

2011- 2012 青年总裁协会会员入会资质

【适用期限：2011年7月1日-2012年6月30日】

年龄

申请加入青年总裁协会者的年龄不得超过 45 周岁。如有特殊情况需先经过 YPO 审批。

职务

YPO 的会员仅限于公司的首要经营者（具有运营资格的公司或机构），且必须具备以下职务之一：总裁、董事长、首席执行官、董事总经理、执行合伙人或发行人，及其它与以上职务级别相同的职务。同一公司的董事长/首席执行官和总裁不能同时成为 YPO 的会员。

公司组成

关于公司的定义：公司在这里是指合并的或有限的商业实体、合股公司，以及 YPO 执行委员会判定与符合相关法律的公司完全等同的商业组织。同时也包括学术机构、非盈利性组织和政府机构。所有公司都不得处于负债状态。

符合条件的公司：申请者必须符合 YPO 董事会制定的公司组成规定及年龄、职务相关条件。申请人必须满足以下两类要求中的一项，也就是满足 A 部分要求中的一项或 B 部分要求中的一项。

A 类要求

申请人必须管辖 50 名以上全日制员工。以支付佣金而非直接发放薪水的形式雇用的工作人员如果与公司有永久性雇佣关系且以此作为主要生活来源，也被视为以上所指的员工。季节性用工不列在 YPO 所定义的员工范畴之内。

或

若不满足以上要求，所有员工（不包括申请人）的一年的补偿金总额不得少于 100 万美元。

B 类要求

根据申请人掌管的机构类型，资金要求如下：

销售/服务/生产机构全年销售额或营业额不得低于 800 万美元

金融机构年平均资产不得少于 1.6 亿美元

代理机构类的年费用或佣金不得少于 600 万美元

或

根据以下定义之一，公司的企业价值必须达到 1000 万美元：

资产折旧之前的净值达到 1000 万美元

第三方的独立投资或价值达到 1000 万美元

公司的公认价值除去债务后必须超过 1000 万美元

****请注意：以上为最低入会要求。各地方分会可依据地域差异进一步设置入会标准。**



YPO 2010-2011 Membership Application

Effective 1 July 2010 - 30 June 2011

请阁下务必用英语填写此申请表

This form is bi-lingual and will be based on the English version and should be filled out in English when submitted

申请人类别 The information above is for: 新会员 New Member 恢复会籍 Reinstatement 转会会员 Transfer

分会名称 YPO Chapter:

性别 Gender: 女性 Female 男性 Male 出生年月日 Date of Birth

(年/月/日)

阁下以前有申请过 YPO 分会吗? 如果有, 是哪家分会

日期 Date:

Have you applied to a YPO chapter before? If yes, which one:

名字 Name(s): 名 Middle Name(Initial): 姓 Family Name:

博士 Dr. 先生 Mr. 女士 Mrs. 其他 Other

英文名 (如果有) Nickname(if any):

会员入会证书上显示的名字 Name as it should appear on membership plaque:

公司全称 Company Name:

公司地址 Business Address:

(邮寄包裹能寄达的地址, 不包括邮政信箱 Physical and package address only: no post office box number can be accepted)

所在城市 City:

省/市/直辖市 Province/State:

邮政编码 Zip/Postal Code:

国家 Country:

公司电话 Business Telephone:

公司传真 Business Fax:

国家代码 + 城市或区域代码 + 电话号码 Country Code + City/Area Code + Number

国家代码 + 城市或区域代码 + 电话号码 Country Code + City/Area Code + Number

联系电话首选 (仅联系此号码) Preferred Phone Number (check one only):

Business

Home

Mobile

联系传真首选 (仅联系此号码) Preferred Phone Number (check one only):

Business

Home

所有邮件发送至 (仅发送至此邮箱) All Mail Sent to (check one only):

Business

Home

邮箱地址 E-mail Address:

(如: 姓名@公司.com); "[name](mailto:名称@公司.com)"@"[company](mailto:名称@公司.com)".com")

公司网站 (如有) Company Website (if applicable):

(如 www.公司名称.com)

会费明细 Invoice Information

请在下列选项中选择 Please check the box that applies

以下会费已含一次性 YPO 国际入会费美金 1500 元。此会费不包括本地分会的会费，您所在的分会将另外向您收取本地会费。

Amount includes a one-time YPO International initiation fee of US\$1,500. Amount does not include chapter dues, which are billed separately and paid directly to your chapter

请阁下选择以下入会时间 If YPO join date is between

7 月 - 9 月 美金 4,380.- July-September US\$4,380

10 月 - 12 月 美金 3,660.- October-December US\$3,660

1 月 - 3 月 美金 2,940.- January-March US\$2,940

4 月 - 6 月 美金 5,100.- October-December US\$5,100*

*YPO-WPO 的会计年度是从每年的 7 月 1 日至次年的 6 月 30 日。每年 6 月起是会员续费的阶段，故在此期间入会的会员除了缴纳所在年度最后一季度的分摊会费美金 720 外，还需同时支付新一年的会费美金 2,880。会员加入 YPO 其支付的会费是不予退还的。

Amount include prorated dues (US\$720) for current fiscal year plus annual dues (US\$2,880) for the upcoming fiscal year.

Note: Annual Membership renewal dues are payable on 1 June of each year. YPO membership renews annually prior to the beginning of YPO-WPO's fiscal year (1 July - 30 June). Membership dues are nonrefundable upon acceptance into YPO.

支付方式 Payment Details

信用卡支付 Pay by Credit Card:

美金金额 US\$ Amount: _____

可被接受的信用卡种类 Only these cards are accepted: Visa

MasterCard

American Express

Discover

信用卡号码 Credit Card Number: _____

有效期 Expiration Date: _____ (月/年 Month/Year)

持卡人姓名 Cardholder Name: _____

持卡人签名 Cardholder Signature: _____

(同信用卡上显示的名字 As it appears on credit card)

城市 City: _____

省/市/直辖市 Province/State: _____

邮政编码 Zip/Postal Code: _____

国家 Country: _____

支票支付 (请写清楚支票号码并注明支付给 YPO-WPO) Pay by Check: (Please write check number/make check payable to YPO-WPO)

邮寄或包裹寄送地址 Mail/Send Courier Deliveries to: YPO-WPO

ATTN: Member Service

600 E. Las Colinas Blvd. Ste. 1000

Irving, Texas, 75039, USA

电汇支付 (电汇支付凭证请与此入会申请表一并附上) Pay by Wire Transfer: (Note: Copy of wire transfer must accompany application)

电汇转帐帐号# Wire Transfer Account # _____

(请指示银行在备注栏内注明阁下的名字和贵公司的名字 Please notify bank to have your full name and company name on transfer advice)

YPO 收款行清算代码 YPO-Swift Code: WFBIUS6S

ABA (Routing) Number: 121000248

收款行账号: Account Number: 4121315014

Wells Fargo Bank N.A.

San Francisco, California

此栏是由 YPO 总部填写: 会员号: YPO International Office use only: Member ID#: _____

第一部分：公司资料（如果有） Business Information (if applicable)

如果阁下是将此资料传真至 YPO-WPO，请在此栏填上姓名 If faxing application to YPO-WPO please write Member's Name here: _____

YPO-WPO 承诺严保所有申请者的资料。如果有分会主管，其他会员或第三方以任何理由向我们索要申请者资料，需以书面形式致信给 YPO-WPO 会员服务部。会员服务专员会在得到申请者本人的书面同意后把所要求的资料提供给对方。会员服务部不得在未经申请者许可的前提下擅自泄露会员的资料，除非是涉及到法律纠纷等特殊状况，如类似于传票的跟踪等案例。

YPO-WPO will keep all applicant information strictly confidential. If a chapter officer, member or any third party requests to receive this information for any reason, the request must be in writing to YPO-WPO Member Services. Member Services will then contact the applicant at issue to obtain the applicant's permission in writing to disclose the information. Member Services shall not disclose this information without obtaining the applicant's prior written consent. This procedure may not be followed if YPO-WPO is legally required to comply with a particular request, such as pursuant to a subpoena or other similar request.

公司数据（请申请者完整填写此页） Company Data (Please complete this page if it applies to you)

i. **公司全称** Company Name (s) What is the name of your company?: _____

注：公司全称须包含部门名称

ii. **职位** Title Held in Company (What is your position?): _____

注：职位须包含所在部门的名称

iii. **A 类要求 “A” Requirement**

全职员工数量或等同 Number of regular full-time employees or equivalent: _____

或 or

所有员工（不包括申请人）一年的薪资福利总额

美金 US\$ _____ 百万 Million

Total annual compensation of all employee, excluding the compensation of the candidate:

和 **AND**

B 类要求 “B” Requirement

请阁下根据贵公司/机构类型，填写相应的美金金额

Dollar volume requirement based on the type of corporation (check one and indicate amount)

销售 Sales 服务 Service 制造生产加工类 Manufacturing 美金 US\$ _____ 百万 Million

阁下公司 2010 年末销售总额/营业额 Gross sales/turnover for your company's year ending 2010:

金融机构：2010 年末年平均资产 美金 US\$ _____ 百万 Million

代理机构：2010 年末代理年费或佣金 美金 US\$ _____ 百万 Million

或 or

1000 万美金企业价值的定义包括以下其中一项：

Enterprise value of US\$10,000,000 as defined by one of the following

2010 年末阁下企业折旧后的净资产为 1000 万美金 美金 US\$ _____ 百万 Million
Net worth of assets before depreciation for your company's year ending 2010:

2010 年末阁下企业独立第三方投资/评估额为 1000 万美金 美金 US\$ _____ 百万 Million
Independent third party investment/valuation for your company's year ending 2010:

2010 年末阁下企业上市股票加上负债，抵去现金后为 1000 万美金 美金 US\$ _____ 百万 Million
Sum of your company's public equity value plus its debt less cash for the year ending 2010:

iv. **总裁类型 Type of President:**

企业家（公司创始人）Entrepreneur (Company Founder)

家族企业总裁（家族企业已持续超过一代人）Family Business President (Family-owned for more than one generation)

职业经理（雇佣执行官）Professional Manager (Hired executive)

其他 Other: _____

- v. 机构类型 Type of Firm: 上市贸易公司 Publicly-Traded Company
 私人牟利公司 Private For-profit Company
 私人非牟利公司 Private Nonprofit Company

这是一个分公司或是其它公司的子公司? 是 否
Is this a division or subsidiary of another company? Yes No

母公司全称 Name of parent company: _____

- vi. 公司经营范围 Scope of Business (Check one): 本地 Local 本国 National 国际 International

vii. 公司业务描述(What does your company do?): _____

viii. 公司企业代码 Business Industry Classification Code(s):

代码 1 Code 1 代码 2 Code 2 代码 3 Code 3 代码 4 Code 4

备注: 请参考附件来选择你的企业代码

Note: Please use the enclosed sheet to determine your Industry Classification Code(s)

第二部分: 认证 Certification

阁下的会员申请表必须有公司以外的会计师事务所或其他被批准的独立第三方进行资质审核。只有经过有资质的注册会计师事务所, 注册会计师或律师事务所/律师才能被视为有权签字的独立的第三方。请注意申请者公司的职员, 不论哪种职位都不视为有效签字方。

This application must be certified by an outside auditor firm or other approved independent third-party. Only external certified public accountants (CPA), chartered accountants (CA) or lawyers/attorneys are approved as independent third parties. Please note that persons on the YPO member company's staff, regardless of title, are not authorized to sign this form.

独立第三方认证 Independent Third-Party Verification:

我在此确认上述所填信息于公司财务报告、薪酬纪录和会议概要属实。申请人是所在公司和或所在部门的最高执行者。

I certify that the above information is correct according to corporate accounting, payroll records and minute books, and that the applicant maintains the highest position possible in the company and/or division indicated on this membership application.

签字 Signature: _____

职位 Title: _____

全名 Full Name: _____

电话 Telephone Number: _____

邮箱地址 E-mail Address: _____

机构名称 Firm: _____

日期 Date: _____

机构电话 Firm Telephone Number: _____

机构公司网页(如有) Firm Website (if available): _____

提供第三方认证的机构或个人必须完整填写上述的信息或另外用公司信纸提供单独的报告来验证您对申请者的公司资质的认可。

To third party certify this application, you may complete and sign the above or provide a separate report on your company's letter head, verifying the information provided by the application.



第四部分 会员协议及签署信息 Membership Agreement and Signature Information

Should I, the undersigned individual, continue to remain either a YPO or WPO member of Young Presidents' Organization, Inc, as a not-for-profit corporation, ("YPO-WPO") or ("YPO International") through the acceptance and approval of this applications for membership, in consideration of the acceptance of my renewal application for membership in YPO-WPO, I hereby waiver all rights which I may now have or which may accrue in the future against YPO-WPO, its respective chapters, directors, officers, employees and members (collectively the "YPO-WPO Representatives") and I hereby release and discharge YPO-WPO Representatives from, and agree to indemnify and hold YPO-WPO Representatives harmless from and against all liability for any and all actions, damages, causes or action, suits, costs, losses, expenses, claims, demands, damages, and judgments (collectively the "Losses and Claims"), which I, my spouse, family members, children, invitees, heirs, executors, administrators, successors and assignees ever had, now have or hereafter shall or may have, resulting from or arising in connection with my membership in YPO-WPO, any activities, functions or events sponsored or sanctioned by YPO-WPO or the YPO-WPO Representatives, and administrative actions taken by YPO-WPO or the YPO-WPO Representatives, any orders, communications, directives, or representations made by YPO-WPO or the YPO-WPO Representatives, any orders, communications, directives, or representations made by YPO-WPO or the YPO-WPO Representatives, or my travel to, attendance at or participation in any YPO-WPO sponsored or sanctioned event or activity.

I acknowledge that certain legal rights against YPO-WPO or the YPO-WPO Representatives may be available to me now or in the future as a result of any Losses and Claim, and that by executing this waiver and release of liability, I am forever relinquishing those rights against YPO-WPO and the YPO-WPO Representatives. I acknowledge that no promises, representations, or affirmations of fact were made to me by YPO-WPO or the YPO-WPO Representatives concerning membership in YPO-WPO or the safety or danger associated with participation in and YPO-WPO sponsored or sanctioned event or activity and affirm that I have read and understand the foregoing provisions of this waiver and release of liability as a condition of my renewed membership in YPO-WPO. I further agree that this release and waiver of liability shall be governed by the laws of the State of Texas.

照片和个人信息使用免除 Photo and Personal Information Release

本人了解每个会员的个人信息，包括所有会员信息和会员交流计划(M2Mx)，可能会被YPO-WPO使用并纳入YPO-WPO和会员交流计划(M2Mx)数据库。本人了解YPO-WPO拥有这些数据库的所有权利。本人了解YPO-WPO可能会在会员交流计划中披露上述有关信息，或可能向其参与者披露上述有关个人信息，或根据法律要求披露信息。除非本人另有书面表述，YPO-WPO可以在国际会员目录（包括YPO-WPO主页上面的目录）中复制本人的名字、配偶的名字、公司名称、联系信息、照片或其他信息。在本人的YPO-WPO会员任期内，YPO-WPO可酌情将本人的照片或其他类似信息复制到会员简讯和其他通信方式中。

I understand that each Member's personal information, including all membership and Member to Member Exchange (M2Mx) data, may be used by YPO-WPO and incorporated into the YPO-WPO and M2Mx databases. I understand that YPO-WPO retains all rights to these databases. I understand that YPO-WPO may release the Member's personal information to Member to Member Exchange (M2Mx), who may disclose this information to the Member to Member Exchange participants, or as required by law. Unless otherwise stated in writing, YPO-WPO may reproduce my name, spouse's name, company name, contact information and photo or likeness in the International Directory of Members, including a directory on YPO-WPO's home page. At YPO-WPO's discretion, my photo or likeness may be reproduced in member newsletters and other communications during the term of my membership.

会员协议 Membership Agreement

本人了解这是作为YPO-WPO会员的一个前提条件，本人同意遵守并坚持YPO-WPO任何时候建立的所有YPO-WPO政策和程序。这些政策和程序包括但不限于：YPO-WPO政策与程序手册中概述的所有政策与程序，YPO-WPO商标与许可协议（YPO-WPO同意其分会在YPO-WPO活动中使用YPO-WPO的知识产权）中的条款，以及YPO-WPO在反垄断合规计划手册中特别陈述的YPO-WPO反垄断合规计划中包含的政策与程序。如果您对这些协议或手册有任何疑问，请您联系本地分会的联系人。

I understand that as a condition to becoming a member of YPO-WPO, I agree to abide by and adhere to all of YPO-WPO's Policies and Procedures as established by YPO-WPO from time to time. These policies and procedures include, but are not limited to, all of the policies and procedures as outlined in YPO-WPO's Policies & Procedures Manual, the provisions contained in YPO-WPO's Trademark and Licensing Agreement whereby YPO-WPO allows its Chapters to use YPO-WPO's intellectual property rights for YPO-WPO activities, and the policies and procedures that are included in YPO-WPO's Antitrust Compliance Program, which are more specifically outlined in YPO-WPO's Antitrust Compliance Manual. Please see your local chapter contact if you have questions regarding any of these agreements or manuals.

第五部分 会员协议及签署信息（续）

Membership Agreement and Signature Information (Continued)

如向YPO-WPO传真发送申请表，前在此处填写会员姓名：_____。

If faxing application to YPO-WPO Please write Member's name here:

YPO 行为守则 YPO Code of Conduct

作为青年总裁协会（YPO-WPO）会员，我方要求您阅读并同意以下行为守则。所列示的预期选项旨在支持和保护 YPO 会员相互之间固有的坦诚、尊重和公开的精神。

As a YPO Member of Young Presidents' Organization, Inc. ("YPO-WPO") we ask that you read and agree to the following Code of Conduct. The expectations listed are intended to bolster and spirit of trust, respect and openness YPO members inherently have for one another.

尊重 RESPECT

收到通知后二十四小时内，予以最大优先返回以下资讯 Within 24 hours of receiving, return on a top priority basis:

- 无论您认识与否，世界各地的 YPO 及 WPO 会员电话。
YPO and WPO member phone calls anywhere in the world, whether or not you know the individual.
- 来自会员或 YPO 国际的电子邮件和其他信函。
E-mails and other correspondence from members and YPO-WPO International.
- 不要发送群发电子邮件或不必要的“全部复制”以尊重会员的时间。
Respect member's time by not sending blast e-mails or "copying all" unnecessarily.
- 会员间交流（M2Mx）程序之要求。Member-to-Member Exchange (M2Mx) requests.
您可以另存一份同行会员的业务或生活经历的描述。确保您在 MyYPO 上的“会员交流简介”是完整的和最新的。
You may save a fellow member's business or life. Make sure your Member Exchange profile on MyYPO is completed and up-to-date.

参与 PARTICIPANT

更佳的领袖、教育和创意交流是通过每位会员在以下方面坦诚和深思熟虑的参与而形成：

Better leaders, education and idea exchange are created via the committed and deliberate involvement of every member in:

- 分会会议 Chapter Meetings
各位同仁竭尽全力营造“非 YPO-WPO 莫属”的特殊活动，因此需要您支持。
Your peers go to great lengths to create only-in-YPO-WPO special events and need your supports.
- 领导力 Leadership
在会籍期间，各位会员将以承担领导角色为此做出贡献，如主持一项分会活动或参加某一委员会。
Each member contributes by taking on leadership roles during their membership. Day chair a chapter event or join a committee.
- 国际性事件 International Events
YPO-WPO 是一个全球性同行联谊网络，极力推荐每年出席区域性或国际性事件。
YPO-WPO is a global network of peers. Attending a regional or international event annually is highly recommended.
- 论坛 Forum
YPO-WPO 之精髓所在。The essence of YPO-WPO.
- 网络 Networks
您所在的分会即构成您的地域性网络；YPO-WPO 网络系统是按业务或个人兴趣分类的全球性同行联系纽带。
Your chapter is your geographic network; YPO-WPO Networks are your connection to peers with common business or personal interests around the world.
- MyYPO 简介 MyYPO Profile
完善您的在线简介，从而形成与同行之间更为完整的联系。
Complete your online profile and connect more fully with your peers.

保密 CONFIDENTIALITY

YPO 营造出一种公开分享创意和经验的值得信赖的氛围，其原因就在于对以下方面保守机密的期望值：

YPO creates a trusting environment in which ideas and experiences are openly shared. This is due to the expectation of confidentiality for:

- 论坛内部交流内容 Content within Forum

凡有疑问者，可使用本保密规则：绝不向任何人传播任何信息。希望全体会员遵守任何论坛赋予的规范。

When in doubt, use this rule of confidentiality: Nothing, Nobody, Never. Members are expected to adhere to any norms imposed by their Forum.

- 会员之间分会会议和董事会内部讨论的内容。

Content from member-to member chapter meetings or Inside the Boardroom discussions.

- 公共或私营部门发言人对我们演讲的“不得公布”的内容。

Content from public and private sector speakers who address us on an “off-the-record” basis.

YPO 应成为他们分享“完全真实”的场所。

YPO becomes a place they can share “the whole truth”.

- 会员间交流（M2Mx）程序之要求。M2Mx requests

- 会员名录（现存的和过期的）必须以最严格的可信度予以处理。

The membership roster (current or expired) must be treated in the strictest of confidence.

会员个人信息不得落入掮客或罪犯之手。

Members’ personal information cannot fall into the hands of marketers or criminals.

禁止招揽 NO SOLICITATION

尽管鼓励会员之间互利互惠地开展业务，但会员必须做到：

While members are encouraged to conduct mutually beneficial business with each other, members must:

- 未经对方主动提出，不得试图向其他会员推销产品或服务，无论其事关乎慈善事业还是业务。

Never attempt to sell products or services to other members on an unsolicited basis. This pertains to charitable causes, however worthy as well as business.

- 当同行会员说“不”时，始终对其表示尊重。Always respect your fellow members when they say “no”.

- 会员与 YPO 或 WPO 分会，或 YPO-WPO 国际部之间的任何交易应以优惠为原则（折扣价）。任何利益冲突必须事先披露和核准。

Any transactions between a member and a YPO or WPO chapter or YPO-WPO International should be on a preferred basis (reduced price). Any conflict of interest must be disclosed and approved in advance.

我们确信各位会员对本守则的遵守将确保全体会员享受 YPO-WPO 的优质体验和服务。

We are confident that everyone’s adherence to this code will ensure a better YPO-WPO experience for all members.

本人作为申请者明白，只有收到 YPO-WPO 的正式录取通知后方可视为入会，这是一个需要会员积极参与的国际组织。本人声明本申请表中包含的所有信息属实，我已经阅读并明白上述各项规定，包括相关责任，肖像等权力的豁免权。在我被 YPO-WPO 录取时这些条件均视为已被我接受。

I understand that membership in YPO requires my active participation, and admission into the Organization does not occur until notified by YPO-WPO International. I certify that all information contained in this application is correct; and I have read and understand the foregoing provisions of this application, its instructions, waiver and release of liability, and photo release; and I accept these terms as a condition of my acceptance for membership in YPO-WPO.

本人明白 YPO-WPO 会定期要求外部审计事务所或其他独立第三方机构签署声明来证明我符合 YPO 成员的资质。

I understand that YPO-WPO may periodically require a statement signed by an external auditing firm or other independent third party certifying that I continue to qualify under YPO membership requirement.

 申请人签名 Applicant’s Signature:

日期 Date:

完成本表格说明 Instruction for completing this form:





2011-2012 年度 YPO 行业分类代码 YPO Industry Classification Codes
2011 年 1 月 1 日-2012 年 6 月 30 日有效 Effective 1 July 2011 – 30 June 2012

《行业分类代码》用于协助 WPO 和 YPO 会员之间网路联谊。本资讯在 YPO-WPO 会员网站 myypo.org 中增强了搜索功能，并用作《会员名录》索引。

Industry Classification Codes are used to help WPO and YPO members network with each other. This information enhances the search capability on myypo.org, YPO-WPO's website for membrs, and is used to index the Directory of Members.

请尽可能详细地填写适用于阁下公司的“行业分类代码”。我们鼓励阁下在填写申请表“合格资质业务描述”部分中使用关键词，以便 WPO 和 YPO 会员使用 MyYPO 网站的强大搜索引擎，从而构建其生意合作伙伴或朋友的 WPO-YPO 网络。

Please fill in as many Industry Classification Codes as apply to your company. We encourage you to use key words when filling in the “Qualifying Business Description” section of the application. These key words will allow all YPOers and WPOers to use the powerful search engine on the MyYPO website to build their YPO-WPO network of business and friends.

1AA 住宿/旅游 Accommodation/Hospitality
 (酒店、汽车旅馆、客栈、度假村等)
 (Hotel, motel, inn, resorts, etc.)

04AA 农业 Agriculture

艺术、娱乐和休闲

Arts, Entertainment and Recreation

08BA 娱乐 Amusement

08C 电玩/博彩 Gaming/Gambling

08DA 表演艺术/视觉艺术 Performing Arts/Visual Arts

08EA 体育 Sporting

08ZA 其他艺术、娱乐和休闲
 Other Arts, Entertainment and Recreation

商务/支持服务 Business/Personal Support Service

12BA 行政支持服务 Administrative and Support Service

12CA 邮递员和信使 Couriers and Messengers

12DA 就业服务 Employment Services

12EA 调查和安全服务 Investigation and Security Service

12FA 个人及洗衣服务 Personal and Laundry Services

12GA 印刷及相关支持业务
 Printing and Related Support Activities

12HA 租金及租赁服务 Rental and Leasing Service

12IA 修理及维护 Repair and Maintenance

12JA 建筑及住宅服务 Service to Buildings and Dwellings

12KA 旅行/旅游 Travel / Tourism

12LA 废物管理及恢复服务
 Waste Management and Redemption Services

12ZA 其他业务/个人支持服务
 Other Communication/Media

传播/媒体 Communication / Media

16BA 广播与通讯 Broadcasting and Telecommunications

16CA 动画及视频/音响 Motion Picture and Video/Sound
 16DA 出版业 Publishing Industries
 16EA 唱片/录音行业 Recording/Sound Recording Industries
 16ZA 其他传播/媒体 Other Communication/Media

建筑 Construction

22BA 重大建筑 Heavy Construction

22CA 土地细分及土地开发
 Land Subdivision and Land Development

22DA 非居住建筑 Nonresidential Building

22EA 居住建筑 Residential Building

22FA 专门贸易承包商 Special Trade Contractors

22ZA 其他建筑 Other Construction

26AA 教育服务 Educational Services

金融服务 Financial Services

30BA 商业银行 Commercial Banking

30CA 信用机构—非储蓄类
 Credit Institution - Nondepository

30DA 多样化金融服务 Diversified Financial Services

30EA 控股 Holding

30FA 保险公司及相关业务
 Insurance Carriers and Related Activities

金融服务，续... Financial Services, continued...

30GA 投资银行/经纪业务 Investment Banking/Brokerage

30HA 投资咨询/管理 Investment Advice/Management

30IA 投资人 Investors

30JA 商业银行业务 Merchant Banking

30KA 储蓄与贷款/储蓄银行
 Savings and Loan/Savings Bank

30ZA 其他金融服务 Other Financial Services

34AA 渔猎 Fishing and Hunting

38AA 林业 Forestry

食品服务及饮料设施

Food Services and Drinking Establishments

- 42BA 家庭餐饮 Family Dining
- 42CA 快餐/快递服务 Fast Food/Quick Service
- 42DA 正式餐厅 Fine Dining
- 42EA 烧烤/酒馆 Grill/Tavern
- 42ZA 其他食品服务及饮料设施
Other Food Services and Drinking Establishments

卫生保健与社会援助

Health Care and Social Assistance

- 46BA 流动式卫生保健服务
Ambulatory Health Care Service
- 46CA 医院 Hospitals
- 46DA 护理与居家照料设施
Nursing and Residential Care Facilities
- 46EA 康复 Rehabilitation
- 46FA 社会援助 Social Assistance
- 46ZA 其他卫生保健与社会援助
Other Health Care and Social Assistance

制造业 Manufacturing

- 50BA 制衣 Apparel Manufacturing
- 50CA 饮料及酒类产品制造, 化学制造
Beverage and Alcohol Product Manufacturing
Chemical Manufacturing
- 50DB 基础化学 Chemical Manufacturing
- 50DC 油漆、涂料与粘合剂 Paint, Coating and Adhesive
- 50DD 农药、化肥和其他农业化工产品
Pesticide, Fertilizer and Other Agricultural Chemical
- 50DE 制药与医疗树脂、合成橡胶和人造制品
Pharmaceutical and Medicine Resin, Synthetic Rubber and
Artificial
- 50DF 肥皂、洗涤剂 Soap, Cleaning Compound
- 50DZ 其他化工制造 Other Chemical Mfg.
- 50EA 计算机产品制造 Computer Product Manufacturing
- 50FA 电气设备制造 Electrical Equipment Manufacturing
- 50GA 电子产品制造、加工金属产品制造
Electronic Product Manufacturing, Fabricated Metal
Product Manufacturing
- 50HB 建筑及结构金属 Architectural and Structural Metals
- 50HC 锅炉、储存罐和集装箱
Boiler, Tank and Shipping Containers
- 50HD 涂层、蚀刻、加热、处理及关联业务
Coating, Engraving, Heat, Treating and Allied Activities
- 50HE 餐具及手工工具 Cutlery and Hand Tools
- 50HF 锻压 Forging and Stamping

制造业, 续... Manufacturing, continued...

- 50HG 五金 Hardware
- 50HH 机械工厂、车削产品及螺丝、螺帽和螺栓
Machine Shops, Turned Products, and Screws, Nuts and Bolts

- 50HI 弹簧及金属丝产品 Spring and Wire Product
- 50HZ 其他加工制品制造、食品制造
Other Fabricated Metal Product Manufacturing, Food
Manufacturing
- 50IB 动物饲料 Animal Food
- 50IC 动物屠宰与加工 Animal Slaughtering and Processing
- 50ID 面包与玉米食品 Bakeries and Tortilla
- 50IE 奶制品 Dairy Product
- 50IF 水果及蔬菜腌制和特色食品
Fruit and Vegetable Preserving and Specialty Food
- 50IG 谷物及油籽磨制 Grain and Oilseed Milling
- 50IH 海鲜产品制备与包装
Product Preparation and Packaging
- 50II 食糖及糖果 Sugar and Confectionery
- 50IZ 其他食品加工 Other Food Manufacturing
- 50JA 家具和相关产品制造
Furniture and Related Product Manufacturing
- 50KA 皮革及相关产品制造、机械制造
Leather and Allied Product Manufacturing, Machinery
Manufacturing
- 50LB 农业、建筑及采矿机械
Agriculture, Construction and Mining Machinery
- 50LC 商业及服务业机械
Commercial and Service Industry Machinery
- 50LD 发动机、汽轮机和电力传输设备
Engine, Turbine and Power Transmission Equipment
- 50LE 工业机械 Industrial Machinery
- 50LF 金属加工机械 Metalworking Machinery
- 50LG 通风、加热、空调和商用制冷设备
Ventilation, Heating, Air Conditioning and Commercial
Refrigeration Equipment
- 50LZ 其他机械制造、非金属矿产制造
Other Machinery Manufacturing
- 50NA 造纸 Paper Manufacturing
- 500A 石油及煤炭产品制造
Petroleum and Coal Products Manufacturing
- 50PA 塑料及橡胶产品制造
Plastics and Rubber Products Manufacturing
- 50QA 原生金属制造 Primary Metal Manufacturing
- 50RA 纺织厂及纺织厂产品制造
Textile Mills and Textile Product Mills
- 50SA 烟草产品制造 Tobacco Product Manufacturing
- 50TA 运输设备制造
Transportation Equipment Manufacturing

食品服务及饮料设施

- 50UA 木制品制造 Wood Product Manufacturing
- 50ZA 其他非金属矿产制造
Other Nonmetallic Mineral Product Mfg.
- 60AA 采矿 Mining

专业科技服务

Professional Scientific and Technical Service

- 64BA 会计、税务筹划、记账及薪资服务
Accounting, Tax Preparation, Bookkeeping and Payroll Services
- 64CA 广告及相关服务
Advertising and Related Services
- 64DA 建筑、工程和相关服务
Architectural, Engineering and Related Services
- 64EA 计算机系统设计、软件开发和相关服务
Computer Systems Design, Software Development and Related Services
- 64FA 数据管理和数据处理服务
Data Management and Data Processing Services
- 64GA 内联网/网络相关服务
Internet/Web Related Services
- 64HA 法律服务 Legal Services
- 64IA 公司和企业管理
Management of Companies and Enterprises
- 64JA 管理、科技咨询服务
Management, Scientific and Technical Consulting Services
- 64KA 科研和开发服务
Scientific Research and Development Services
- 64ZA 其他专业科研服务
Other Professional Scientific and Technical Services

68AA 公共管理 Public Administration

房地产 Real Estate

- 72BA 商业开发商 Commercial Developers
- 72CA 房地产出租人 Lessors of Real Estate
- 72DA 房地产代理商及中介办事处
Offices of Real Estate Agents and Brokers
- 72EA 住宅开发商 Residential Developers
- 72ZA 其他房地产 Other Real Estate

零售贸易 Retail Trade

- 76BA 建材及园林设备和供应经销商
Building Material and Garden Equipment and Supplies Dealers
- 76CA 服装及服装配饰商店
Clothing and Clothing Accessories Stores
- 76DA 电子及电器商店 Electronics and Appliances Stores
- 76EA 商品及饮料商店 Food and Beverage Stores
- 76FA 家具及居家陈设商店
Furniture and Home Furnishings Stores
- 76GA 加油站 Gasoline Stations
- 76HA 日杂商店 General Merchandise Stores
- 76IA 保健及个人护理品商店
Health and Personal Care Store

- 76JA 机动车辆及零部件经销商
Motor Vehicle and Parts Dealers

- 76KA 非商店零售商 Nonstore Retailers

- 76LA 体育用品 Sporting Goods

- 76ZA 其他零售贸易 Other Retail Trade

运输与仓储

- 80BA 空运、铁路、水上、卡车、轻轨、地面运输设备

Air, Rail, Water, Truck, Transit, Ground Passenger Transportation

- 80CA 运输支持业务

Support Activities for Transportation

- 80DA 仓储与储存 Warehousing and Storage

- 80ZA 其他运输与仓储

Other Transportation and Warehousing

- 84AA 公用事业管理 Utilities

批发贸易 Wholesale Trade

耐用品 Durable Goods

- 88BB 电器产品批发商 Electrical Goods Wholesalers
- 88BC 家具及居家陈设 Furniture and Home Furnishings
- 88BD 五金、给排水及加热设备及供应
Hardware, Plumbing and Heating Equipment and Supplies
- 88BE 木材及其他建材
Lumber and other construction materials
- 88BF 机械、设备和供应
Machinery, Equipment and Supplies
- 88BG 医疗、口腔和医院设备与供应
Medical, Dental and Hospital Equipment and Supplies
- 88BH 机动车及机动车零配件及供应
Motor Vehicle and Motor Vehicle Parts and Supplies
- 88BI 专业和商用设备及供应
Professional and Commercial Equipment and Supplies
- 88BZ 其他耐用品 Other Durable Goods
- 非耐用品 Nondurable goods
- 88CB 啤酒、红酒和蒸馏酒精饮料
Beer, Wine and Distilled Alcoholic Beverages
- 88CC 化学及相关产品 Chemical and Allied Products
- 88CD 药品及药剂师用品 Drugs and Druggists' Sundries
- 88CE 农产品原材料 Farm Product Raw Materials
- 88CF 日用及相关产品 Grocery and Related Products
- 88CG 纸张及纸制品 Paper and Paper Products
- 88CH 石油及石油产品 Petroleum and Petroleum Products
- 88CI 布匹及实用品 Piece Goods and Notions
- 88CZ 其他非耐用品 Other Nondurable Goods

- 99ZZ 其他（指定） Others (Specify)