

2017 Biennial Farm Financial Survey

CONFIDENTIAL once completed.

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This information is collected under the authority of the *Statistics Act*, Revised Statutes of Canada, 1985, Chapter S-19.
COMPLETION OF THIS QUESTIONNAIRE IS A LEGAL REQUIREMENT UNDER THIS ACT.

Introduction

Survey purpose

This survey is being conducted by Statistics Canada, on behalf of Agriculture and Agri-Food Canada to monitor the financial situation of Canadian farms, and establish new policy.

Your information may also be used by Statistics Canada for other statistical and research purposes.

Security of emails and faxes

Statistics Canada advises you that there could be a risk of disclosure during facsimile or email. However upon receipt, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the *Statistics Act*.

Note: Our online questionnaires are secure, there is no risk of data interception when responding to Statistics Canada online surveys.

Confidentiality

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Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data-sharing agreements with provincial and territorial statistical agencies and other government organizations, which have agreed to keep the data confidential and use them only for statistical purposes.

Information on confidentiality, data-sharing agreements and record linkages can be found on the last page of this questionnaire.

Please return the questionnaire within 20 days.

Please mail the completed questionnaire in the enclosed envelope or fax it to Statistics Canada at 1-888-883-7999.

If you are unable to complete within 20 days **OR** if you need help, call us at **1-877-949-9492** or **TTY 1-855-382-7745**.

Statistics Canada
Operations and Integration Division
150 Tunney's Pasture Driveway
Ottawa, Ontario K1A 0T6

Visit our website, www.statcan.gc.ca

Reporting instructions

Please print in ink.

Additional information that may be useful in the completion of this electronic questionnaire include the operation's 2017:

- financial statements
- tax files
- AgriInvest Annual Statement of Account
- AgriStability Calculation of Program Benefits Notice.

Also:

- individual T1 and T4 tax forms
- market value assessments of land and buildings from sources such as property tax assessments or local real estate listings.

Consult the reporting guide at www.statcan.gc.ca/guides-e for further information.

Business or organization and contact information

1. Please **provide** the business or organization's **legal and operating name**.

Legal name

Operating name (if applicable)

2. Please **provide the contact information** of the designated business or organization **contact person** for this questionnaire.

Note: The designated contact person is the person who should receive this questionnaire.

The designated contact person may not always be the one who actually completes the questionnaire.

First name

Last name

Title

Preferred language of communication

English

French

Mailing address (number and street)

City

Province, territory or state

Postal code or ZIP code

Example: A9A 9A9 or 12345-1234

Country

Email address

Example: user@example.gov.ca

Telephone number (including area code)

Example: 123-123-1234

Extension number
(if applicable)

Fax number (including area code)

Example: 123-123-1234

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3. Please **provide the current operational status** of the business or organization identified by the legal and operating name.

B00323

1 Operational → **Go to question 4**

2 Not currently operational

e.g., temporarily or permanently closed, change of ownership

Why is this business or organization not currently operational?

B00309

2 Seasonal operations → **Go to question 3a.**

3 Ceased operations → **Go to question 3b.**

4 Sold operations → **Go to question 3c.**

5 Amalgamated with other businesses or organizations → **Go to question 3d.**

6 Temporarily inactive but will re-open → **Go to question 3e.**

7 No longer operating due to other reasons → **Go to question 3f.**

3a. Seasonal operations

When did this business or organization close for the season?

Date B00217

| | | |
|----------------------|----------------------|----------------------|
| YYYY | MM | DD |
| <input type="text"/> | <input type="text"/> | <input type="text"/> |

When does this business or organization expect to resume operations?

Date B00218

| | | |
|----------------------|----------------------|----------------------|
| YYYY | MM | DD |
| <input type="text"/> | <input type="text"/> | <input type="text"/> |

 → **Go to question 4**

3b. Ceased operations

When did this business or organization cease operations?

Date B00211

| | | |
|----------------------|----------------------|----------------------|
| YYYY | MM | DD |
| <input type="text"/> | <input type="text"/> | <input type="text"/> |

Why did this business or organization cease operations?

B00311

1 Bankruptcy

2 Liquidation

3 Dissolution

4 Other
Specify the other reasons for ceased operations

B00312

→ **Go to question 4**

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3c. Sold operations

When was this business or organization sold?

Date B00212

What is the legal name of the buyer?

B00406

→ Go to question 4

3d. Amalgamated with other businesses or organizations

When did this business or organization amalgamate?

Date B00213

What is the legal name of the resulting or continuing business or organization?

B00407

What are the legal names of the other amalgamated businesses or organizations?

B00408

→ Go to question 4

3e. Temporarily inactive but will re-open

When did this business or organization become temporarily inactive?

Date B00214

When does this business or organization expect to resume operations?

Date B00215

Why is this business or organization temporarily inactive?

B00313

→ Go to question 4

3f. No longer operating due to other reasons

When did this business or organization cease operations?

Date B00216

Why did this business or organization cease operations?

B00314

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4. Please **verify or provide the current main activity** of the business or organization identified by the legal and operating name.

Note: The described activity was assigned using the North American Industry Classification System (NAICS).

B05002

1 This is the current main activity. → **Go to next section**

2 This **is not** the current main activity.

Please provide a **brief but precise description** of this business or organization's **main activity**.

e.g., breakfast cereal manufacturing, shoe store, software development

B05003



5. Was this business or organization's main activity ever classified as:

B05111

1 **Yes**

2 **No → Go to next section**

6. When did the main activity change?

Date B00219

| YYYY | MM | DD |
|----------------------|----------------------|----------------------|
| <input type="text"/> | <input type="text"/> | <input type="text"/> |

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Reporting period information

1. What is the end date of this operation's fiscal year?

If financial statements are not available, please use your best estimates throughout the survey.

Fiscal Year-End date

YYYY MM DD

B00206

| | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|
| | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|

Characteristics of the operators and operation

1. On this operation's fiscal year-end date, how many operators **18 years of age and over**, who participate in the management and/or financial decisions, were responsible for this operation?

An operation may have more than one operator but only one questionnaire is to be completed for each operation.

Exclude:

- accountants, lawyers, crop advisors, veterinarians, herbicide consultants, etc.
- hired labourers who work on the farm but are not responsible for management decisions
- silent partners who own part of the farm assets but do not make management decisions.

Number of operators

B00532

2. What was the **age** and **gender** of the **oldest** operator on this operation's fiscal year-end date?

| Age | Gender |
|---|--|
| B00449 | B00446 |
| <input style="width: 20px; height: 20px;" type="text"/> | <input type="radio"/> Male <input type="radio"/> Female |

3. What was the **age** and **gender** of the **youngest** operator (minimum age of 18) on this operation's fiscal year-end date?

| Age | Gender |
|---|--|
| B00447 | B00448 |
| <input style="width: 20px; height: 20px;" type="text"/> | <input type="radio"/> Male <input type="radio"/> Female |

Years managing a farm business

B00527

4. As of this operation's fiscal year-end date, how many years has the most experienced operator on this operation **managed** a farm business?

Managing refers to controlling the decisions to produce and invest in a farm business.

5. On this operation's fiscal year-end date, how many members were in the **operator's family**?

The operator's family is defined as an **operator, an operator's spouse or common-law partner and children residing in the same dwelling**. Children are included regardless of age or marital status as long as they do not have their own spouse, common-law partner or child living in the same dwelling.

Report for one operator and that operator's family.

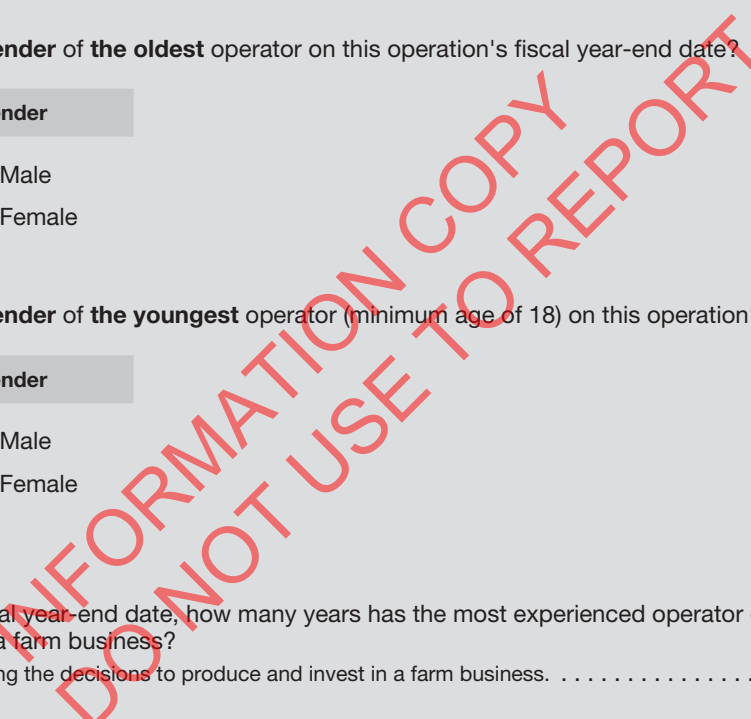
Include children studying away from home whose main address is still the farm address.

Exclude:

- operator's parents
- operator's siblings
- operator's family members residing in a different dwelling on the farm land.

Number of people in the operator's family

B00528



Legal operating arrangement

6. On this operation's fiscal year-end date, what was the **legal operating arrangement** of this operation?
Consult the reporting guide at www.statcan.gc.ca/guides-e for further information.

B30011

1 Sole proprietorship

2 Corporation or Ltd./Co.



What was the **family's** percent ownership of this operation?

Percentage

B30009_y6

%

3 Corporation or Ltd./Co.
e.g., husband and wife partnerships



What was the **family's** percent ownership of this operation?

Percentage

B30009_y7

%

4 Cooperative and communal operations
e.g., Hutterite colonies even if they are incorporated

5 Other legal operating arrangement
e.g., joint venture, trust

Method of accounting

7. Which **method of accounting** does this operation use to report farm revenue and expenses?

B00529

1 **Cash**
Revenue (income) is reported for the fiscal period in which it is received.
Expenses are reported for the fiscal period in which they are paid.

2 **Accrual**
Revenue (income) is reported for the fiscal period in which it is earned, no matter when it is received.
Expenses are reported for the fiscal period in which they are incurred, whether or not they have been paid.

3 **Don't know**

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Major source of gross revenue

8. In 2017, which of the following was this operation's **major source of gross revenue**?

Major source of gross revenue usually accounts for more than 50% of total revenues.

B05227

- 1 Crop production → **Go to question 9**
e.g., greenhouses, grains and oilseeds, vegetables, fruits, flowers, Christmas trees, vineyards, tobacco, maple syrup, combination crop farming, other crops
- 2 Dairy cattle and milk production → **Go to question 15**
Exclude goat milk (see Sheep and goat farming), raising dairy herd replacement (see Beef cattle ranching and farming).
- 3 Beef cattle ranching and farming, including feedlots → **Go to question 10**
Include animals owned by the operation, as well as custom and contract feeding.
- 4 Hog and pig farming → **Go to question 13**
Include animals owned by the operation, as well as custom and contract feeding.
- 5 Poultry and egg production → **Go to question 14**
Include eggs, chickens, turkeys, ducks, geese, quails, pheasants, emus, ostriches, and guinea fowls.
- 6 Sheep and goat farming → **Go to question 15**
Include sheep, goats and lamb for meat, feedlots, goat milk production, wool and mohair production.
- 7 Other animal production → **Go to question 15**
e.g., bee-keeping and honey production, horses and other equine, rabbits and other fur animals, llamas, venison, combination animal farming, other livestock
- 8 Other → **Go to question 15**
Specify other source of gross revenue

B05227_p30

9. In 2017, which of the following was the **main source of gross revenue** for crops?

The main source of gross revenue within the **crops** group may be less than 50% of total revenues.

B05227_p1

- 1 Greenhouses
e.g., vegetables, mushrooms, herbs, nursery and/or floriculture products grown under cover
- 2 Nursery or floriculture products **not grown under cover**
Include Christmas trees, flowers and mushrooms grown outdoors.
- 3 Grains and oilseeds
e.g., wheat, oats, peas, beans, lentils, mustard, flaxseed, canola, grain corn, soybeans, forage seeds, mixed grains
- 4 Potatoes
- 5 Field vegetables and melons
Exclude greenhouse crops.
- 6 Fruits
Include tree fruits, citrus groves, grapes, and vineyards.
- 7 Miscellaneous
e.g., tobacco, maple syrup, herbs and spices, bulbs, hay, alfalfa for hay, ginseng, sugar beets

Go to question 15

10. In 2017, what was the major source of beef revenue?

B05227_p31

- 1 Custom or contract fed cattle → Go to question 12
- 2 Cattle owned by this operation → Go to question 11

11. In 2017, which of the following was the **main source of gross revenue** for cattle owned by this operation?

The main source of gross revenue within the **beef** group may be less than 50% of total revenues.

B05227_p32

- 1 Cow-calf operation
e.g., calves are sold quickly, usually by fall
- 2 Cow-yearling operation
e.g., calves kept over winter and sold to another operation or feedlot
- 3 Cow-finish operation
e.g., calves raised all year, and kept over for another winter, fattened following fall, and sold for slaughter
- 4 Backgrounding and feeder operation
e.g., cattle confined in paddocks, diet predominantly hay or silage with a little grain as a supplement
- 5 Feedlot operation
e.g., grain-fed to finished weight; **include** veal
- 6 Other cattle owned
e.g., raising of cattle for dairy herd replacements, raising beef cattle herd replacement, grazer operations, other cattle operations

Go to question 15

12. In 2017, which of the following was the **main source of gross revenue** for custom or contract cattle?

The main source of gross revenue within the **beef** group may be less than 50% of total revenues.

B05227_p33

- 1 Custom grazer operation
e.g., cattle are grazed on land operated by this operation
- 2 Custom feeder operation
e.g., this operation provides feed, receives a fee to feed cattle until they are ready to be finished in a feedlot
- 3 Custom feedlot operation
e.g., this operation provides feed, receives a fee for finishing animals; **include** veal
- 4 Custom — other
- 5 Contract feeder operation
e.g., animals and feed provided by client, this operation paid a fee to feed cattle until they are ready to be finished in a feedlot
- 6 Contract feedlot operation
e.g., animals and feed provided by client, farm paid a fee to finish animals;
include veal
- 7 Contract — other
e.g., a client provides animals and feed to this operation

Go to question 15

13. In 2017, which of the following was the **main source of gross revenue** for hogs?

The main source of gross revenue within the **hogs** group may be less than 50% of total revenues.

B05227_p34

- 1 Feeder operation
- 2 Farrowing operation
- 3 Farrow to finishing operation
- 4 Feeder to finishing operation
- 5 Finishing operation
- 6 Contract — farrowing operation
- 7 Contract — feeder operation
- 8 Contract — finishing operation
- 9 Other

Go to question 15

14. In 2017, which of the following was the **main source of gross revenue** for poultry?

The main source of gross revenue within the **poultry** group may be less than 50% of total revenues.

B05227_p11

- 1 Layers operation
e.g., poultry are kept for egg production
- 2 Roasters operation
e.g., birds weighing about 3.2 kg live weight; sold for meat
- 3 Broilers operation
e.g., birds weighing about 1.7 to 2.2 kg live weight; sold for meat
- 4 Hatchlings operation
Include eggs for hatchling.
- 5 Turkeys operation — all categories
- 6 Starter pullets operation
e.g., small chicks are raised until they are ready to lay eggs and then are sold to layer operations
- 7 Contract — poultry
e.g., animals and feed provided by a client and this operation paid a fee to raise the animals
- 8 Other poultry
e.g., geese, ducks, pheasants, quails, ostriches, emus, guinea fowls

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Unit of measure

15. What **unit of measure** will be used to report land areas?

The unit of measure chosen here will be used in subsequent questions.

B17027

- 1 Acres
- 2 Hectares
- 3 Arpents

Land use

16. In 2017, of the total area of workable and non-workable land for this operation, how much was
Enter "0", if there is no value to report.

Land area

B17026_y8

a. owned land
Include all land owned by this operation whether or not it is used for farming.

b. rented or leased land from others (with or without a written agreement)
Include:

- the approximate area of land on which this operation rented space in barns, storage sheds, greenhouses, etc.
- all arrangements, whether or not money is exchanged and with or without a written agreement
- crop sharing agreements
- land rented or leased from governments
- rented or leased pasture land.

B17026_y9

c. rented or leased land to others (with or without a written agreement)
Include:

- the approximate area of land on which this operation rented out space in barns, storage space, greenhouse space, etc.
- all arrangements, whether or not money is exchanged and with or without a written agreement
- crop sharing agreements
- land rented or leased to governments
- pasture land rented or leased to others.

B17026_y10

17. In 2017, **how much cropland** did this operation operate?

Include:

- cropland rented or leased from others
- tame hay, potatoes, field crops, tree fruits or nuts, berries or grapes, vegetables, seed, sod, greenhouse or nursery products, mushrooms, Christmas trees, fodder crops, etc.

Exclude:

- cropland rented to others
- summerfallow, improved and unimproved pasture, woodlands.

Enter "0", if there is no value to report.

Total area of cropland operated

B17026_y11

If zero, go to question 21

Cropland

18. In 2017, what was the **market value** of a(n) acre/hectare/arpent of **cropland excluding buildings**?

Exclude the value of crops in the fields.

Please provide your best estimate.

Price per unit of measure selected in question 15

B00531

\$.00

19. In 2017, did this operation **rent** any **cropland from others**?

Exclude land rented for pasture.

B00524_y9

1 Yes → **Go to question 20**

2 No → **Go to question 21**

20. In 2017, did this operation **exchange money** for the cropland rented **from** others?

Include:

- cash
- cheque
- debit card
- credit card
- money order
- electronic transfer.

Exclude:

- trading of goods or services for land use (bartering)
- crop sharing agreements
- the use of land for the maintenance of value (i.e., not letting land lie fallow).

B00525_y9

1 Yes



What was the **average rental price** per unit of measure selected in question 15 for the cropland this operation rented, **excluding buildings**?
Please provide your best estimate.

Price per unit of measure selected in question 15

B00526_y9

\$

2 No

Capital investments

21. In 2017, which of the following types of **farm machinery and equipment** did this operation **purchase or lease**?

Include new and used equipment.

Exclude short-term rentals and repairs and replacement parts (these are operating expenses).

Mark all that apply.

B05228_ac1

Cars used in the farm business
e.g., coupes, sedans, vans

B05228_ac2

Trucks used in the farm business
e.g., pick-up trucks, semi-trailers, dump trucks

B05228_ac3

Other equipment used for transportation
e.g., livestock trailers, equipment trailers, ATVs, snowmobiles

B05228_ac4

Tractors of various types
e.g., forklifts, Bobcats, payloaders

B05228_ac5

Harvesting machinery
e.g., combines, corn pickers, forage harvesters, potato harvesters

B05228_ac6

Seeding equipment
e.g., air seeders, seed drills, planters

Go to question 22

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B05228_ac7

Other machinery and equipment → Go to question 22
e.g., computers and communication materials, processing equipment, balers, manure and fertilizer spreaders

OR

B05228_ac8

No investments in machinery made → Go to question 23

22. In 2017, what was the amount of money invested for the following farm machinery and equipment (purchased or leased)? Report the full purchase or lease price before trade-in or down payment.

Exclude:

- monthly payments for purchased or leased machinery
- repair and maintenance expenses.

Enter "0", if there is no value to report.

**Capital investments
in 2017
(CAN\$)**

Cars used in the farm business

- a. New, purchased
- b. New, leased
- c. Used, purchased
- d. Used, leased

F00136_ac1_ad1 \$.00

F00136_ac1_ad2 \$.00

F00136_ac1_ad3 \$.00

F00136_ac1_ad4 \$.00

Trucks used in the farm business

- e. New, purchased
- f. New, leased
- g. Used, purchased
- h. Used, leased

F00136_ac2_ad1 \$.00

F00136_ac2_ad2 \$.00

F00136_ac2_ad3 \$.00

F00136_ac2_ad4 \$.00

Other equipment used for transportation

- i. New, purchased
- j. New, leased
- k. Used, purchased
- l. Used, leased

F00136_ac3_ad1 \$.00

F00136_ac3_ad2 \$.00

F00136_ac3_ad3 \$.00

F00136_ac3_ad4 \$.00

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**Capital investments
in 2017
(CAN\$)**

Tractors of various types

| | | |
|--------------------------|----------------|-----------------------------|
| m. New, purchased | F80136_ac4_ad1 | \$ <input type="text"/> .00 |
| n. New, leased | F80136_ac4_ad2 | \$ <input type="text"/> .00 |
| o. Used, purchased | F80136_ac4_ad3 | \$ <input type="text"/> .00 |
| p. Used, leased | F80136_ac4_ad4 | \$ <input type="text"/> .00 |

Harvesting machinery

| | | |
|--------------------------|----------------|-----------------------------|
| q. New, purchased | F80136_ac5_ad1 | \$ <input type="text"/> .00 |
| r. New, leased | F80136_ac5_ad2 | \$ <input type="text"/> .00 |
| s. Used, purchased | F80136_ac5_ad3 | \$ <input type="text"/> .00 |
| t. Used, leased | F80136_ac5_ad4 | \$ <input type="text"/> .00 |

Seeding equipment

| | | |
|--------------------------|----------------|-----------------------------|
| u. New, purchased | F80136_ac6_ad1 | \$ <input type="text"/> .00 |
| v. New, leased | F80136_ac6_ad2 | \$ <input type="text"/> .00 |
| w. Used, purchased | F80136_ac6_ad3 | \$ <input type="text"/> .00 |
| x. Used, leased | F80136_ac6_ad4 | \$ <input type="text"/> .00 |

Other machinery and equipment

| | | |
|---------------------------|----------------|-----------------------------|
| y. New, purchased | F80136_ac7_ad1 | \$ <input type="text"/> .00 |
| z. New, leased | F80136_ac7_ad2 | \$ <input type="text"/> .00 |
| aa. Used, purchased | F80136_ac7_ad3 | \$ <input type="text"/> .00 |
| ab. Used, leased | F80136_ac7_ad4 | \$ <input type="text"/> .00 |

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23. In 2017, did this operation **invest** any money in **other capital items or improvements**?

Include:

- land and buildings
- construction and/or renovation
- land improvements (**including** trees and shrubs)
- breeding and replacement livestock
- other farm assets, **e.g.**, land and buildings other than farmland, stocks, bonds, GICs, wheat pool or co-op shares, etc.

Exclude:

- repairs and replacement parts (these are operating expenses)
- personal asset purchases.

B05233

1 Yes → **Go to question 24**

2 No → **Go to question 26**

24. In 2017, what was the **amount of money** invested for the following?

Exclude:

- GST, PST, HST, Quebec Sales Tax
- repairs and replacement parts (these are operating expenses).

Enter "0", if there is no value to report.

**Capital investments
in 2017
(CAN\$)**

| | |
|---|--|
| a. Farm real estate purchased Include farmland, farmhouses, other farm buildings, e.g. , barns, silos. Exclude quota (to be reported below in option "i"). | F80135_ac9 \$ <input type="text"/> .00 |
| b. House construction or renovation | F80135_ac10 \$ <input type="text"/> .00 |
| c. Manure storage construction or renovation: concrete manure tanks, concrete-walled manure storage, composting facilities, biodegraders, etc. | F80135_ac11 \$ <input type="text"/> .00 |
| d. Construction or renovation of a storage facility for pesticides, chemicals or fuel | F80135_ac12 \$ <input type="text"/> .00 |
| e. Other building construction or renovation e.g. , barns, silos, storage sheds, machine sheds, greenhouses | F80135_ac13 \$ <input type="text"/> .00 |
| f. Environmental protection improvements: shelterbelts, windbreaks, buffer strips or fences for waterway protection Exclude fees paid to consultants (which are considered operating expenses). | F80135_ac14 \$ <input type="text"/> .00 |
| g. Land improvements: irrigation, orchard planting, draining, clearing of land, fences for purposes other than environmental protection | F80135_ac15 \$ <input type="text"/> .00 |
| h. Breeding and replacement livestock intended to be on the farm for more than one year Include bulls, dairy cows, beef cows, boars, sows, bred gilts, rams, ewes, replacement lambs, goats for milk or hair. Exclude: • poultry • breeding fees, e.g. , artificial insemination — to be reported as operating expenses. | F80135_ac16 \$ <input type="text"/> .00 |
| i. Quota purchased separately from other assets | F80135_ac17 \$ <input type="text"/> .00 |
| j. All other farm assets purchased e.g. , land and buildings other than farmland, stocks, bonds, wheat pool shares, co-op shares, GICs Exclude RRSPs and other personal investments. | F80135_ac18 \$ <input type="text"/> .00 |

Specify all other farm assets purchased

F80135_ac19

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Dollar value for government grants for environmental protection purposes

25. In 2017, how much money did this operation **receive** as a government grant for **environmental protection purposes** to reduce the cost of any capital investments?

B05229_ac14

Enter "0", if there is no value to report. \$.00

Capital sales

26. In 2017, did this operation **sell or trade-in** any capital items?

Include:

- farmland and buildings
- breeding and replacement livestock
- quota
- farm machinery and equipment
- other farm assets, **e.g.**, land and buildings other than farmland, stocks, bonds, wheat pool or co-op shares.

Exclude:

- the sale of crops or animals for slaughter
- the sale of personal assets.

B05234

1 Yes → **Go to question 27**

2 No → **Go to question 28**

27. In 2017, what was the **amount of capital sales** for the following?

Exclude GST, PST, HST, and Quebec Sales Tax.

Enter "0", if there is no value to report.

Capital sales in 2017 (CAN\$)

a. Land and buildings

Include the sale of farmland, farmhouses and any other farm buildings.

Exclude quota (to be reported in option "c" below)

F85012_ac20

\$.00

b. Farm machinery and equipment (**traded-in or sold outright**)

Include cars and trucks used in the farm business.

F85012_ac21

\$.00

c. Quota sold separately from other assets

F85012_ac22

\$.00

d. Breeding and replacement livestock

Exclude culls for slaughter and poultry.

F85012_ac16

\$.00

e. All other farm assets sold

e.g., land and buildings other than farmland and farm buildings owned by this operation, stocks, bonds, wheat pool or co-op shares

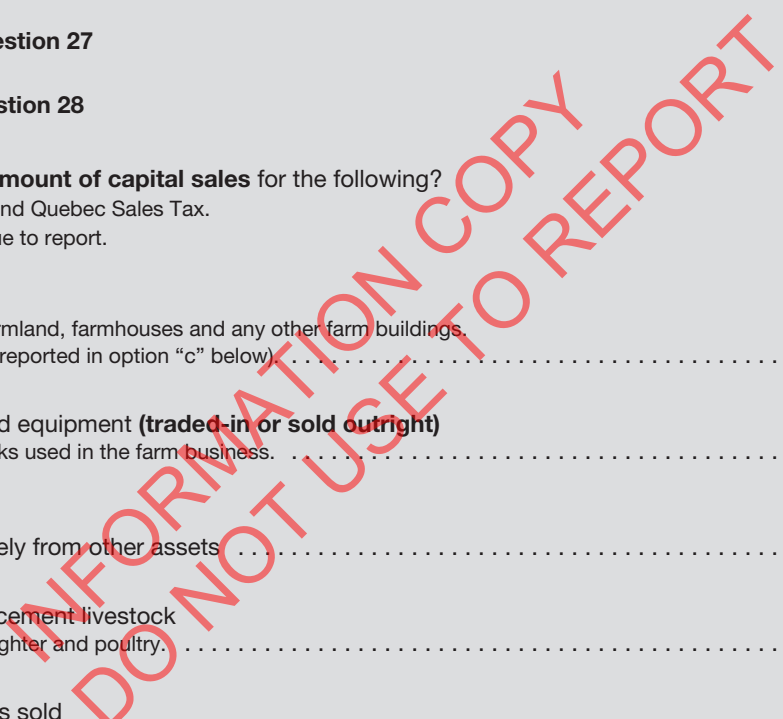
Exclude RRSPs and other personal assets sold.

F85012_ac18

\$.00

Specify all other farm assets sold

F85012_ac19



Farm assets of this operation

28. What was the **market value** of the following **assets** of this operation on the fiscal year-end date?

Report at market value.

Exclude:

- assets not from this operation
- contract livestock.

Enter "0", if there is no value to report.

Short-term farm assets (less than one year)

**Assets owned
on this operation's
fiscal year-end date
(CAN\$)**

- | | |
|---|--|
| <p>a. Accounts receivable i.e., the amount of money owed to this operation on the fiscal year-end date for crops or livestock previously sold, deferred grain tickets, program payments, custom work Include only those monies that are to be received within 12 months of this operation's fiscal year-end date.</p> | <p>F14003_ac23 \$ <input type="text"/> .00</p> |
| <p>b. Cash and short-term investments of this operation (less than one year) e.g., stocks, bonds, GICs, wheat pool or co-op shares Exclude personal assets.</p> | <p>F14003_ac24 \$ <input type="text"/> .00</p> |
| <p>c. Inventory — Supplies on hand (inputs) such as feed, fertilizer, fuel, seed, chemicals, etc. Include any crops which were harvested or purchased that are not destined for market and instead are to be used in the farm business, e.g., silage, straw, hay, grain.</p> | <p>F14003_ac25 \$ <input type="text"/> .00</p> |
| <p>d. Inventory — Crops for sale Include all harvested and stored crops destined for market.</p> | <p>F14003_ac26 \$ <input type="text"/> .00</p> |
| <p>e. All other short-term farm assets Include prepaid expenses (for chemicals, feed, fertilizer, seed, soil, etc.), the short-term portion of notes receivable, value of unsold livestock products, e.g., eggs, milk, pelts.</p> | <p>F14003_ac27 \$ <input type="text"/> .00</p> |

Specify all other short-term farm assets

F14003_ac28

Long-term farm assets (more than one year)

- | | |
|--|---|
| <p>f. Market value of all farmland and buildings owned Include barns, farmhouses, all farmland owned, greenhouses, mushroom houses, grain bins, machine shops, silos, storage sheds, sugar bush, woodlots, farrowing houses, feeding and milking equipment. Exclude leased farmland and buildings and the value of quota.</p> | <p>F16016_ac29 \$ <input type="text"/> .00</p> |
| <p>g. Market value of all machinery and equipment owned Include cars and trucks used for the farm business, combines, computers and office equipment, cultivators, feeding equipment, moveable irrigation equipment, small tools, tractors, etc. Exclude leased machinery.</p> | <p>F16016_ac30 \$ <input type="text"/> .00</p> <p>F16016_ac31 \$ <input type="text"/> .00</p> |
| <p>h. Market value of quota</p> | <p>\$ <input type="text"/> .00</p> |
| <p>i. Long-term investments of this operation (one year or more) e.g., stocks, bonds, long-term mutual funds, wheat pool or co-op shares, GICs Exclude RRSPs and other personal assets.</p> | <p>F16016_ac32 \$ <input type="text"/> .00</p> |
| <p>j. All other long-term farm assets Include:</p> <ul style="list-style-type: none"> • grain condominiums • off-farm site warehouses • land and buildings (other than farmland and buildings of this operation reported above) • assets of a subsidiary company or shares of another operation • house or cottage owned by this operation (not owned personally by an operator) • the long-term portion of notes receivable. | <p>F16016_ac33 \$ <input type="text"/> .00</p> |

Specify all other short-term farm assets

F16016_ac34



Livestock and poultry assets

Assets owned on this operation's fiscal year-end date (CAN\$)

- k. Breeding, replacement and other livestock not considered market livestock **i.e.**, expected to be on the operation for more than one year
Include all livestock and fur animals for breeding or replacement purposes, **e.g.**, bred gilts, bison, boars, bulls, cows, ewes, fur animals, goats for milk or hair, heifers for replacement, honey bees, lambs for replacement, llamas, ostriches, race and riding horses, rams, sows. \$.00
F12004_ac35
- l. Market livestock and poultry **i.e.**, expected to be on the operation for less than one year
Include all poultry (including layers and chicks), calves, culls, goats for meat, heifers for slaughter or feeding, lambs for slaughter, pigs (excluding boars and sows), steers, etc. \$.00
F12004_ac36

Farm debt outstanding

29. On this operation's fiscal year-end date, did this operation **owe any money?**

Include:

- mortgages
- outstanding loans
- outstanding payments to suppliers
- balance owing on operating lines of credit
- money borrowed from family
- money owed to government agencies or departments.

Exclude:

- personal or other business debt not associated with this farming operation
- leased machinery.

B05235

- 1 Yes → **Go to question 30**
- 2 No → **Go to question 32**

30. On this operation's fiscal year-end date, what was the **amount of money owed short-term and long-term** to the following?

Short-term debt refers to the balance of an outstanding loan for which the original repayment period was **less than 12 months**.

Long-term debt refers to the balance of an outstanding loan for which the original repayment period was **12 months or more**.

Enter "0", if there is no value to report.

| | Amount of money owed short-term (original repayment period is less than 12 months) (CAN\$) | Amount of money owed long-term (original repayment period is 12 months or more) (CAN\$) |
|---|---|--|
| a. Banks, caisses populaires, credit unions, trust companies, treasury branches, or credit card debt Include balance owing on credit cards and operating lines of credit; not the credit limit. | <small>F24002_ac37</small> \$ <input type="text"/> .00 | <small>F26004_ac37</small> \$ <input type="text"/> .00 |
| b. Farm Credit Canada (FCC) | <small>F24002_ac38</small> \$ <input type="text"/> .00 | <small>F26004_ac38</small> \$ <input type="text"/> .00 |
| c. Advance Payments Program (APP) | <small>F24002_ac39</small> \$ <input type="text"/> .00 | |
| d. Machinery and supply companies or feed companies e.g. , accounts payable, breeder-hatchery operation, heating fuel | <small>F24002_ac40</small> \$ <input type="text"/> .00 | <small>F26004_ac40</small> \$ <input type="text"/> .00 |
| e. Family members, shareholders or private individuals | <small>F24002_ac41</small> \$ <input type="text"/> .00 | <small>F26004_ac41</small> \$ <input type="text"/> .00 |

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**Amount of money
owed short-term
(original repayment
period is less than
12 months)
(CAN\$)**

**Amount of money
owed long-term
(original repayment
period is 12 months
or more)
(CAN\$)**

- f. Provincial government agencies
e.g., agriculture credit or lending agencies, farm loan boards \$.00 \$.00
- g. All other short-term farm debt
e.g., property taxes, income tax, utility bills,
outstanding invoices or accounts payable \$.00

Specify all other short-term farm debt

F24002_ac44

- h. All other long-term farm debt
e.g., long-term notes due \$.00

Specify all other long-term farm debt

F26004_ac44

Total liabilities \$.00 \$.00

31. The amount reported in **provincial government agencies** may have been obtained through a financial institution, but guaranteed by the provincial government. Please confirm the lender.

B05236

- 1 Bank, caisse populaire, credit union, trust company or treasury branch
- 2 Provincial government

AgrilInvest

32. In 2017, did this operation participate in the **AgrilInvest program**?

B05237

- 1 Yes → **Go to question 33**
- 2 No → **Go to question 38**

33. In 2017, did this operation **deposit** into and/or **withdraw** money from AgrilInvest?
Please refer to this operation's 2017 AgrilInvest Annual Statement of Account.

B05238

- 1 Yes → **Go to question 34**
- 2 No → **Go to question 37**

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AgrilInvest deposit amount

F51322

34. In 2017, what were this operation's total AgrilInvest **deposits**?
Please refer to this operation's 2017 AgrilInvest Annual Statement of Account.
Exclude government contributions.

\$.00

AgrilInvest withdrawal amount

F51323

35. In 2017, what were this operation's total AgrilInvest **withdrawals**?
Please refer to this operation's 2017 AgrilInvest Annual Statement of Account.

\$.00

36. In 2017, what were the AgrilInvest **withdrawals** used for?
Mark all that apply.

F51318_r1

To account for income declines
e.g., decreasing revenue or to help cover farm expenses for this operation

F51318_r2

To make an on-farm investment

F51318_r3

Other
Specify all other uses for the withdrawals

F51318_r4

37. What were the **ending balances** in this operation's AgrilInvest account as of this operation's fiscal year-end date?
Please refer to this operation's 2017 AgrilInvest Annual Statement of Account.

(CAN\$)

F51319_dt3

a. Balance in **Fund 1** (operator's deposits)

\$.00

F51319_dt4

b. Balance in **Fund 2** (government contributions)

\$.00

Go to question 39

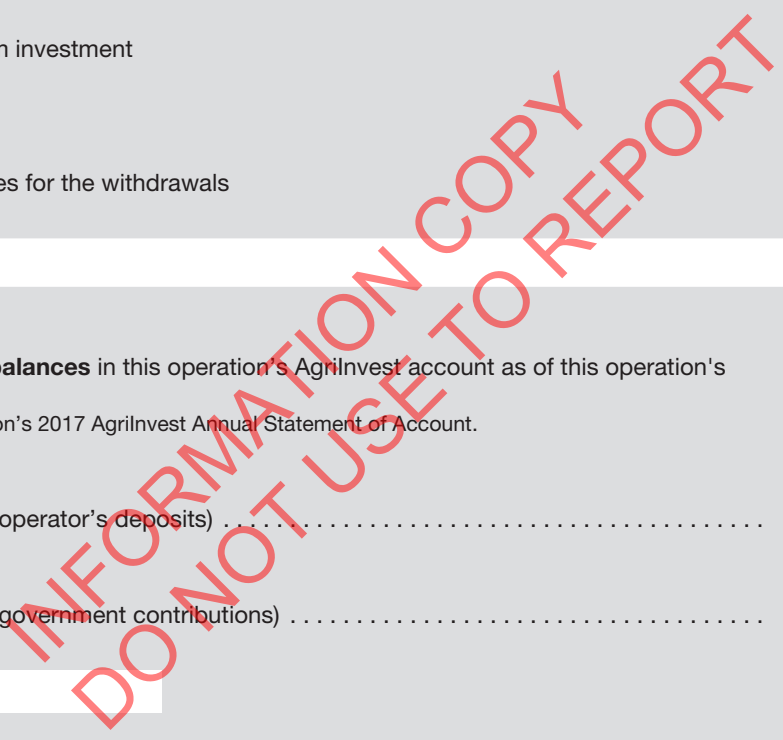
38. In 2017, which of the following reasons best describes why this operation **did not participate** in the **AgrilInvest program**?

B00344

- 1 Lack of information
- 2 Complicated process
- 3 Did not see a benefit
- 4 Not eligible
- 5 Other

Specify other reason

B00345



Program payments and insurance

39. In 2017, did this operation participate in the **Advance Payments Program (APP)**?

B05231_md1

1 Yes

2 No

40. In 2017, did this operation participate in **AgriInsurance** (also known as **provincial crop or production insurance**)? **Exclude** Assurance stabilisation du revenu agricole (ASRA) and private insurance plans.

B05231_md2

1 Yes

2 No

41. In 2017, did this operation participate in **AgriStability**?

B05231_md3

1 Yes → **Go to question 42**

2 No → **Go to question 43**

AgriStability
reference
margin amount

42. In 2017, what was this operation's **reference margin** for the AgriStability program?

Please refer to this operation's 2017 Calculation of Program Benefits (COB) notice.

F51324

\$.00

43. In 2017, which of the following reasons best describes why this operation **did not participate** in the **AgriStability program**?

B00346

1 Lack of information

2 Complicated process

3 Did not see a benefit

4 Not eligible

5 Other

Specify other reason

B00347

44. Has this operation **paid the fee** for the 2018 AgriStability program?

B05239

1 Yes

2 No

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Custom or contract feeding

45. In 2017, did this operation **custom or contract feed** any livestock or poultry for others?
Custom or contract feeding is where livestock or poultry are fed and raised by the operation for somebody else.
Include custom or contract grazing.
Exclude animals owned by this operation.

B05232_sr17

- 1 Yes → **Go to question 46**
- 2 No → **Go to question 49**

46. In 2017, of this operation's **total gross farm revenue**, how much was **from custom or contract feeding**?

Include custom or contract grazing.
Exclude animals owned by this operation.
 Enter "0", if there is no value to report.

**Gross revenue
from custom or
contract feeding**

F51313_sr17

\$.00

47. Please indicate the types of livestock and poultry custom or contract fed in 2017.
 Mark all that apply.

B05232_sr17_p25

Cattle

B05232_sr17_p34

Hogs

B05232_sr17_p36

Layers

B05232_sr17_p37

Broilers or roasters

B05232_sr17_p38

Turkeys

B05232_sr17_p39

Horses

B05232_sr17_p40

Other

48. Please indicate the **total number** of livestock and poultry custom or contract fed in 2017.

Include all cycles.
Exclude animals owned by the operation.

Total number

B45119_sr17_p25

a. Cattle

B45119_sr17_p34

b. Hogs

B45119_sr17_p36

c. Layers

B45119_sr17_p37

d. Broilers or roasters

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Total number

B45119_sr17_p38

B45119_sr17_p39

B45119_sr17_p40

- e. Turkeys
- f. Horses
- g. Other

Marketing contracts

49. In 2017, did this operation have any **marketing contracts**?

A **marketing contract** is a verbal or written agreement arranged **before harvest** of a crop or the completion of the livestock production cycle. The **contract specifies in advance a fixed price** and a delivery date. The producer owns the product until delivery. If the amount received from the contract differs from the amount for which the contract was initially negotiated, please report the amount actually received.

Include:

- forward contracts with processors or buyers
- marketing contracts negotiated through a third party.

Exclude:

- supply-managed commodities (dairy, poultry, eggs)
- futures contracts
- options.

B05241

- 1 Yes → Go to question 50
- 2 No → Go to question 51

50. What was the gross revenue **received** from marketing contracts for each of the following commodities?

A **marketing contract** is a verbal or written agreement arranged **before harvest** of a crop or the completion of the livestock production cycle. The **contract specifies in advance a fixed price** and a delivery date. The producer owns the product until delivery. If the amount received from the contract differs from the amount for which the contract was initially negotiated, please report the amount actually received.

Include:

- forward contracts with processors or buyers
- marketing contracts negotiated through a third party.

Exclude:

- supply-managed commodities (dairy, poultry, eggs)
- futures contracts
- options.

Gross revenue (CAN\$)

F51321_p41

\$.00

F51321_p42

\$.00

F51321_p43

\$.00

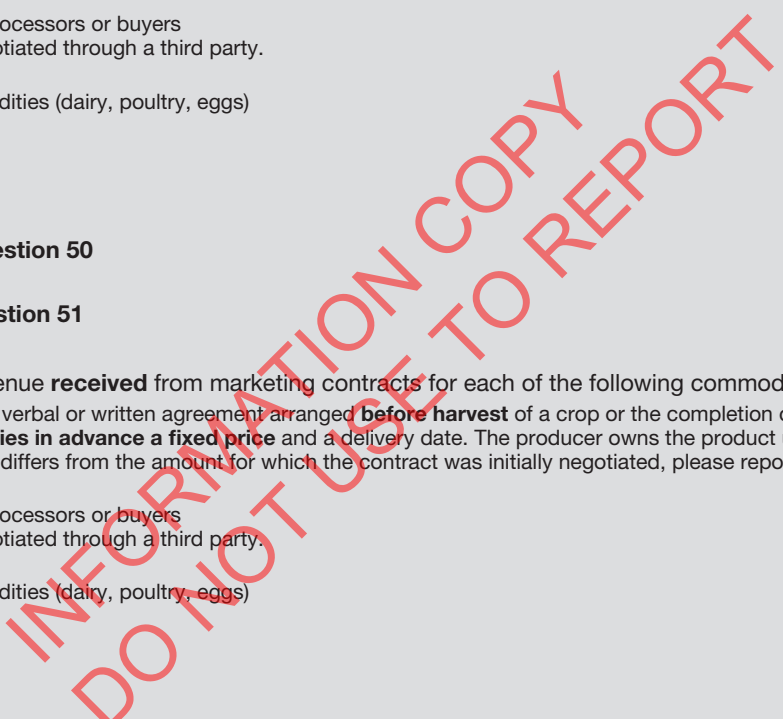
F51321_p44

\$.00

F51321_p19

\$.00

- a. Beef
- b. Pork
- c. Grain
- d. Horticulture
- e. Other



Wages and salaries

51. In 2017, what was this operation's total expense for wages and salaries?

Include:

- wages paid to farm operators
- all employee benefits
- wages paid to family members (including spouse and children)
- room and board expenses
- employer contributions for Worker's Compensation, EI, CPP/QPP.

Exclude dividends paid to shareholders.

Enter "0", if there is no value to report. \$.00

Total wages and salaries

F61054_sr11

52. Of the **total wages and salaries** reported in question 51, how much was paid to the following?

Enter "0", if there is no value to report.

a. Family

If this operation has more than one operator, report for one operator and that operator's family.

Include:

- wages and salaries paid to the operator's spouse or common-law partner and to their children residing in the same dwelling
- employer contributions for Worker's Compensation, Employment Insurance, the Canada Pension Plan, the Quebec Pension Plan.

Exclude wages and salaries paid to hired workers not in the family, family not residing in the same dwelling and any withdrawals from owner's equity.

\$.00

Wages and salaries expenses (CAN\$)

F61054_sr11_dt5

b. Hired help

Include:

- employer contributions for Worker's Compensation, Employment Insurance, the Canada Pension Plan, the Quebec Pension Plan
- room and board expenses.

Exclude:

- wages and salaries paid to operators and members of the operators' families
- consultant expenses, e.g., lawyer, agronomist and all other technical expertise
- accounting expenses
- custom or contract workers
- persons (shareholders) who only received dividends from this operation.

\$.00

F61054_sr11_dt6

Farm operating revenue and expenses

Important

To reduce the number of questions in this questionnaire, Statistics Canada will use the revenues and expenses data of this operation from tax forms submitted to the Canada Revenue Agency. With your permission, Statistics Canada will share this information from the tax forms with Agriculture and Agri-Food Canada and your provincial ministry of agriculture. Data shared with provincial ministries of agriculture will be limited to information pertaining to farm operations within the jurisdiction of the respective province. These organizations have agreed to keep the information confidential and to use it only for statistical and research purposes.

53. Are you one of the operators or the person providing the revenue and expense data for this farm operation?

B00914_s1

1 Yes 2 No → **Go to question 55**



What is your **role** in this operation?

B00914_s2

- 1 One of the operators
- 2 Operator's spouse
- 3 Accountant
- 4 Other

Go to question 54

Farm operating revenue and expenses

Important

Agriculture and Agri-Food Canada and your provincial ministry of agriculture have agreed to keep your information confidential and to use it only for statistical and research purposes.

Statistics Canada **does not share** names, addresses or any other direct identifiers which could identify any person, business or organization.

54. Do you give Statistics Canada permission to share this operation's farm revenue and expense data with these organizations?

B00914_s3

1 Yes 2 No → Go to question 55



Please provide your first and last names which will act as your electronic authorisation signature.

Note: Statistics Canada will not share your name with external agencies.

B00914_s4

Go to question 59

Farm operating revenue

55. In 2017, what was the **total gross farm revenue** (before expenses) of this operation?

Include:

- revenues from custom and contract feeding reported previously
- revenue from sales of breeding and replacement livestock
- total program payments
- the sale of agricultural products, custom and contract work
- agri-tourism.

Exclude:

- the sale of land and buildings, machinery, equipment, financial assets, and quota (capital gains)
- the value of inventory adjustments.

Enter "0", if there is no value to report.

Total gross farm revenue

F51325

\$.00

56. In 2017, of the **total gross farm revenue** reported in question 55, how much was from the following?

The following selected revenue items may not add to the amount reported in the previous question.

Enter "0", if there is no value to report.

Gross revenue (CAN\$)

F47031_p2

\$.00

a. Sale of grains, oilseeds, pulse crops and forage seeds

b. Sale of horticulture products

Include potatoes, fruits, vegetables, greenhouse products, nursery products, sod, mushrooms, Christmas trees, vineyard sales, hay, tobacco, maple syrup, herbs and spices, ginseng, sugar beets, flowers for drying, etc.

Exclude products purchased for resale.

F47031_p44

\$.00

c. Sale of cattle

Include breeding and replacement livestock.

F47029_p25

\$.00

d. Sale of pigs

Include breeding and replacement livestock.

F47029_p26

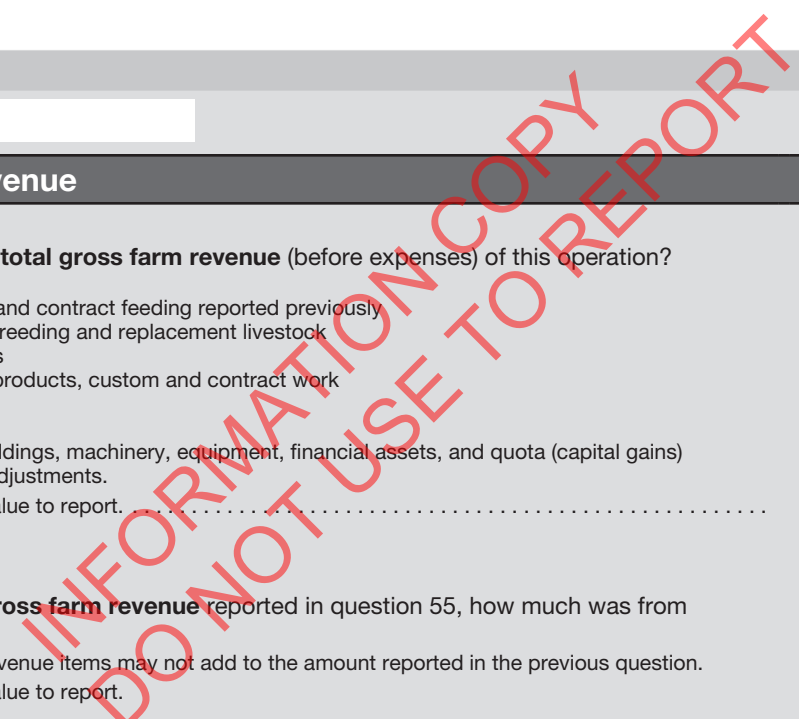
\$.00

e. Sale of poultry

Include eggs, chickens, turkeys, ducks, geese, quails, pheasants, emus, ostriches, and guinea fowls.

F47031_p10

\$.00



**Gross revenue
(CAN\$)**

- | | |
|---|--|
| <p>f. Sale of milk, cream and other dairy products Exclude goat and sheep milk (to be reported in option "g" below)</p> | <p>F47029_p29 \$ <input type="text"/> .00</p> |
| <p>g. All other farm revenue e.g., honey, aquaculture, goat products, sheep products, other livestock, boarding, training and sale of horses, fur and wool, sales of wood, land rentals, patronage dividends, agri-tourism</p> | <p>F51317 \$ <input type="text"/> .00</p> |
| <p>h. Total amount received for program payments Include AgrilInsurance (also known as provincial crop or production insurance), AgriStability, other direct program payments, rebates e.g., hail insurance, rebates on fuel and property tax, farm GST / HST refund, subsidies, Assurance stabilisation des revenus agricoles (ASRA), etc. Exclude AgrilInvest.</p> | <p>F40005_sr70 \$ <input type="text"/> .00</p> |
| <p>i. Agricultural custom or contract work and machine rentals Exclude amounts for custom or contract feeding.</p> | <p>F51317_sr69 \$ <input type="text"/> .00</p> |

Farm operating expenses

57. In 2017, what were the **total farm operating expenses**?

- Include** wages and salaries previously reported.
Exclude:
- the purchase of capital assets (capital investments)
 - depreciation of capital assets (capital cost allowance)
 - amortization
 - the value of inventory adjustments.
- Enter "0", if there is no value to report.

**Total operating
expenses**

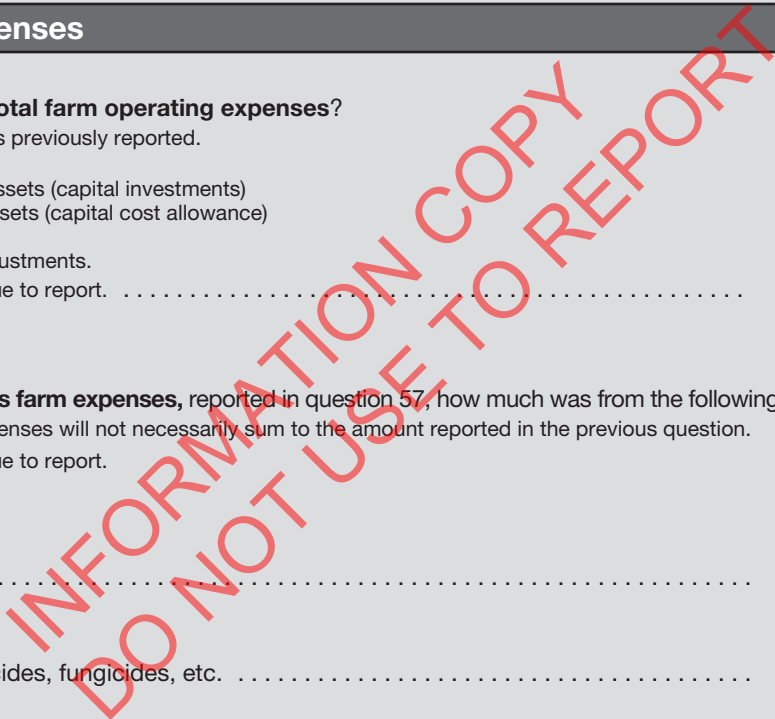
F61054
\$.00

58. In 2017, of the **total gross farm expenses**, reported in question 57, how much was from the following?

The following selected expenses will not necessarily sum to the amount reported in the previous question.
Enter "0", if there is no value to report.

**Expenses
(CAN\$)**

- | | |
|---|--|
| <p>a. Fertilizer and lime</p> | <p>F61052_sr2 \$ <input type="text"/> .00</p> |
| <p>b. Herbicides, insecticides, fungicides, etc.</p> | <p>F61052_sr3 \$ <input type="text"/> .00</p> |
| <p>c. Seed and plants Exclude materials purchased for resale.</p> | <p>F61052_sr4 \$ <input type="text"/> .00</p> |
| <p>d. Feed, supplements and hay</p> | <p>F61054_sr4 \$ <input type="text"/> .00</p> |
| <p>e. Fuel for machinery, trucks and automobiles Include only the farm business share of amounts paid.</p> | <p>F61054_sr7 \$ <input type="text"/> .00</p> |
| <p>f. Total interest paid on farm debt Exclude payments on the principal.</p> | <p>F61052_sr33 \$ <input type="text"/> .00</p> |
| <p>g. Land rentals Include money paid to shareholders.</p> | <p>F61052_sr39 \$ <input type="text"/> .00</p> |



Financial information for sources other than this operation

Important

The purpose of the following questions is to assess the reliance of farm operators on non-farm activities for income. When answering these questions, please refer only to off-farm income, assets and debts that are not related to this operation.

59. In 2017, what was the **family's income** from the following sources?

Refer to the T1 and T4 forms of all members of the operator's family (if possible).

Off-farm income (CAN\$)

a. Employment Income **from sources other than this operation** (before deductions)
See T1 lines 101 and 104.

F40007_sr64

\$.00

b. Net self-employment income **from sources other than this operation**
Include business (T1 line 135), professional (T1 line 137), commission (T1 line 139), and fishing
(T1 line 143) income.

F40007_sr65

\$.00

c. Investment Income **from sources other than this operation**
Include interest and other investment income (T1 line 121), taxable capital gains (T1 line 127),
dividends received (T1 lines 120 and 122), and net rental income from other real estate
(T1 line 126).

F40007_sr66

\$.00

d. Pensions
Include CPP or QPP (T1 line 114), Old Age Security (OAS) (T1 line 113), RIF's (T1 lines 115 and 116),
RRSP withdrawals (T1 line 129), and Registered Pension Plans (RPPs).

F40007_sr67

\$.00

e. Other income from Government programs for families or individuals
e.g., Canada Child Benefit, GST / HST credits, Employment Insurance (EI) (T1 line 119), Working
Income Tax Benefit
Exclude any payments for farm programs.

F40007_sr68

\$.00

f. Other net income not from this operation (after expenses)
e.g., oil lease rights, income from another farm operation or business not related to this operation,
wind turbines, solar panels

F72025

\$.00

60. What was the **value of assets**, not from this operation, owned by the **family** on
December 31, 2017?

Include:

- cash, stocks, bonds, RRSPs
- assets of another farm or ranch operation
- non-farm business assets, off-farm houses
- the non-farm share of cars and trucks, machinery and equipment solely for personal use of family members, recreational vehicles.

Exclude the assets of this farm operation which were reported in the **Farm assets** section.

Assets owned by the family

F10001

\$.00

61. What was the **amount of debt**, not from this operation, owed by the **family** on
December 31, 2017?

Include:

- non-farm mortgages
- personal loans
- personal credit card debts.

Exclude the liabilities of this farm operation which were reported in the **Farm debt outstanding section**.

Debt owed by the family

F20001

\$.00

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On-farm innovation

Although the following questions are voluntary, your answers are important because they represent other farm operations and will assist in improving policies and programs that foster innovation in the sector. Information on current practices will be very helpful.

Innovation means implementing a **new** or **significantly improved** product, practice or process on your farming operation. Innovations must be new to your operation but need not be new to the industry.

62. In the last three years, 2015 to 2017, did this operation implement any **new** or **significantly improved**

| | | Yes | No |
|----|--|--------------------------|-------------------------|
| | | B10047_y1 | |
| a. | crop products Include crop varieties, cultivars or hybrids. | 1 <input type="radio"/> | 2 <input type="radio"/> |
| | | B10047_y2 | |
| b. | livestock products Include types or breeds raised. | 1 <input type="radio"/> | 2 <input type="radio"/> |
| | | B10047_y3 | |
| c. | production practices Include: <ul style="list-style-type: none"> • feed management, animal housing, manure storage and treatment, livestock handling, grazing, biosecurity, other animal health, and productivity practices • seeding or planting, rotations, fertilizer or manure application, pest management, irrigation, harvesting, crop storage, using <u>GPS</u> technology, other soil, land, or crop improvement practices • water management, organic farming, halal, and other production practices. | 01 <input type="radio"/> | 2 <input type="radio"/> |
| | | B10047_y4 | |
| d. | approaches to marketing Include types of contracts, futures/options, direct marketing. | 1 <input type="radio"/> | 2 <input type="radio"/> |
| | | B10047_y5 | |
| e. | business management practices Include: <ul style="list-style-type: none"> • approaches to labour requirements • business ownership or partnerships • acquiring inputs • new processing activities. | 1 <input type="radio"/> | 2 <input type="radio"/> |

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63. In the last three years, 2015 to 2017, how important were the following **activities** when deciding to try something new on this operation?

| | Essential | Important | Somewhat important | Not important |
|---|---------------------------------------|-------------------------|-------------------------|-------------------------|
| a. Obtaining advice and information from fellow farmers based on their experiences | B10048_m1 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| b. Attending demonstration farms and field days to observe the innovation implemented | B10048_m2 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| c. Attending workshops, seminars, meetings, or conferences | B10048_m3 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| d. Obtaining information from input companies e.g., seed and feed dealers | B10048_m4 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| e. Seeking information from independent consultants | B10048_m5 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| f. Seeking information from regional specialist or extension officers | B10048_m6 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| g. Reading detailed technical and financial information | B10048_m7 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| h. Relying on own experiences | B10048_m8 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| i. Participating in producer associations | B10048_m09 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| j. All other activity | B10048_m10 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |

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64. In the last three years, 2015 to 2017, how important were the following **factors** when deciding to try something new on this operation?

| | Essential | Important | Somewhat important | Not important |
|---|-------------------------|-------------------------|-------------------------|-------------------------|
| a. Cost reduction or increase in production | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| b. Increase in value of product e.g., due to superior quality or attributes or novelty of the product | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| c. Environmental benefits | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| d. Benefits for work/family balance | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| e. Level of financial risk of the innovation compared to current practice | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| f. Access to financial resources to implement the innovation e.g., loans, venture capital or other financing | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| g. Availability of information to assess the value of the innovation for your operation | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| h. Technical expertise to implement the innovation | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| i. Available time | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| j. Labour requirement | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| k. Worker safety | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |
| l. Other factor | 1 <input type="radio"/> | 2 <input type="radio"/> | 3 <input type="radio"/> | 4 <input type="radio"/> |

65. When it comes to the introduction of new or significantly improved products, processes or practices, does this operation tend to

- B10051
- 1 be among the first to try something new
 - 2 wait until at least a few others have tried it first
 - 3 wait until it has been well tested
 - 4 be among the last to try something new

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Changes and events that affected the business or organization

66. Please provide a **brief but precise description** of any changes or events that affected the reported values for this business or organization, compared with the last reporting period.

B00302

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Contact person

67. Statistics Canada may need to contact the person who completed this questionnaire for further information.

If the contact person is the same as on cover page, please check → **Go to "Feedback"**

Otherwise, who is the best person to contact about this questionnaire?

First name

Last name

Title

Email address (example: user@example.gov.ca)

Telephone number (including area code)
Example: 123-123-1234

Extension number
(if applicable)

Fax number (including area code)
Example: 123-123-1234

Feedback

68. How long did it take to complete this questionnaire?

Include the time spent gathering the necessary information.....

Hours

Minutes

69. We invite your comments about this questionnaire.

B00002

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General information

Confidentiality

Your answers are confidential.

Statistics Canada is prohibited by law from releasing any information it collects which could identify any person, business, or organization, unless consent has been given by the respondent or as permitted by the *Statistics Act*. Statistics Canada will use the information from this survey for statistical purposes.

Data-sharing agreements

To reduce respondent burden, Statistic Canada has entered into data-sharing agreements with provincial and territorial statistical agencies and other government organizations, which have agreed to keep the data confidential and use them only for statistical purposes.

Section 11 of the *Statistics Act* provides for the sharing of information with provincial and territorial statistical agencies that meet certain conditions. These agencies must have the legislative authority to collect the same information, on a mandatory basis, and the legislation must provide substantially the same provisions for confidentiality and penalties for disclosure of confidential information as the *Statistics Act*. Because these agencies have the legal authority to compel businesses to provide the same information, consent is not requested and businesses may not object to the sharing of the data.

For this survey, there are **Section 11** agreements with the provincial statistical agencies of Newfoundland and Labrador, Nova Scotia, New Brunswick, Quebec,

Ontario, Manitoba, Saskatchewan, Alberta and British Columbia. The shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province.

Section 12 of the *Statistics Act* provides for the sharing of information with federal, provincial or territorial government organizations. Under **Section 12**, you may refuse to share your information with any of these organizations by writing a letter of objection to the Chief Statistician and returning it with the completed questionnaire. Please specify the organizations with which you do not want to share your data.

For this survey, there are **Section 12** agreements with the Prince Edward Island Statistical agency as well as with the ministère de l'Agriculture, des Pêcheries et de l'Alimentation du Québec, the Ontario Ministry of Agriculture, Food and Rural Affairs, and Agriculture and Agri-Food Canada.

For agreements with provincial and territorial government organizations, the shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

Record linkages

To enhance the data from this survey and to minimize the reporting burden, Statistics Canada may combine it with information from other surveys or from administrative sources.

Thank you for completing this questionnaire.
Please retain a copy for your records.
Visit our website, www.statcan.gc.ca