

# 2017 Annual Survey of the Aquaculture Industry

**CONFIDENTIAL once completed.**

Selon nos dossiers votre langue de préférence est l'anglais, si vous préférez recevoir ce document en français, veuillez nous appeler au numéro sans frais suivant : 1-800-972-9692 ou ATS 1-855-382-7745

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 collects the financial and operating data needed to develop national and regional economic policies and programs.

Your information may also be used by Statistics Canada for other statistical and research purposes. Please access [www.statcan.gc.ca/survey-enquete/index-eng.htm](http://www.statcan.gc.ca/survey-enquete/index-eng.htm) for more information on this survey.

### 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

The *Statistics Act* protects the confidentiality of information collected by Statistics Canada.

### 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 21 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 21 days **OR** if you need help, call us at **1-800-972-9692** 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](http://www.statcan.gc.ca)

## Reporting instructions

- Please print in ink.
- **Report** dollar amounts in **thousands of Canadian dollars** ('000).
- **Exclude** sales tax.
- Percentages should be rounded to whole numbers.
- When precise figures are not available, please provide your best estimates.
- Consult the reporting guide at [www.statcan.gc.ca/guides-e](http://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



### 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. For this survey, please report information for this business's or organization's most recent **12 month fiscal period**.

**Note:** For this survey, the **End date** should fall between April 1, 2017 and March 31, 2018.

	YYYY	MM	DD		YYYY	MM	DD
Start date	<input type="text"/>	<input type="text"/>	<input type="text"/>	End date	<input type="text"/>	<input type="text"/>	<input type="text"/>

2. If the reporting period **does not cover a full year**, please check the reason(s) below (mark all that apply):

B00301\_r1

seasonal operations

B00301\_r2

new business

B00301\_r3

change of ownership

B00301\_r4

change of fiscal year

B00301\_r5

ceased operations

B00301\_r6

temporarily inactive

B00301\_r7

other reason — please specify:

B00301\_r8

3. Please indicate below, any changes or events that may have affected the reported values for this business or organization compared to the last reporting period (mark all that apply):

B00302\_t1

strike or lockout

B00302\_t2

exchange rate impact

B00302\_t3

price changes in goods or services sold

B00302\_t4

contracting out

B00302\_t5

organizational change

B00302\_t6

price changes in labour or raw materials

B00302\_t7

natural disaster

B00302\_t8

recession

B00302\_t9

change in product line

B00302\_t10

sold business units

B00302\_t11

expansion

B00302\_t12

new/lost contract

B00302\_t13

plant closures

B00302\_t14

acquisition of business units

B00302\_t15

other change or event — please specify:

B00302\_t16

B00302\_t17

no change or event

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## Revenue

- Notes:**
- A detailed breakdown may be requested in other sections.
  - These questions are asked of many different industries. Some questions may not apply to this business.
  - Refer to the reporting guide for detailed instructions.
  - Please report all amounts in **thousands of Canadian dollars**.

What was this business's revenue from each of the following sources?

	<b>CAN\$ '000</b>
1. Sales of goods and services <b>Include:</b> sales of finfish, molluscs, aquaculture services, aquaculture by-products, seed, sales of goods purchased for resale and consulting revenue .....	F43008 \$ <input type="text"/> ,000
2. Rental and leasing (report only if this is a secondary source of revenue) .....	F45801 \$ <input type="text"/> ,000
3. Commissions (report only if this is a secondary source of revenue) .....	F45701 \$ <input type="text"/> ,000
4. Subsidies (government assistance to offset certain eligible current expenses or to supplement current revenue) <b>Include:</b> grants, donations and fundraising .....	F47101 \$ <input type="text"/> ,000
5. Royalties, rights, licensing and franchise fees .....	F47201 \$ <input type="text"/> ,000
6. Dividends .....	F51101 \$ <input type="text"/> ,000
7. Interest .....	F51201 \$ <input type="text"/> ,000
8. Other revenue — please specify: <b>Include:</b> intracompany transfers F51302 <input type="text"/>	F51301 \$ <input type="text"/> ,000
9. <b>Total revenue</b> (sum of questions 1 to 8) .....	F40000 \$ <input type="text"/> ,000

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## Expenses

- Notes:**
- A detailed breakdown may be requested in other sections.
  - These questions are asked of many different industries. Some questions may not apply to this business.
  - Refer to the reporting guide for detailed instructions.
  - Please report all amounts in **thousands of Canadian dollars**.

What were this business's expenses for the following items?

	CAN\$ '000
1. Purchases <b>Include:</b> feed, therapeutants, purchases of fish eggs, live fish, mollusc seed, spat and live larvae for grow-out or processing and purchases of goods for resale <b>Exclude:</b> change in inventories . . . . .	F61306 \$ <input type="text"/> ,000
2. Employment costs and expenses <b>Include:</b> all employees who were issued a T4 <b>Exclude:</b> commissions paid to non-employees (report at question 3)	F61501
a. salaries, wages and commissions . . . . .	\$ <input type="text"/> ,000
b. employee benefits (please refer to the reporting guide for the list of inclusions and exclusions) . . . . .	F61502 \$ <input type="text"/> ,000
3. Subcontracts <b>Include:</b> commissions paid to non-employees <b>Exclude:</b> research and development . . . . .	F62503 \$ <input type="text"/> ,000
4. Research and development fees <b>Exclude:</b> in-house research and development . . . . .	F62504 \$ <input type="text"/> ,000
5. Professional and business fees (e.g., legal, accounting, consulting and scientific fees) . . . . .	F62601 \$ <input type="text"/> ,000
6. Utilities (e.g., electricity, water and gas) . . . . .	F61801 \$ <input type="text"/> ,000
7. Office and computer-related expenses (e.g., office supplies, postage and computer upgrades) . . . . .	F62505 \$ <input type="text"/> ,000
8. Telephone, Internet and other telecommunication . . . . .	F61802 \$ <input type="text"/> ,000
9. Business taxes, licenses and permits (e.g., beverage tax, business tax, license fees and property taxes) . . . . .	F61901 \$ <input type="text"/> ,000
10. Royalties, franchise fees and memberships <b>Exclude:</b> Crown royalties . . . . .	F62001 \$ <input type="text"/> ,000
11. Crown charges (for logging, mining and energy industries only) . . . . .	F62506 \$ <input type="text"/> ,000
12. Rental and leasing <b>Include:</b> land, buildings, equipment and vehicles . . . . .	F62101 \$ <input type="text"/> ,000
13. Repair and maintenance <b>Include:</b> buildings, equipment and vehicles . . . . .	F62201 \$ <input type="text"/> ,000
14. Amortization and depreciation . . . . .	F61601 \$ <input type="text"/> ,000

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CAN\$ '000

15. Insurance .....	F62301 \$ [ ] ,000
16. Advertising, marketing, promotion, meals and entertainment .....	F62507 \$ [ ] ,000
17. Travel, meetings and conventions .....	F62508 \$ [ ] ,000
18. Financial services (e.g., bank charges and transaction fees) .....	F62401 \$ [ ] ,000
19. Interest expense .....	F69101 \$ [ ] ,000
20. Other non-production-related costs and expenses <b>Include:</b> bad debt, loan losses, donations, political contributions and inventory write-down .....	F62509 \$ [ ] ,000
21. All other costs and expenses — please specify: <b>Include:</b> intracompany expenses, management fees, transportation, shipping, warehousing, storage, postage and courier, processing services and veterinary fees	F62511 \$ [ ] ,000
F62512 [ ]	
22. <b>Total expenses</b> (sum of questions 1 to 21) .....	F60000 \$ [ ] ,000

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## Industry characteristics

### Sales

What were this business's sales for each of the following goods and services?

Please report all amounts in **thousands of Canadian dollars**.

**Include:** all sales within or outside Canada recorded in your accounts for sales to other businesses and for transfers to other units of your business

**Exclude:** GST/HST, PST and QST

	CAN\$ '000
1. Whole fish dressed, fresh or chilled <b>Exclude:</b> fillets .....	F43354 \$ <input type="text"/> ,000
2. Fish eggs and live fish for grow-out .....	F43355 \$ <input type="text"/> ,000
3. Whole fish live <b>Exclude:</b> fish sold for grow-out .....	F43356 \$ <input type="text"/> ,000
4. Whole fish dressed and frozen <b>Exclude:</b> frozen fillets .....	F43357 \$ <input type="text"/> ,000
5. Fish fillets, fresh or frozen and other fish meat .....	F43358 \$ <input type="text"/> ,000
6. Fish, dried, smoked or in brine .....	F43359 \$ <input type="text"/> ,000
7. Oysters .....	F43361 \$ <input type="text"/> ,000
8. Mussels .....	F43362 \$ <input type="text"/> ,000
9. Clams .....	F43363 \$ <input type="text"/> ,000
10. Scallops .....	F43364 \$ <input type="text"/> ,000
11. Aquaculture services .....	F45204 \$ <input type="text"/> ,000
12. Sales of goods purchased for resale (in the same condition as purchased) .....	F43003 \$ <input type="text"/> ,000
13. Consulting revenue .....	F45121 \$ <input type="text"/> ,000
14. Sales of all other goods and services produced — please specify: (e.g., other molluscs, aquaculture by-products, seed)	
<small>F43175</small> <input type="text"/>	<small>F43005</small> \$ <input type="text"/> ,000
15. <b>Total sales of goods and services</b> (sum of questions 1 to 14) .....	<small>F43000</small> \$ <input type="text"/> ,000

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## Expenses

What were this business's expenses for each of the following goods and services?

**Include:** all expenses within or outside Canada recorded by this business unit

**Exclude:** GST/HST, PST and QST

	CAN\$ '000
16. Feed .....	F61323 \$ <input type="text"/> ,000
17. Therapeutants (e.g., pesticides, drugs, vaccinations) .....	F61324 \$ <input type="text"/> ,000
18. Purchases of fish eggs, live fish, mollusc seed, spat and live larvae for grow-out .....	F61325 \$ <input type="text"/> ,000
19. Purchases of fish eggs, live fish, mollusc seed, spat and live larvae for processing .....	F61326 \$ <input type="text"/> ,000
20. Purchases of goods for resale (in the same condition as purchased) .....	F61303 \$ <input type="text"/> ,000
21. All other purchases — please specify: F61331 <input type="text"/>	F61305 \$ <input type="text"/> ,000
22. Management fees or any other service fees paid to head office and other business support units (e.g., legal, advertising, insurance, warehouses, sales centres, trucking facilities) .....	F62607 \$ <input type="text"/> ,000
23. Transportation, shipping (contracted out), warehousing, storage, postage and courier .....	F62422 \$ <input type="text"/> ,000
24. Processing services (e.g., gutting, cleaning, slitting, shelling of product by another firm) .....	F62423 \$ <input type="text"/> ,000
25. Veterinary fees .....	F62608 \$ <input type="text"/> ,000

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## Inventories

What were this business's inventories for each of the following goods?

Inventories are to be reported at book value (i.e., the value maintained in the accounting records).

**Include:** inventory owned by this business unit within or outside Canada (including inventory held at any warehouse, selling outlet, in transit or on consignment)

**Exclude:** inventory held on consignment for others

	Value of opening inventory CAN\$ '000	Value of closing inventory CAN\$ '000
26. Raw materials (e.g., feed) .....	F61201 \$ <input type="text"/> ,000	F61401 \$ <input type="text"/> ,000
27. Goods in process (e.g., in pools, pens, on beaches and on grow-out sites) .....	F61202 \$ <input type="text"/> ,000	F61402 \$ <input type="text"/> ,000
28. Finished products (e.g., finfish, molluscs and crustacea ready for market) .....	F61203 \$ <input type="text"/> ,000	F61403 \$ <input type="text"/> ,000
29. Goods purchased for resale (in the same condition as purchased) .....	F61204 \$ <input type="text"/> ,000	F61404 \$ <input type="text"/> ,000
30. <b>Value of total inventory</b> (sum of questions 26 to 29) .....	F61200 \$ <input type="text"/> ,000	F61400 \$ <input type="text"/> ,000

## Personnel

31. What was the average number of people employed during the reporting period?

**Include:** full-time, part-time and temporary employees and employees absent with pay

**Exclude:** contract workers who are not part of your payroll .....

**Number**

B20024

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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, 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. Statistics Canada will only share data from this survey with those organizations that have demonstrated a requirement to use the data.

**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 and territorial statistical agencies of Newfoundland and Labrador, Nova Scotia, New Brunswick, Quebec, Ontario, Manitoba, Saskatchewan, Alberta, British Columbia and the Yukon. The shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

**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 statistical agencies of Prince Edward Island, the Northwest Territories and Nunavut and Fisheries and Oceans 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.

In cases where information is reported on an amalgamated basis and relates to operations in more than one province or territory, Statistics Canada may allocate a portion of the reported information to these provincial or territorial operations. The allocated information will be shared in accordance with the **Section 11** or **12** agreements of the *Statistics Act*, as described above.

In cases where there is a separate head office, Statistics Canada may adjust the reported revenues of that head office so that those revenues more fully reflect the value of the services the head office provides. In such cases, there will be a corresponding adjustment to the reported expenses of the units served. The adjusted information will be shared in accordance with the **Section 11** or **12** agreements of the *Statistics Act*, as described above.

### 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](http://www.statcan.gc.ca)**