidations

The Department of Statistics would be happy to send extra questionnaires if there are other companies operating as independent cost centers.

Exclusions from questionnaire

Dividends paid, provision for loan loss, amortization of goodwill, write-offs, foreign exchange gains/losses.

Balance Of Payments - Questionnaire Section V

Definitions:

A **non-resident** is an individual/enterprise that lives/operates or intends to operate outside of Bermuda for one year or more (even if they are Bermudian nationals/owned). This category also includes non-Bermudians who live/work in Bermuda for less than 1 year.

Conversion to Bermuda Dollars:

All values should be reported in Bermuda dollars. Foreign currencies should be converted to Bermuda dollars at the midpoint of the buy and sell rates applicable on the date of the transaction.

Payments to non-residents

B2111D Dividends paid to non-residents

Dividends paid to non-resident investors (direct or otherwise) on equity investments in your company.

B2222D Interest paid on debt liabilities to non-residents

Interest paid to non-residents on direct, portfolio, and other investments including interest payments on loans.

A7100D Payments for financial services (including brokerage)

Financial services cover financial intermediary and auxiliary services, except insurance and pension fund services. These services include those usually provided by banks and other financial corporations. They include deposit taking and lending, letters of credit, credit card services, commissions and charges related to financial leasing, factoring, underwriting, and clearing of payments. Also included are financial advisory services, custody of financial assets or bullion, financial asset management, monitoring services, liquidity provision services, risk assumption services other than insurance, merger and acquisition services, credit rating services, stock exchange services, and trust services.

A1021D Payments to non-residents for management, legal, accounting services, etc. Management and consultancy fees

Include all payments by your company to non-residents for management consultancy and market research services.

Legal services

Include all payments by your company to non-residents for legal services rendered.

Accounting services

Include all payments by your company to non-residents for accounting and auditing services provided. Multinational accounting and auditing firms in Bermuda are treated as residents and payments to them should not be included.

A1022D Payments to non-residents for advertising and marketing

Payments by your company for advertising services including advice, creative services, production of advertising material, media planning and buying. It also includes the creation and realization of advertising campaigns along with conducting marketing campaigns and other advertising services aimed at attracting and retaining customers.

A9200D Payments to non-residents for computer, information, and telecommunication services

Computer services

Include all payments to non-residents by your company for software development, data processing, hardware

consultancy and maintenance services.

Information services

Payments by your company to non-residents for any information services eg. publications, database, news agency etc.

Telecommunication services

Include payments to non-resident companies for telecommunication services. The international communications companies located in Bermuda are treated as residents and payments to them should not be included.

A6100D Payments to non-residents for insurance premiums

Any payments paid to non-residents for insurance premiums.

C2240D Claims paid to non-residents for insurance/reinsurance

Include all claims paid by your company to non-residents on all non-life insurance/reinsurance coverage. This will also include claims paid for term life insurance coverage.

A3400D Payments for transportation services including courier and postal services

Include payments to non-residents for the transportation of physical or human materials, and payments to non-residents for the cost of courier services, postage messenger services and post office box rentals.

A4120D Expenses related to training, conferences, and other travel overseas

Expenditure overseas on attending training sessions and conferences (seminars, courses, etc.) and other events related to the operation of your business. **Exclude** airfares and vehicle rentals.

A8000D Franchise fees, royalties, copyrights and patents paid to non-residents

Franchise fees

Include payments to non-residents for authorization to operate under franchise agreements.

Royalties, copyrights, and patents

Payments to non-residents for authorized use of patents, copyrights, trademarks and industrial processes.

A1035D Payment to non-residents for other services not listed above

Include payments to non-residents for the rental of land, buildings, offices, and equipment (exclude vehicles rented for business travel) and payments for all other operating expenses and services not included elsewhere.

A1000D Payments for goods purchased under merchandising

Payments made by your local Bermuda entity for the purchase of goods from a non-resident, with the same goods being sold to another non-resident

without the goods being present in Bermuda. Merchanting occurs for transactions involving goods where physical possession of the goods by the owner is unnecessary for the process to occur.

C2227D Membership fees and donations to non-resident organizations

Include payments to non-residents by your company for membership to regional and international industry associations or other business groups. Donations include all donations made to non-residents by your company.

343421NAF Funds provided to non-resident subsidiaries and affiliates for operating expenses

Any other payments to subsidiaries and affiliates for operating expenses, that are not elsewhere specified.

Receipts from non-residents

B2111C Dividends received from non-residents

Dividends earned on equity investments in non-resident companies.

B2222C Interest received from non-residents on debt liabilities

Interest received on debt securities issued by non-resident debtors, including interest received from parents, affiliated and non-affiliated debtors.

A1021C Receipts from non-residents for management, legal, accounting services, etc.

Management and consultancy fees

Receipts from non-residents for management consultancy and market research services.

Legal services

Receipts from non-residents for legal services rendered.

Accounting services

Receipts from non-residents for accounting and auditing services provided. Multinational accounting and auditing firms in Bermuda are treated as residents and receipts from them should not be included.

A1022C Receipts from non-residents for advertising and marketing

Receipts from non-residents for advertising services including advice, creative services, production of advertising material, media planning and buying. It also includes the creation and realization of advertising campaigns along with conducting marketing campaigns and other advertising services aimed at attracting and retaining customers.

A9200C Receipts from non-residents for computer, information, and telecommunication services

Computer services

Include all receipts from non-residents for software development, data processing, hardware consultancy and maintenance services.

Information services

Receipts from non-residents for any information services eg. publications, database, news agency etc.

Telecommunication services

Receipts from non-residents for the provision of telecommunication services.

A6100C Receipts from non-residents for insurance premiums

Include all premiums received by your company from non-residents for all non-life insurance coverage. (Premiums received for term life insurance coverage should be included here).

C2240C Insurance/reinsurance claims received from non-resident insurance companies

Include all claims received from non-resident insurance companies.

A8000C Receipts from non-residents for franchise fees, royalties, copyrights and patents

Franchise fees

Include receipts from non-residents for authorization to operate under franchise agreements.

Royalties, copyrights, and patents

Receipts from non-residents for authorized use of patents, copyrights, trademarks and industrial processes.

A1035C Receipts from non-residents for other services not listed above

Include receipts from non-residents for the rental of land, buildings, offices, and equipment (exclude vehicles rented for business travel) and receipts for all other miscellaneous business services.

A1000C Receipts from non-residents for goods sold under merchanting

Receipts from the sale of goods by your local Bermuda entity to a non-resident, with the same goods being previously purchased from another non-resident without the goods being present in Bermuda. Merchanting occurs for transactions involving goods where physical possession of the goods by the owner is unnecessary for the process to occur.

C2227C Donations received from non-residents

Include all donations received by your company from non-residents (in cash, in kind and services).

343421NIL Funds received from non-resident parents/affiliates for operating expenses

Any other receipts from parents/affiliates to cover operating expenses that are not elsewhere specified.

Assets with non-residents-*These items pertain to the end of year balance sheet values.*

31111NAF Equity investment with \geq 10% ownership made in non-resident companies report the market

value of equity investments in non-resident companies where your company owns 10% or more of the voting power.

32142NAF Equity investment with < 10% ownership made in non-resident companies report the market value of equity investments in non-resident companies where your company owns less than 10% of the voting power.

322412NAF Investment in debt securities issued by non-resident companies

Report the market value of debt securities issued by non-residents that are held by your company. Examples of debt securities include bonds, certificates of deposit, commercial paper, money market instruments and debentures. Include both long term and short term debt securities issued by parents, affiliates and non-affiliated debtors.

342421NAF Deposits in non-resident financial institutions

Report the level of foreign currency and other deposits of your company held with non-resident financial institutions.

343421NAF Loans to non-residents Report the value of any outstanding loans issued to non-residents by your company. Include both long term and short term loans outstanding from parents, affiliates and non-affiliated debtors.

346421NAF Accounts receivable from non-residents Report the value of any accounts receivable from non-residents owed to your company, such as trade credit and advances.

346421NAF Other claims on non-residents Other assets held by your company from non-residents that are not elsewhere specified.

Liabilities with non-residents-*These items pertain to the end of year balance sheet values.*

31111NIL Equity investment with \geq 10% ownership made by non-residents in your company report the market value of equity investments held by non-resident investors in your company where ownership is 10% or more of the voting power.

32142NIL Equity investment with < 10% ownership made by non-residents in your company report the market value of equity investments held by non-resident investors in your company where ownership is less than 10% of the voting power.

322412NIL Debt securities issued by your company and held by non-residents

Report the market value of debt securities issued by your company and held by non-residents. Examples of debt securities include bonds, certificates of deposit, commercial paper, money market instruments and debentures. Include both long term and short term debt securities issued to parents, affiliates and non-affiliated creditors.

343421NIL Loans from non-residents Report the value of any outstanding loans owed by your company to non-residents. Include both long term and short term loans outstanding to parents, affiliates and non-affiliated creditors.

346421NIL Accounts payable to non-residents Report the value of any accounts payable to non-residents, such as trade credit and advances.

346421NIL Other liabilities to non-residents Other liabilities owed by your company to non-residents that are not elsewhere specified.

ICT Indicators - Questionnaire

Section VI

(Follow up questions may appear when Yes/No features are selected)

Q1. A **computer** may include: a personal computer, laptop, ultra book, minicomputer or a mainframe system.

Q2. Include all employed persons, not only those working in clerical jobs. Refer to the actual **use of a computer** rather than simply access to a computer.

Q3. Include all Smartphones and tablets no matter what brand name or operation system they use.

Q4A. Internet refers to Internet Protocol (IP) based networks: www, extranet over the Internet, EDI (Electronic Data Interchange) over the Internet, Internet accessed by mobile phones, and Internet e-mail.

Q4B. Internet Connectivity refers to the connection method that you use to access the internet, not the internet speed. **Narrow Band** refers to dialup internet connection methods. **Fixed Broadband** refers to connection through "high-speed" networks, such as those provided by BTC (DSL) and Cable vision. **Mobile Broadband** refers to a connection using cellular based networks.

Q5. Include all employed persons, not only those working in clerical jobs. Refer to the actual **use of the Internet** rather than just access to the Internet.

Q6. An **Internal** network uses the same protocol as the Internet and allows communication within an organization. It is typically set up behind a firewall to control access.

Q7. An **Extranet** is an internal network that is partially accessible to the outside world by users who are authorized by users inside the network.

Q8. Web presence includes your own web site/home page as well as a presence on a third party's site (including a related entity) where your business has substantial control over the content of the site/page. **Include:** web site, home page, social media accounts, cloud based services or presence on another entity's web site where your business has control over the content of the page. **Exclude:** Inclusion in an on-line directory and any other Web pages where your business does not have control over the content of the page.

Q9. Involves the **purchasing or procurement via web sites**, specialized Internet marketplaces, extranets, EDI (Electronic Data Interchange) over the Internet, Internet-enabled mobile phones, and email. **Include:** orders placed via the Internet whether or not payment was made on-line. **Exclude:** orders which were cancelled or

not completed.

Q10. Involves the **receiving of orders via web sites**, specialized Internet marketplaces, extranets, EDI (Electronic Data Interchange) over the Internet, Internet-enabled mobile phones, and email. **Include:** orders received on behalf of other organizations and orders received by other organizations on behalf of your organization. Also, include orders placed via the Internet whether or not payment was made on-line. **Exclude:** orders which were cancelled or not completed.

Q11. Identify the **various uses your business has for the internet**, by selecting any of the applicable answers. This includes employed persons that use a computer throughout the regular day to day operation.

Q12A. Include **all services outsourced locally and overseas**.

Q12B. **Specify** which country the services were outsourced to.

Index

Item

Accounting services expenses	P2810	Custody Expense	P2520
Advertising expenses	P2820	Cutlery purchases	P2155
Advisory board fees	D1000	Data Storage, Electronic	P2700
Agency Fees	P2810	Data Storage, Hard Copy	P2412
AGM Expenses	P2900	Delivery service income	P1189
Agricultural materials and supplies purchases	P2111	Demurrage	P2412
Airline tickets, purchased locally	P2830	Depreciation	K1000
Alcohol sales	P1113	Director's fees	D1000
Audit services expenses	P2810	Discounts	P1111
Bad debt	D7520	Dividends received and investment income	D4002
Bank Cards	P2510	Dividends received (banks only)	D4211
Bank service charges	P2510	Donations paid	D7520
Bank service charges, income	P1111	Donations received	D7511
Boat rental income	P1111	Draft Charges	P2510
Bottled water	P2900	Dues	P2900
Brokerage commissions	P2810	Durable goods, acquisitions & disposals	P5116
Building cleaning expenses	P2900	Electrical equipment rental	P5115
Building lease expenses	P2610	Electricity expenses	P2220
Building rent expenses	P2610	Employee benefits	D1000
Buildings, acquisitions	P5114	Employee bonuses	D1000
Buildings, disposals	P5114	Employee insurance benefits	D1000
Buildings, extensions	P5114	Employee pension contributions	D1000
Buildings, major renovations	P5114	Entertainment expenses, client	P2840
Business travel, local	P2412	Entertainment expenses, employee	P2840
Call Center	P2810	Equipment, acquisitions	P5116
Cellular phone charges	P2420	Equipment, disposals	P5116
Checkbook charges	P2510	Exhibit Expenses	P2900
China purchases	P2155	Fax services	P2420
Church Equipment	P2170	Fixed assets, deterioration	K1000
City taxes	D2990	Flowers	P2170
Cleaning services, building	P2900	Food or Liquor licensing fee	D2990
Commissions - employee compensation	D1000	Food purchases for rest homes	P2900
Commissions – income	P1111	Food purchases for restaurants	P2152
Company fees	D2990	Foreign exchange gains or losses	Exclude
Computer consulting services expenses	P2700	Freelance Staff	D1000
Computer equipment, acquisitions & disposals	P5116	Freight charges, local	P2412
Computer maintenance & repair expenses	P2700	Freight charges, local (agriculture only)	P2411
Computer rental/leasing expenses	P2630	Fuel purchases	P2160
Computer software	P5120	Furniture rental expenses	P2630
Computer software, customized	P5120	Furniture rental income	P1115
Computer software, off-the shelf	P5120	Gasoline purchases	P2160
Computer software, own-account	P5120	Gifts paid	D7520
Concert Expenses	P2900	Glassware purchases	P2155
Construction equipment rental income	P1113	Grants received	D7511
Construction materials and supplies purchases	P2130	Gratuities (other dept. sales)	P1114G
Consumer goods rental income	P1115	Gratuities (restaurant sales)	P1112G
Corporate consulting services expenses	P2810	Gratuities (room sales)	P1111G
Corporation taxes	D2990	Gratuities (tips paid to employees)	D1112
Cost of bar and wine sales	P2153	Gratuities (wine & bar sales)	P1113G
Cost of departmental sales	P2154	Health licensing fees	D2990
Cost of Goods Sold	*	Hedging	Exclude
Cost of living allowances	D1000	Help Desk Fees	P2810
Cost of room sales	P2151	Honoraria (BPSU)	D1000
Credit Card commission	P2510	Hotel occupancy tax (paid to government)	D2142
Custodial services	P2900	Housing, cost of, employer's portion	D1000
		Gross income from rental/lease of building	P1610
		Insurance premiums, property	P2520
		Immigration Fees	D2990
		Interest paid	D4009
		Interest paid (construction only)	D4590
		Interest paid (banks only)	D4190

Interest received	D4001	Office space lease expenses	P2610
Interest received (banks only)	D4110	Office space rental expenses	P2610
Internet advertisements	P2820	Office supplies purchases	P2170
Internet charges	P2420	Other departmental sales	P1114
Inventories, change	P5200	Other operating income	P1189
Inventories, finished goods, closing	P5221	Outsourcing of construction work	P2230
Inventories, finished goods, opening	P5229	Overtime payments	D1000
Inventories, livestock, closing	P5211	Packaging materials purchases	P2140
Inventories, livestock, opening	P5219	Parts & supplies purchases	P2190
Inventories, resale goods, closing	P5231	Payroll processing fees	P2810
Inventories, resale goods, opening	P5239	Payroll taxes, employee's portion	D1000
Inventories, work-in-progress, closing	P5221	Payroll taxes, employer's portion	D2910
Inventories, work-in-progress, opening	P5229	Pension fund contributions received/receivable	D6101
Janitorial services	P2900	Pension fund reserves, changes	F6202
Kerosene purchases	P2160	Post office box rentals	P2430
Land rents received	D4003	Postage expenses	P2430
Land rent paid	D4009	Poster costs	P2820
Land rent paid (construction only)	D4590	Printing (advertising)	P2820
Landscaping, grounds maintenance	P2240	Printing (other)	P2900
Land taxes	D2990	Professional fees expenses	P2810
Laundry	P2900	Professional licenses	D2990
Legal services expenses	P2810	Professional supplies purchases	D2180
Life insurance claims paid/payable	F6109	Promotion expenses	P2820
Life insurance premiums received/receivable	F6101	Property appraisal expenses	P2620
Life insurance reserves, changes	F6201	Property appraisal income	P1112
Linen purchases	P2155	Property development expenses	P2620
Loss on Sale of Building	Exclude	Property development income	P1112
Loss on Sale of Fixed Assets	Exclude	Property management expenses	P2620
Machinery & equipment rental income	P1113	Property management income	P1112
Machinery, acquisitions	P5116	Property taxes	D2990
Machinery, disposals	P5116	Radio advertisements	P2820
Magazine subscriptions	P2900	Radio transmission charges	P2420
Maintenance & repair of boating equipment	P2213	Raw material purchases for manufacturing	P2120
Maintenance & repair of engines	P2212	Real estate agency services expenses	P2620
Maintenance & repair of M&E	P2211	Real estate agency services income	P1112
Maintenance & repair of motor vehicles	P2300	Recoveries	P2900**
Maintenance & repair of plant & equipment	P2214	Refunds	P1111
Maintenance & repair of radio equipment	P2212	Rental income	P1111
Maintenance & repair of equipment, income	P1111	Rep Fees	P2810
Maintenance & repair of motor vehicles, income	P1112	Repair services, miscellaneous	P1113
Management advisory services expenses	P2810	Research & Development	P5119
Marina sales	P1111M	Resale goods purchases	P1129
Marketing cost	P2820	Resale goods sales	P1121
Meals, cost of, employer's portion	D1000	Royalties	D2900
Media costs	P2820	Royalties paid (construction only)	D4590
Membership dues, income	P1112	Salaries	D1000
Messenger services	P2420	Sales	P1111
Mineral exploration	P5120	Scholarships paid	D7520
Minor maintenance & repair of buildings	P2240	Security expenses	P2900
Monthly Service Charge	P2510	Severance expenses	D1000
Mooring rents	P2610	Shipping	P2412
Motor vehicle license fees	D2990	Sick pay	D1000
Non-life insurance claims paid/payable	D7200	Social insurance benefits paid/payable	D6220
Non-life insurance premiums rec'd/receivable	D7101	Staff training	P2900
Non-life insurance reserves, changes	F6203	Stamp duties	D2990
Occupancy tax collected	P1111H	Stationery purchases	P2170
Occupancy tax paid	D2142	Stock taking expenses	P2810
Office equipment rental income	P1113	Stock options	D1000
Office equipment rental/leasing expenses	P2630	Storage	P2412
Office equipment, acquisitions & disposals	P5116	Subscriptions	P2900
Office Losses	Exclude	Subventions received	D7511

Swift	P2510
Tax services expenses	P2810
Taxi costs	P2412
Telephone charges	P2420
Television commercials	P2820
Television transmission charges	P2420
Telex services	P2420
Training costs	P2900
Transport equipment rental income	P1113
Trash removal	P2412
Upholsterer	P2240
Uniforms	P2155
Vacation pay	D1000
Wages	D1000
Water expenses	P2220
Wire Transfer charges	P2510
Work permit fees	P2900
Work-in-progress income	P1111
Wrapping materials purchases	P2140
Yellow pages advertisements	P2820

* Net off of Sales

P2900** Net of Expenses