

# Survey of Innovation and Business Strategy

**CONFIDENTIAL once completed.**

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## Introduction

### Survey purpose

This survey collects information on the strategic decisions, innovation activities, operational tactics and global value chain activities of businesses in Canada.

The results from this survey will be used by governments to better understand the impact of business strategy and innovation decisions, and operational adaptations on the Canadian economy including business competitiveness, efficiency and productivity. This will enable governments to develop policies intended to improve Canada's industrial productivity and competitiveness.

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150 Tunney's Pasture Driveway  
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## Reporting instructions

- Please print in ink.
- **Report** all dollar amounts in thousands of Canadian dollars ('000).
- **Report** all dollar amounts rounded to the nearest thousands of dollars.
- **Report** all personnel numbers in full-time equivalent (FTE).
- **Report** all FTE numbers rounded to the nearest whole number.
- **Report** all percentages rounded to the nearest whole number.
- When exact figures are not available, please provide your best estimates.
- If value is null please indicate "0".
- 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

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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	

When does this business or organization expect to resume operations?

Date B00218

YYYY				MM		DD	

 → **Go to question 4**

### 3b. Ceased operations

When did this business or organization cease operations?

Date B00211

YYYY				MM		DD	

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**

### 3c. Sold operations

When was this business or organization sold?

B00212  
Date YYYY MM DD

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?

B00213  
Date YYYY MM DD

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?

B00214  
Date YYYY MM DD

When does this business or organization expect to resume operations?

B00215  
Date YYYY MM DD

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?

B00216  
Date YYYY MM DD

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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## Business strategy

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

This business's fiscal year end date should fall after January 1, 2017 and on or before December 31, 2017.

### Fiscal Year End date

YYYY	MM	DD
<input type="text" value="2"/> <input type="text" value="0"/> <input type="text" value="1"/> <input type="text" value="7"/>	<input type="text"/>	<input type="text"/>
C010003	C010002	C010001

2. Over the next **five years, 2018 to 2022**, which of these long-term strategies is **most important** to this business?

Check only one.

C020001

- ☐ Main focus on **good or service positioning**  
e.g., good or service leadership, market segmentation, good or service diversification, improving quality
- ☐ Main focus on **low-price and cost leadership**  
e.g., mass market
- ☐ They are **equally important**

3. Over the next **five years, 2018 to 2022**, which of the following statements **best** describes the strategic focus of this business with respect to its **goods or services** (products)?

Check only one.

C030001

- ☐ **Maintain** sales of existing goods or services
- ☐ **Expand** the sales of existing goods or services
- ☐ **Introduce** new or significantly improved goods or services regularly
- ☐ Don't know

4. Over the next **five years, 2018 to 2022**, which of the following statements **best** describes the strategic focus of this business with respect to its **marketing practices or methods**?

Check only one.

C040001

- ☐ **Maintain** current marketing practices or methods
- ☐ **Intensify** current marketing practices or methods
- ☐ **Introduce** new or significantly improved marketing practices or methods
- ☐ Don't know

5. Over the next **five years, 2018 to 2022**, which of the following statements **best** describes the strategic focus of this business with respect to its **operations and business activities**?

Check only one.

C050001

- ☐ **Maintain** current operations and business activities
- ☐ **Optimize** current operations and business activities
- ☐ **Introduce** new or significantly improved business activities or processes to its operations
- ☐ Don't know

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6. Over the next **five years, 2018 to 2022**, which of the following statements **best** describes the strategic focus of this business with respect to its **organizational and management practices**?

Check only one.

C060001

- ☐ **Maintain** current organizational and management practices
- ☐ **Optimize** current organizational and management practices
- ☐ **Introduce** new or significantly improved management practices or change its organizational structure
- ☐ Don't know

## Main market and competitive landscape

7. In **2017**, did this business sell goods or services?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

Yes

No

- a. Goods

C070001

**Include** raw and processed foods, oil, gas, pharmaceuticals, machinery, equipment, packaging or any other goods. ....

If question 7 a. is 'No' then go to question 11.

- b. Services

C070002

**Include** computer systems design, architectural, engineering, insurance, consulting, courier, warehousing, storage, rental, leasing, financial, travel, education, or any other services. ....

8. In **2017**, did this business produce or manufacture any of the goods that it sold?

Refers to goods sold in the calendar year, January 1 to December 31, 2017. ....

C080001

9. In **2017**, did this business offer the following services to complement the sale of its goods?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

- a. After-sales maintenance or repair

C090001

**e.g.**, periodic, ongoing or as-required maintenance or repair of goods produced by this business .....

- b. Installation or implementation

C090002

**e.g.**, installing goods or implementing processes to ensure goods produced by this business are functional or ready to be used .....

- c. Training or technical support

C090003

**e.g.**, troubleshooting 6 months after the purchase of a good produced by this business . . .

- d. After-sales condition monitoring or quality control

C090004

**e.g.**, providing reports on usage or determining if a good needs to be repaired over a defined period .....

- e. Customization

C090005

**e.g.**, working with a client to develop a tailored solution or good that responds to the clients' specific needs .....

- f. Distribution or transportation

C090006

**e.g.**, distribution or transportation of this business's goods .....

	Yes	No
g. Leasing or rental agreements . . . . .	<input type="radio"/>	<input type="radio"/>
h. Other services e.g., any other services complementing the sale of this business's goods . . . . .	<input type="radio"/>	<input type="radio"/>

If 'No' was selected for all of question 9 then go to question 11.

10. During the **three years 2015 to 2017**, did this business **expand capacity for the following services** to complement the sale of its goods?

e.g., increase staff, acquire additional machinery and equipment, open new facilities or other

During the three years 2015 to 2017 refers to the calendar years, January 1, 2015 to December 31, 2017.

Complete the lines in question 10 that correspond with 'Yes' in question 9.

	Yes	No
a. After-sales maintenance or repair e.g., periodic, ongoing or as-required maintenance or repair of goods produced by this business . . . . .	<input type="radio"/>	<input type="radio"/>
b. Installation or implementation e.g., installing goods or implementing processes to ensure goods produced by this business are functional or ready to be used . . . . .	<input type="radio"/>	<input type="radio"/>
c. Training or technical support e.g., troubleshooting 6 months after the purchase of a good produced by this business . . .	<input type="radio"/>	<input type="radio"/>
d. After-sales condition monitoring or quality control e.g., providing reports on usage or determining if a good needs to be repaired over a defined period . . . . .	<input type="radio"/>	<input type="radio"/>
e. Customization e.g., working with a client to develop a tailored solution or good that responds to the clients' specific needs . . . . .	<input type="radio"/>	<input type="radio"/>
f. Distribution or transportation e.g., distribution or transportation of this business's goods . . . . .	<input type="radio"/>	<input type="radio"/>
g. Leasing or rental agreements . . . . .	<input type="radio"/>	<input type="radio"/>
h. Other services e.g., any other services complementing the sale of this business's goods . . . . .	<input type="radio"/>	<input type="radio"/>



## Main geographical market

11. In this business's fiscal year ending in **2017**, estimate the percentage of this business's total sales that came from each of the following geographic markets.  
If percentage is null please indicate "0".

### Percentage

a. Local market(s) <b>Include</b> the region in which this business has its main Canadian operations. ....	C110001 <input type="text"/> %
b. Rest of Canada .....	C110002 <input type="text"/> %
c. United States of America .....	C110003 <input type="text"/> %
d. Rest of the world .....	C110004 <input type="text"/> %
<b>Total</b> .....	<div style="border: 1px solid black; padding: 2px; display: inline-block;"><b>100%</b></div>

**Complete question 12 if there is a tie for the highest percentage in question 11.**

12. There is a tie for your main market based on the percentages you provided in the previous question. Of the markets below, which would you consider your main market?  
Check only one.

C120001

- ☐ Local market(s)  
**Include** the region in which this business has its main Canadian operations.
- ☐ Rest of Canada
- ☐ United States of America
- ☐ Rest of the world

**Main market:** the geographical region from which this business derived the highest percentage of total sales revenue.

13. In **2017**, how many competitors did this business face in its main geographical market?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

Check only one.

C130001

- ☐ Zero
- ☐ One
- ☐ Two to three
- ☐ Four to five
- ☐ Six to ten
- ☐ Eleven and higher

14. In **2017**, were there any multinational organizations among competitors for this business's main geographical market?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

C140001

☐ Yes ☐ No ☐ Don't know

15. In **2017**, did the following occur in this business's main geographical market?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

	Yes	No	Don't know
a. Entry of new competitor(s) .....	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Exit of competitor(s) .....	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Increase in competitive behaviour from existing competitors e.g., lowering prices, stronger marketing, new good or service (product) introduction or other .....	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. Decrease in competitive behaviour from existing competitors e.g., raising prices, weaker marketing or other .....	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

16. In **2017**, in response to the change in competition in this business's main geographical market, did this business implement any of the following changes?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

If 'Yes' was selected for question 15 a., b., c., or d. complete question 16.

	Yes	No
a. Change the quality of its goods or services (products) .....	<input type="radio"/>	<input type="radio"/>
b. Adopt new technology or a new process .....	<input type="radio"/>	<input type="radio"/>
c. Change its marketing expenditures or marketing strategy .....	<input type="radio"/>	<input type="radio"/>
d. Introduce or accelerate the introduction of new goods or services (products) .....	<input type="radio"/>	<input type="radio"/>
e. Change prices of its goods or services (products) .....	<input type="radio"/>	<input type="radio"/>
f. Take other actions .....	<input type="radio"/>	<input type="radio"/>

## Innovation

Throughout this section, you will be asked about this business's innovation activities related to four types of innovation: good or service innovation, process innovation, marketing innovation and organizational innovation.

**Note:** Innovations are new to this business, but do not need to be new to one of its markets.

17. During the **three years 2015 to 2017**, did this business introduce any of the following innovations?

**Include:**

- innovations new to this business, but not necessarily new to the industry or markets
- innovations developed by this business or other organizations.

During the three years 2015 to 2017 refers to the calendar years, January 1, 2015 to December 31, 2017.

**Good or service innovation**

Market introduction of new or significantly improved goods or services with respect to their capabilities, user friendliness, components or sub-systems.

Yes

No

a. New or significantly improved goods

C170001

**Exclude** the simple resale of new goods purchased from other businesses and changes of a solely aesthetic nature. ....

☐
☐

C170002

b. New or significantly improved services .....

☐
☐

**Process innovation**

Implementation of new or significantly improved production process, distribution methods or support activity for this business's goods or services.

c. New or significantly improved methods of manufacturing or producing goods or services .....

C170003

☐
☐

d. New or significantly improved logistics, delivery or distribution methods for inputs, goods or services .....

C170004

☐
☐

e. New or significantly improved supporting activities for processes

C170005

**e.g.**, maintenance systems, operations for purchasing, accounting or computing .....

☐
☐

**Organizational innovation**

Implementation of a new organizational method in business practices (including knowledge management), workplace organization or external relations that has not been previously used by this business. It must be the result of strategic decisions taken by management.

**Exclude** mergers or acquisitions, even if for the first time.

f. New business practices for organizing procedures

C170006

**e.g.**, supply chain management, business reengineering, knowledge management, lean production, quality management .....

☐
☐

g. New methods of organizing work responsibilities and decision making

C170007

**e.g.**, first use of a new system of employee responsibilities, team work, decentralisation, co-ideation, integration or de-integration of departments, education or training systems .....

☐
☐

h. New methods of organizing external relations with other unrelated businesses or organizations

C170008

**e.g.**, first use of alliances, partnerships, outsourcing or sub-contracting .....

☐
☐

### Marketing innovation

Implementation of a new marketing concept or strategy that differs significantly from this business's existing marketing methods and which has not been used before.

Yes

No

- |    |   |         |                       |                       |
|----|---|---------|-----------------------|-----------------------|
| i. | New media or techniques for good or service promotion<br>e.g., the first time use of a new advertising media, a new brand image, social media, introduction of loyalty cards or programs . . . . .                | C170009 | <input type="radio"/> | <input type="radio"/> |
| j. | New methods for good or service placement or sales channels<br>e.g., first time use of franchising or distribution licenses, direct selling, exclusive retailing, new concepts for product presentation . . . . . | C170010 | <input type="radio"/> | <input type="radio"/> |
| k. | New methods of pricing goods or services<br>e.g., first time use of variable pricing by demand, discount systems . . . . .  | C170011 | <input type="radio"/> | <input type="radio"/> |
| l. | Significant changes to the aesthetic design or packaging of a good or service<br><b>Exclude</b> changes that alter the product function or user characteristics as these are product innovations. . . . .         | C170012 | <input type="radio"/> | <input type="radio"/> |

## Good or service innovation

**Good or service innovation** is the market introduction of a new or significantly improved good or service with respect to its capabilities, user friendliness, components or sub-systems.

18. Who developed these good or service innovations introduced during the **three years, 2015 to 2017**?

During the three years 2015 to 2017 refers to the calendar years, January 1, 2015 to December 31, 2017.

**If 'Yes' was selected for question 17 a. or b. complete questions 18 to 20.**

C180001

- ☐ **Mainly this business**, parent, affiliated or subsidiary businesses
- ☐ **Collaboratively**, this business together with other businesses or organizations  
**Exclude** outsourcing or contracting or granting out work.
- ☐ **Mainly other** businesses or organizations  
**Include** outsourcing or contracting or granting out work.

19. During the **three years 2015 to 2017**, were any of this business's good or service innovations introduced new to one of its markets or new to this business?

Yes

No

- |    |   |         |                       |                       |
|----|---|---------|-----------------------|-----------------------|
| a. | New to one of its markets<br>e.g., introduced a new or significantly improved good or service onto one of of this business's markets before its competitors (it may have already been available in other markets) . . . . . | C190001 | <input type="radio"/> | <input type="radio"/> |
| b. | New to this business only<br>e.g., introduced a new or significantly improved good or service that was already available from competitors in this business's markets . . . . .  | C190002 | <input type="radio"/> | <input type="radio"/> |

20. In this business's fiscal year ending in **2017**, what percentage of this business's total sales came from the following types of goods or services?  
If percentage is null please indicate "0".

**Good or service innovations introduced between 2015 to 2017**

**Percentage**

- a. New to one of its markets

**Note:** only provide an answer for a. if 'Yes' was selected in question 19 a.

**e.g.**, introduced a new or significantly improved good or service onto one of this business's markets before its competitors (it may have already been available in other markets). . . . .

C200001

 %

- b. New to this business only

**Note:** only provide an answer for b. if 'Yes' was selected in question 19 b.

**e.g.**, introduced a new or significantly improved good or service that was already available from competitors in this business's markets . . . . .

C200002

 %

**Goods or services unchanged or only marginally modified between 2015 to 2017**

C200003

- c. Unchanged or marginally modified . . . . .

 %

**Total** . . . . .

**100%**

**Process innovation**

**Process innovation** is the implementation of a new or significantly improved production process, distribution method or support activity for this business's goods or services (products).

21. Who developed these process innovations introduced during the **three years, 2015 to 2017**?

During the three years 2015 to 2017 refers to the calendar years, January 1, 2015 to December 31, 2017.

**If 'Yes' was selected for question 17 c., d., or e. complete questions 21 and 22.**

C210001

- ☐ **Mainly this business**, parent, affiliated or subsidiary businesses
- ☐ **Collaboratively**, this business together with other businesses or organizations  
**Exclude** outsourcing or contracting or granting out work.
- ☐ **Mainly other** businesses or organizations  
**Include** outsourcing or contracting or granting out work.

22. In this business's fiscal year ending in **2017**, did this business's process innovations introduced during the **three years 2015 to 2017** result in cost savings related to its products?

During the three years 2015 to 2017 refers to the calendar years, January 1, 2015 to December 31, 2017.

C220101

- ☐ Yes      ☐ No      ☐ Don't know



During the **three years 2015 to 2017**, what were the cost savings?

C220201

- ☐ Less than 5%
- ☐ 5% to 9.9%
- ☐ 10% to 25%
- ☐ More than 25%
- ☐ Don't know

## Organizational innovation

An **organizational innovation** is a new organizational method in business practices (**include** knowledge management), workplace organization or external relations that has not been previously used by this business.

**Note:** It must be the result of strategic decisions taken by management.

23. In this business's fiscal year ending in **2017**, did this business's organizational innovations introduced during the **three years 2015 to 2017** result in cost savings related to its operations?

If 'Yes' was selected for question 17 f., g., or h. complete question 23.

C230101

- ☐ Yes
 ☐ No
 ☐ Don't know



During the **three years 2015 to 2017**, what were the cost savings?

C230201

- ☐ Less than 5%  
☐ 5% to 9.9%  
☐ 10% to 25%  
☐ More than 25%  
☐ Don't know

## Expenditures on innovation activity

24. In this business's fiscal year ending in **2017**, did this business conduct any of the following innovation activities?  
**Include** activities for good or service, process, organizational and marketing innovation.

	Yes	No
a. Research and experimental development, both in-house and outsourced (contracted out or granted), to other organizations .....	<input type="radio"/>	<input type="radio"/>
b. Acquisition or development of advanced technology including machinery and equipment, facilities, software and intellectual property to realize innovation projects .....	<input type="radio"/>	<input type="radio"/>
c. Design activities related, both in-house and outsourced (contracted out or granted), to other organizations .....	<input type="radio"/>	<input type="radio"/>
d. Employee training specifically for innovation projects .....	<input type="radio"/>	<input type="radio"/>
e. Consultation activities with external experts or internal workgroups to devise new ways to organize business activities within the business .....	<input type="radio"/>	<input type="radio"/>
f. Activities related to the development and implementation of new marketing methods .....	<input type="radio"/>	<input type="radio"/>
g. Market preparation activities directly linked to the introduction of new goods or services .....	<input type="radio"/>	<input type="radio"/>
h. Other innovation activities .....	<input type="radio"/>	<input type="radio"/>

**Innovation expenditures include** labour costs and investments for activities, previously listed in question 24, that led or contributed to the development and introduction of new or significantly improved goods, services or processes or new marketing strategies or organizational methods.

25. In this business's fiscal year ending in **2017**, what were this business's expenditures on the following innovation activities?  
 If exact figures are not available, please provide your best estimate.  
 If expenditure details are not available for each innovation activity, please enter the total expenditure for all innovation activities.

If 'Yes' was selected for any of question 24 a. to h. complete question 25.

	Expenditures CAN\$ '000
a. Research and experimental development, both in-house and outsourced (contracted out or granted), to other organizations .....	C250101 \$ <input type="text"/> ,000
b. Acquisition or development of advanced technology including machinery and equipment, facilities, software and intellectual property to realize innovation projects .....	C250102 \$ <input type="text"/> ,000
c. Design activities related, both in-house and outsourced (contracted out or granted), to other organizations .....	C250103 \$ <input type="text"/> ,000
d. Employee training specifically for innovation projects .....	C250104 \$ <input type="text"/> ,000
e. Consultation activities with external experts or internal workgroups to devise new ways to organize business activities within the business .....	C250105 \$ <input type="text"/> ,000
f. Activities related to the development and implementation of new marketing methods	C250106 \$ <input type="text"/> ,000
g. Market preparation activities directly linked to the introduction of new goods or services	C250107 \$ <input type="text"/> ,000
h. Other innovation activities .....	C250108 \$ <input type="text"/> ,000
<b>Total expenditures for innovation activities .....</b>	C250201 \$ <input type="text"/> ,000

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26. In this business's fiscal year ending in **2017**, please estimate the percentage of this business's innovation expenditures attributable to the development or introduction of each of the four types of innovation.  
If percentage is null please indicate "0".

Please complete only if expenditures were reported in question 25.

Percentage

a. New or significantly improved goods or services .....

C260001

%

b. New marketing strategies, concepts or significant design changes .....

C260002

%

c. New or significantly improved processes .....

C260003

%

d. New organizational methods or practices .....

C260004

%

Total .....

100%

## Co-operation for innovation

27. During the **three years 2015 to 2017**, did this business co-operate on any innovation activities with other businesses or organizations?

Active co-operation is participation with other businesses or organizations on innovation activities. Both partners do not need to commercially benefit.

**Exclude** outsourcing or contracting or granting out work.

During the three years 2015 to 2017 refers to the calendar years, January 1, 2015 to December 31, 2017.

C270001

☐ Yes ☐ No → Go to question 31

28. During the **three years 2015 to 2017**, please indicate the type of innovation co-operation partner.

**Exclude** outsourcing or contracting or granting out of work with no active co-operation.

**Note:** Refers to innovation co-operation partners during the three years 2015 to 2017.

Check all that apply.

C280001

☐ Parent, affiliated or subsidiary businesses

C280002

☐ Suppliers of equipment, materials, components or software

C280003

☐ Clients or customers from the private sector

C280004

☐ Clients or customers from the public sector

C280005

☐ Competitors or other businesses in the sector

C280006

☐ Consultants and commercial laboratories

C280007

☐ Universities, colleges or other higher education institutions

C280008

☐ Government, public or private research institutes

C280009

☐ Other co-operation partners



29. During the **three years 2015 to 2017**, please indicate the location of these co-operation partners.

**Note:** Refers to innovation co-operation partners during the three years 2015 to 2017.

Check all that apply for those co-operation partners selected in question 28.

#### Parent, affiliated or subsidiary businesses

C290101

☐

Canada

C290102

☐

United States of America

C290103

☐

Rest of the world

#### Suppliers of equipment, materials, components or software

C290201

☐

Canada

C290202

☐

United States of America

C290203

☐

Rest of the world

#### Clients or customers from the private sector

C290301

☐

Canada

C290302

☐

United States of America

C290303

☐

Rest of the world

#### Clients or customers from the public sector

C290401

☐

Canada

C290402

☐

United States of America

C290403

☐

Rest of the world

#### Competitors or other businesses in the sector

C290501

☐

Canada

C290502

☐

United States of America

C290503

☐

Rest of the world

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### Consultants and commercial laboratories

C290601

☐

Canada

C290602

☐

United States of America

C290603

☐

Rest of the world

### Universities, colleges or other higher education institutions

C290701

☐

Canada

C290702

☐

United States of America

C290703

☐

Rest of the world

### Government, public or private research institutes

C290801

☐

Canada

C290802

☐

United States of America

C290803

☐

Rest of the world

### Other co-operation partners

C290901

☐

Canada

C290902

☐

United States of America

C290903

☐

Rest of the world

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30. During the **three years 2015 to 2017**, which type of co-operation partner was the most critical to this business's innovation activities?

**Note:** Refers to innovation co-operation partners during the three years 2015 to 2017.

**If only one check box was selected for question 28, then go to question 31.**

C300001

- ☐ Parent, affiliated or subsidiary businesses
- ☐ Suppliers of equipment, materials, components or software
- ☐ Clients or customers from the private sector
- ☐ Clients or customers from the public sector
- ☐ Competitors or other businesses in the sector
- ☐ Consultants and commercial laboratories
- ☐ Universities, colleges or other higher education institutions
- ☐ Government, public or private research institutes
- ☐ Other co-operation partners

## Innovation with environmental benefits

31. During the **three years 2015 to 2017**, did this business **introduce an innovation** with any of the following environmental benefits?

**Include** innovations introduced where environmental benefits were either intentional or incidental.

During the three years 2015 to 2017 refers to the calendar years, January 1, 2015 to December 31, 2017.

**If 'Yes' was selected for any of question 17 a. to l. complete question 31.**

	Yes	No
<b>Benefits from production through efficient use of resources</b>		
a. Improved resource efficiency through reduced material use per unit of output . . . . .	<input type="radio"/>	<input type="radio"/>
b. Improved resource efficiency through reduced energy use per unit of output . . . . .	<input type="radio"/>	<input type="radio"/>
c. Improved resource efficiency by replacing material with less greenhouse gas intensive alternatives . . . . .	<input type="radio"/>	<input type="radio"/>
d. Reduced consumption of resources through recycling (water, waste or material) . . . .	<input type="radio"/>	<input type="radio"/>
e. Renewable fuels: ethanol, biodiesel, biogas, biochar, hydrogen . . . . .	<input type="radio"/>	<input type="radio"/>

### Benefits related to increased environmental protection activities

	Yes	No
f. Reduced air, water, soil or noise pollution . . . . .	<input type="radio"/>	<input type="radio"/>
g. Reduced greenhouse gas emissions . . . . .	<input type="radio"/>	<input type="radio"/>

### Benefits related to end user/consumer

h. Reduced energy use or increased energy efficiency for the consumer or end user . . .	<input type="radio"/>	<input type="radio"/>
i. Reduced material use or increased recycling for the consumer or end user . . . . .	<input type="radio"/>	<input type="radio"/>
j. Reduced air, water, soil or noise pollution for the consumer or end user . . . . .	<input type="radio"/>	<input type="radio"/>
k. Reduced greenhouse gas emissions for the consumer or end user e.g., carbon capture and storage, carbon capture and utilization, carbon removal, clean coal processing . . . . .	<input type="radio"/>	<input type="radio"/>

32. During the **three years 2015 to 2017**, were any of the innovations with environmental benefits **new to one of this business's markets**?

**Note:** Refers to innovations implemented during the three years 2015 to 2017.

Complete the lines in question 32 that correspond with 'Yes' in question 31.

### Benefits from production through efficient use of resources

a. Improved resource efficiency through reduced material use per unit of output . . . . .	<input type="radio"/>	<input type="radio"/>
b. Improved resource efficiency through reduced energy use per unit of output . . . . .	<input type="radio"/>	<input type="radio"/>
c. Improved resource efficiency by replacing material with less greenhouse gas intensive alternatives . . . . .	<input type="radio"/>	<input type="radio"/>
d. Reduced consumption of resources through recycling (water, waste or material) . . . .	<input type="radio"/>	<input type="radio"/>
e. Renewable fuels: ethanol, biodiesel, biogas, biochar, hydrogen . . . . .	<input type="radio"/>	<input type="radio"/>

### Benefits related to increased environmental protection activities

	Yes	No
f. Reduced air, water, soil or noise pollution . . . . .	<input type="radio"/>	<input type="radio"/>
g. Reduced greenhouse gas emissions . . . . .	<input type="radio"/>	<input type="radio"/>

### Benefits related to end user/consumer

h. Reduced energy use or increased energy efficiency for the consumer or end user . . .	<input type="radio"/>	<input type="radio"/>
i. Reduced material use or increased recycling for the consumer or end user . . . . .	<input type="radio"/>	<input type="radio"/>
j. Reduced air, water, soil or noise pollution for the consumer or end user . . . . .	<input type="radio"/>	<input type="radio"/>
k. Reduced greenhouse gas emissions for the consumer or end user e.g., carbon capture and storage, carbon capture and utilization, carbon removal, clean coal processing . . . . .	<input type="radio"/>	<input type="radio"/>

## Use of government support programs for innovation-related activities

33. During the **three years 2015 to 2017**, did this business use any of the following types of government programs (federal, provincial, territorial, municipal or indigenous) to aid innovation-related activities?

During the three years 2015 to 2017 refers to the calendar years, January 1, 2015 to December 31, 2017.

	Yes	No
a. Government tax incentive or tax credit programs <b>Include</b> programs intended to support innovation activities such as research and development or capital expenditures. . . . .	<input type="radio"/>	<input type="radio"/>
b. Government grants and contributions programs <b>Include</b> programs intended to support innovation activities such as research and development, business development or commercialization of intellectual property. . . . .	<input type="radio"/>	<input type="radio"/>
c. Government training and hiring programs <b>Include</b> programs intended to support innovation activities such as hiring and training of researchers, interns or other personnel. . . . .	<input type="radio"/>	<input type="radio"/>
d. Government procurement <b>Include</b> programs intended to support innovation activities such as the procurement of new or significantly improved products and processes or new marketing or organizational practices or methods. . . . .	<input type="radio"/>	<input type="radio"/>
e. Other government programs <b>Include</b> programs and activities not included elsewhere such as access to facilities, export incentives, technical assistance, market information or loans. . . . .	<input type="radio"/>	<input type="radio"/>

34. During the **three years 2015 to 2017**, which type of government program did this business find was the most critical for its innovation activities?

**Note:** Refers to innovations implemented during the three years 2015 to 2017.

If 'Yes' was selected only once or not at all for question 33, then go to question 35.

C340001

- ☐ Government tax incentive or tax credit programs
- ☐ Government grants and contributions programs
- ☐ Government training and hiring programs
- ☐ Government procurement
- ☐ Other government programs

## Obstacles

35. In **2017**, did this business face any obstacles to innovation resulting from any of the following?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

	Yes	No
a. Market size .....	<input type="radio"/>	<input type="radio"/>
b. External financing .....	<input type="radio"/>	<input type="radio"/>
c. Internal financing .....	<input type="radio"/>	<input type="radio"/>
d. Lack of skills .....	<input type="radio"/>	<input type="radio"/>
e. Finding and reaching agreements with external collaborators .....	<input type="radio"/>	<input type="radio"/>
f. Uncertainty and risk .....	<input type="radio"/>	<input type="radio"/>
g. Regulatory or government competition policy .....	<input type="radio"/>	<input type="radio"/>
h. Intellectual property protection .....	<input type="radio"/>	<input type="radio"/>
i. Other obstacles to innovation .....	<input type="radio"/>	<input type="radio"/>

If 'No' was selected for all of question 35, go to question 39.

Complete the lines in question 36 that correspond with 'Yes' in question 35.

36. In **2017**, were measures taken to overcome obstacles to innovation?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

	Yes	No
a. Market size .....	<input type="radio"/>	<input type="radio"/>
b. External financing .....	<input type="radio"/>	<input type="radio"/>
c. Internal financing .....	<input type="radio"/>	<input type="radio"/>
d. Lack of skills .....	<input type="radio"/>	<input type="radio"/>
e. Finding and reaching agreement with collaborator .....	<input type="radio"/>	<input type="radio"/>
f. Uncertainty and risk .....	<input type="radio"/>	<input type="radio"/>
g. Regulatory or government competition policy .....	<input type="radio"/>	<input type="radio"/>
h. Intellectual property protection .....	<input type="radio"/>	<input type="radio"/>
i. Measures were taken to overcome other obstacles to innovation .....	<input type="radio"/>	<input type="radio"/>

If 'No' was selected for all of question 36, go to question 39.

37. In **2017**, were these measures successful in mitigating obstacles to innovation?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

Complete the lines in question 37 that correspond with 'Yes' in question 36.

	Yes	No
a. Market size .....	<input type="radio"/>	<input type="radio"/>
b. External financing .....	<input type="radio"/>	<input type="radio"/>
c. Internal financing .....	<input type="radio"/>	<input type="radio"/>
d. Lack of skills .....	<input type="radio"/>	<input type="radio"/>
e. Finding and reaching agreements with external collaborators .....	<input type="radio"/>	<input type="radio"/>
f. Uncertainty and risk .....	<input type="radio"/>	<input type="radio"/>

	Yes	No
g. Regulatory or government competition policy .....	<input type="radio"/>	<input type="radio"/>
h. Intellectual property protection .....	<input type="radio"/>	<input type="radio"/>
i. Measures were successful in mitigating other obstacles to innovation .....	<input type="radio"/>	<input type="radio"/>

38. In **2017**, were any government programs used to overcome obstacles to innovation?  
In 2017 refers to the calendar year, January 1 to December 31, 2017.

	Yes	No
a. Market size .....	<input type="radio"/>	<input type="radio"/>
b. External financing .....	<input type="radio"/>	<input type="radio"/>
c. Internal financing .....	<input type="radio"/>	<input type="radio"/>
d. Lack of skills .....	<input type="radio"/>	<input type="radio"/>
e. Finding and reaching agreement with collaborator .....	<input type="radio"/>	<input type="radio"/>
f. Uncertainty and risk .....	<input type="radio"/>	<input type="radio"/>
g. Regulatory or government competition policy .....	<input type="radio"/>	<input type="radio"/>
h. Intellectual property protection .....	<input type="radio"/>	<input type="radio"/>
i. Government programs were used to overcome other obstacles to innovation .....	<input type="radio"/>	<input type="radio"/>

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## Advanced technology use

Technology is broadly defined to **include** the technical means and know-how required for the production of products. It takes the form of equipment, materials, processes, blue prints and knowledge.

**Advanced technologies** are new technologies (equipment and software) that perform a new function or improve some function significantly better than commonly used technologies in the industry or by competitors.

39. In **2017**, did this business use any of the following types of advanced or emerging technologies?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

	Yes	No
<b>Advanced technologies</b>		
a. Material handling, supply chain or logistics technologies . . . . .	<input type="radio"/>	<input type="radio"/>
b. Design or information control technologies . . . . .	<input type="radio"/>	<input type="radio"/>
c. Processing or fabrication technologies . . . . .	<input type="radio"/>	<input type="radio"/>
d. Clean technologies <b>Note:</b> Clean technology refers to any goods or services that reduce environmental impacts through environmental protection activities or through the substantial use of natural resources. . . . .	<input type="radio"/>	<input type="radio"/>
e. Security or advanced authentication systems . . . . .	<input type="radio"/>	<input type="radio"/>
f. Business intelligence technologies <b>e.g.</b> , cloud-based computing systems and big data analytic tools . . . . .	<input type="radio"/>	<input type="radio"/>
g. Other types of advanced technologies . . . . .	<input type="radio"/>	<input type="radio"/>
<b>Emerging technologies</b>		
h. Nanotechnology . . . . .	<input type="radio"/>	<input type="radio"/>
i. Biotechnology . . . . .	<input type="radio"/>	<input type="radio"/>
j. Geomatics or geospatial technologies . . . . .	<input type="radio"/>	<input type="radio"/>
k. Artificial intelligence (AI) . . . . .	<input type="radio"/>	<input type="radio"/>
l. Integrated Internet of Things (IoT) systems <b>Include</b> systems where devices and objects have communication connectivity. . . . .	<input type="radio"/>	<input type="radio"/>
m. Blockchain technologies <b>e.g.</b> , crypto-currency, distributed ledgers, secure value exchange protocols, smart contracts. . . . .	<input type="radio"/>	<input type="radio"/>
n. Other types of emerging technologies . . . . .	<input type="radio"/>	<input type="radio"/>

If 'No' was selected for all of question 39, complete question 40.

40. In **2017**, why did this business **not** adopt or use advanced technologies?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

Check all that apply.

C400001

☐ Not convinced of economic benefit

C400002

☐ Difficulty in obtaining financing

C400003

☐ High cost of advanced technologies

C400004

☐ Investment not necessary for continuing operations

C400005

☐ Lack of technical skills required to support this type of investment

C400006

☐ Organizational culture too inflexible

C400007

☐ Decisions made by parent, affiliates or subsidiary businesses

C400008

☐ Lack of technical support or services (from consultants or vendors)

C400009

☐ Lack of information regarding advanced technology

C400010

☐ Difficulty in integrating new advanced technologies with existing systems, standards and processes

C400011

☐ Other reasons for not adopting or using advanced technologies

C400012

☐ Not applicable to this business's activities

If 'Yes' was selected for question 39 d. complete question 41.

41. In **2017**, were any of these clean technologies used by this business related to the following?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

Check all that apply.

#### Environmental protection

C410001

☐ Air and environment protection or remediation

C410002

☐ Waste management, reduction or recycling

C410003

☐ Water or wastewater treatment

#### Sustainable resource management

C410004

☐ Alternative fuels

C410005

☐ Non-emitting energy supply  
e.g., solar, wind, hydro, nuclear

C410006

☐ Bio-products

C410007

☐ Smart grid

C410008

☐ Energy storage

C410009

☐ Energy management and efficiency improvements

C410010

☐ Water management or recycling

C410011

☐ Agriculture, aquaculture, forestry or biodiversity improvements

C410012

☐ Sustainable mining

### Adapted goods

C410013

☐ Energy efficient transportation

C410014

☐ Energy efficient equipment or appliances

C410015

☐ Advanced or lightweight materials

## Business practices

42. In **2017**, did this business regularly use any of the following business practices?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

Check all that apply.

### Product development and control management practices

C420001

☐ Concurrent engineering (simultaneous design)

C420002

☐ Cross-functional design teams

C420003

☐ Electronic work order management

C420004

☐ Distribution resource planning (DRP)

### Quality management practices

C420005

☐ Continuous improvement (including total quality management (TQM))

C420006

☐ Business certification or certification renewals

C420007

☐ Quality management system (QMS)

### Other business practices

C420008

☐ Competitive technological intelligence (CTI) or benchmarking

C420009

☐ Sustainable development strategy or environmental stewardship plan (ESP)

C420010

☐ Product data management (PDM)

C420011

☐ Life cycle management (LCM)

## Imports and exports

43. In **2017**, did this business import goods or services from a business operating outside Canada?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

C430101

☐ Yes ☐ No



In **2017**, how were these imported goods or services used by this business?

Check all that apply.

C430201

☐ Resold "as-is" in Canada

C430202

☐ Used in production of other goods or services in Canada (intermediary goods or services)

C430203

☐ Used to support business activities in Canada

44. In **2017**, did this business **export** goods or services outside of Canada?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

C440101

<sup>1</sup> ☐ Yes



In **2017**, did this business attempt to export goods or services to any **additional market** outside Canada, but was **not successful**?

C440201

☐ Yes  
☐ No

In **2017**, did this business attempt to export any **additional goods or services** outside of Canada, but was **not successful**?

C440202

☐ Yes  
☐ No

☐ No



In **2017**, did this business attempt to export goods or services to any market outside Canada, but was **not successful**?

C440301

☐ Yes  
☐ No → Do not answer question 47

45. In **2017**, did this business sell goods or services to another business operating in Canada that were then exported "as-is"?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

C450001

☐ Yes ☐ No ☐ Don't know

46. In **2017**, did this business sell goods or services to another business operating in Canada that used the goods as intermediate inputs in a final good that was then exported?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

C460001

☐ Yes ☐ No ☐ Don't know

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## Obstacles to exports

47. In **2017**, how **difficult** were the following obstacles to exporting or attempting to export goods or services?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

Administrative obstacles and resource limitations	Not at all difficult	Somewhat difficult	Difficult	Very difficult	Not applicable
C470001					
a. Canadian legal or administrative obstacles	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C470002					
b. Foreign legal or administrative obstacles	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C470003					
c. Foreign tariffs or trade barriers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C470004					
d. Concerns over intellectual property (IP) protection	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C470005					
e. Access to financing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C470006					
f. Lack of internal resources or capacity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C470007					
g. Lack of management know-how	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>External barriers</b>					
C470008					
h. Efficiency, capacity or reliability of transportation infrastructures	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C470009					
i. Shipping costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Market obstacles</b>					
C470010					
j. Identifying foreign customers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C470011					
k. Obtaining knowledge on markets of interest	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C470012					
l. Identifying foreign partners, suppliers or distributors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C470013					
m. Uncertainty of foreign or international standards	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C470014					
n. Receiving payments from foreign customer	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Other obstacles</b>					
C470015					
o. All other obstacles to exporting or attempting to export	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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## Purchased goods or services

48. In this business's fiscal year ending in **2017**, did this business purchase any of the following goods or services?

	Yes	No	Not applicable
<b>Goods</b>			
C480001			
a. Goods for use as intermediate input for domestic production	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C480002			
b. Goods for resale "as-is"	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Services</b>			
C480003			
c. Distribution and logistics services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C480004			
d. Call and help center services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C480005			
e. Marketing and sales services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C480006			
f. Information and communication technology (ICT) services Include software development, data processing or other.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C480007			
g. Professional services Include finance, accounting, human resources, legal or other.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C480008			
h. Engineering and research and development (R&D) services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Other goods or services</b>			
C480009			
i. Other types of goods or services purchased	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If 'No' was selected for all of question 48, then go to question 53.

49. In this business's fiscal year ending in **2017**, what was the total value of the goods or services purchased?

Complete the lines in question 49 that correspond with 'Yes' in question 48.

Total value of goods or services purchased in  
CAN\$ '000

<b>Goods</b>	C490001	
a. Goods for use as intermediate input for domestic production	\$	,000
	C490002	
b. Goods for resale "as-is"	\$	,000
<b>Services</b>	C490003	
c. Distribution and logistics services	\$	,000
	C490004	
d. Call and help center services	\$	,000
	C490005	
e. Marketing and sales services	\$	,000

**Total value of goods or services purchased in CAN\$ '000**

- f. Information and communication technology (ICT) services  
Include software development, data processing or other. . . . . \$ ,000
- g. Professional services  
Include finance, accounting, human resources, legal or other. . . . . \$ ,000
- h. Engineering and research and development (R&D) services . . . . . \$ ,000
- Other goods or services**
- i. Other types of goods or services purchased . . . . . \$ ,000

50. In this business's fiscal year ending in **2017**, did this business purchase goods or services from outside Canada from an unaffiliated foreign business?  
Exclude parent, affiliated or subsidiary businesses.

C500001

☐ Yes ☐ No ☐ Don't know

51. In this business's fiscal year ending in **2017**, what proportions of goods or services were purchased from Canadian and foreign sources?

**Complete the lines in question 51 that correspond with 'Yes' in question 48.**

**Do not report in this column if you selected 'No' for question 50.**

**Goods**

- |   | Canadian sources | Foreign affiliates | Foreign unaffiliated | Total |
|---|------------------|--------------------|----------------------|-------|
| a. Goods produced for use as intermediate input for domestic production | C510101 %        | C510102 %          | C510103 %            | 100%  |
| b. Goods produced for resale "as-is"                                    | C510201 %        | C510202 %          | C510203 %            | 100%  |

**Services**

- |   | Canadian sources | Foreign affiliates | Foreign unaffiliated | Total |
|---|------------------|--------------------|----------------------|-------|
| c. Distribution and logistics services  | C510301 %        | C510302 %          | C510303 %            | 100%  |
| d. Call and help center services  | C510401 %        | C510402 %          | C510403 %            | 100%  |
| e. Marketing and sales service desk   | C510501 %        | C510502 %          | C510503 %            | 100%  |
| f. Information and communication technology (ICT) services<br>Include software development, data processing or other. | C510601 %        | C510602 %          | C510603 %            | 100%  |
| g. Professional services<br>Include finance, accounting, human resources, legal or other.                             | C510701 %        | C510702 %          | C510703 %            | 100%  |

	Canadian sources	Foreign affiliates	Foreign unaffiliated	Total
h. Engineering and research and development (R&D) services	C510801 <input type="text"/> %	C510802 <input type="text"/> %	C510803 <input type="text"/> %	<b>100%</b>
<b>Other goods or services</b>				
i. Other types of goods or services	C510901 <input type="text"/> %	C510902 <input type="text"/> %	C510903 <input type="text"/> %	<b>100%</b>

## Purchased goods or services - unaffiliated foreign businesses

If 'Yes' was selected for question 50, complete question 52.

52. In this business's fiscal year ending in **2017**, how **important** were the following reasons for purchasing goods or services from an unaffiliated (other foreign) business outside of Canada?

	Not at all important	Somewhat important	Important	Very important	Not applicable
a. Reduce labour costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Reduce costs other than labour costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Better quality goods or services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. No suppliers available in Canada	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
e. Reduce delivery times	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
f. Increase access to supply chains or regional trade networks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
g. Access to specialized knowledge or technologies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
h. Tax or other financial incentives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
i. Lack of available labour in Canada	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
j. Other reasons for purchasing goods or services from an unaffiliated business outside of Canada	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



## Business structure and ownership

53. In **2017**, was this business an affiliate of a foreign parent?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

C530101

☐ Yes ☐ No



In **2017**, where was this business's parent company located?

C530201

- ☐ United States of America
- ☐ Mexico
- ☐ Other Latin America and Caribbean countries (LAC)
- ☐ Europe
- ☐ China
- ☐ Other Asian countries
- ☐ All other countries

54. In **2017**, did this business have affiliates abroad?

In 2017 refers to the calendar year, January 1 to December 31, 2017.

C540001

☐ Yes ☐ No → Go to question 56

55. In this business's fiscal year ending in **2017**, what was the approximate number of personnel employed outside of Canada by this business?

**Full-time equivalent (FTE)** is the ratio of total hours worked within the calendar year on an activity by all employees divided by the total hours conventionally worked in the calendar year by a full-time employee.

Number of  
FTE personnel

C550001

a. United States of America .....

C550002

b. Mexico .....

C550003

c. Other Latin America and Caribbean countries (LAC) .....

C550004

d. Europe .....

C550005

e. China .....

C550006

f. Other Asian countries .....

C550007

g. All other countries .....

## Employment in Canada and abroad

56. In this business's fiscal year ending in **2017**, what was the approximate number of personnel employed by this business in the following activities within Canada and outside Canada?

**Full-time equivalent (FTE)** is the ratio of total hours worked within the calendar year on an activity by all employees divided by the total hours conventionally worked in the calendar year by a full-time employee.

Do not report in this column if you selected 'No' for question 54.



	In Canada number of FTE personnel	Outside Canada number of FTE personnel
a. Production of goods <b>Include</b> manufacturing, assembly, resource extraction and all positions related to maintaining production equipment. ....	C560101 <input type="text"/>	C560102 <input type="text"/>
b. Distribution and logistics .....	C560201 <input type="text"/>	C560202 <input type="text"/>
c. Call and help centers .....	C560301 <input type="text"/>	C560302 <input type="text"/>
d. Marketing and sales services .....	C560401 <input type="text"/>	C560402 <input type="text"/>
e. Information and communication technology (ICT) services <b>Include</b> software development, data processing or other. ....	C560501 <input type="text"/>	C560502 <input type="text"/>
f. Professional services <b>Include</b> finance, accounting, human resources, legal or other. ....	C560601 <input type="text"/>	C560602 <input type="text"/>
g. Engineering and research and development (R&D) service .....	C560701 <input type="text"/>	C560702 <input type="text"/>
h. General management .....	C560801 <input type="text"/>	C560802 <input type="text"/>
i. All other business activities .....	C560901 <input type="text"/>	C560902 <input type="text"/>
<b>Total</b> .....	<input type="text"/>	<input type="text"/>

If only the column 'In Canada' was reported, then go to question 59.

57. In this business's fiscal year ending in **2017**, what was the approximate number of personnel employed by this business in the following activities **outside Canada**?

**Core** business activities are activities of an enterprise yielding income: the production of final goods or services intended for the market or for third parties. Usually the core business functions make up the primary activity of the enterprise.

**Support** business activities are ancillary (supporting) activities carried out by the enterprise in order to permit or to facilitate the core business functions, its production activity. The outputs are not themselves intended directly for the market or for third parties.

Complete the lines in question 57 that correspond with reported values for "Outside Canada" in question 56.

Core activities  
number of  
FTE personnel

Support activities  
number of  
FTE personnel

a. Production of goods  
**Include** manufacturing, assembly, resource extraction and all positions related to maintaining production equipment. ....

C570101

C570102

C570201

C570202

b. Distribution and logistics .....

C570301

C570302

c. Call and help centers .....

C570401

C570402

d. Marketing and sales services .....

C570501

C570502

e. Information and communication technology (ICT) services  
**Include** software development, data processing or other. ....

C570601

C570602

f. Professional services  
**Include** finance, accounting, human resources, legal or other. ....

C570701

C570702

g. Engineering and research and development (R&D) service .....

C570801

C570802

h. General management .....

C570901

C570902

i. All other business activities .....

**Total** .....

INFORMATION COPY  
DO NOT USE TO REPORT

58. In this business's fiscal year ending in **2017**, how **important** were the following reasons for this business in employing personnel outside of Canada?

	Not at all important	Somewhat important	Important	Very important	Not applicable
a. Reduce labour costs	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	9 <input type="radio"/>
b. Reduce costs other than labour costs	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	9 <input type="radio"/>
c. Access to new markets	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	9 <input type="radio"/>
d. Increase access to supply chains or regional trade networks	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	9 <input type="radio"/>
e. Increase sales	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	9 <input type="radio"/>
f. Proximity to important customers	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	9 <input type="radio"/>
g. Access to specialized knowledge or technologies	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	9 <input type="radio"/>
h. Tax or other financial incentives	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	9 <input type="radio"/>
i. Improve logistics	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	9 <input type="radio"/>
j. Lack of available labour in Canada	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	9 <input type="radio"/>
k. Other reasons for employing personnel outside of Canada	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	9 <input type="radio"/>

### Locating activities into Canada

59. During the **three years 2015 to 2017**, did this business move activities from outside of Canada into Canada?

**Include** activities brought into Canada by switching from a foreign supplier to a Canadian supplier, by switching from foreign manufacturing or services providers to Canadian manufacturing or services providers or other.

During the three years 2015 to 2017 refers to the calendar years, January 1, 2015 to December 31, 2017.

C590001

☐ Yes

☐ No → Go to question 62

60. During the **three years 2015 to 2017**, were any of the following activities moved to Canada?

During the three years 2015 to 2017 refers to the calendar years, January 1, 2015 to December 31, 2017.

		Yes	No
a. Production of goods	C600001	<input type="radio"/>	<input type="radio"/>
<b>Include</b> manufacturing, assembly, resource extraction and all positions related to maintaining production equipment. . . . .			
b. Distribution and logistics services . . . . .	C600002	<input type="radio"/>	<input type="radio"/>
c. Call and help center services . . . . .	C600003	<input type="radio"/>	<input type="radio"/>
d. Marketing and sale services . . . . .	C600004	<input type="radio"/>	<input type="radio"/>
e. Information and communication technology (ICT) services	C600005	<input type="radio"/>	<input type="radio"/>
<b>Include</b> software development, data processing or other. . . . .			
f. Professional services	C600006	<input type="radio"/>	<input type="radio"/>
<b>Include</b> finance, accounting, human resources, legal or other. . . . .			
g. Engineering and research and development (R&D) services . . . . .	C600007	<input type="radio"/>	<input type="radio"/>
h. General management services . . . . .	C600008	<input type="radio"/>	<input type="radio"/>
i. All other business activities . . . . .	C600009	<input type="radio"/>	<input type="radio"/>

61. During the **three years 2015 to 2017**, how **important** were the following reasons for bringing the previous activities to Canada?

**Note:** Refers to activities moved to Canada during the three years 2015 to 2017.

**Only complete for the activities in question 61 that correspond with 'Yes' in question 60.**

		Not at all important	Somewhat important	Important	Very important	Not applicable
<b>Production of goods</b>						
a. Cost savings from locating abroad did not materialize (lower operating costs)	C610101	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Labour costs abroad have risen (lower labour costs in Canada)	C610102	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Better quality of labour or resources in Canada	C610103	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. Lower Canadian dollar	C610104	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
e. Consolidating number of suppliers	C610105	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
f. Tax or other financial incentives	C610106	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

		Not at all important	Somewhat important	Important	Very important	Not applicable	
g.	Concerns about intellectual property <b>Include</b> patents, trademarks, copyrights or other intellectual property.	C610107	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
h.	Proximity to customers or other logistical issues	C610108	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
i.	Other reasons related to production of goods	C610109	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Distribution and logistics services</b>							
j.	Cost savings from locating abroad did not materialize (lower operating costs)	C610201	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
k.	Labour costs abroad have risen (lower labour costs in Canada)	C610202	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
l.	Better quality of labour or resources in Canada	C610203	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
m.	Lower Canadian dollar	C610204	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
n.	Consolidating number of suppliers	C610205	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
o.	Tax or other financial incentives	C610206	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
p.	Concerns about intellectual property <b>Include</b> patents, trademarks, copyrights or other intellectual property.	C610207	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
q.	Proximity to customers or other logistical issues	C610208	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
r.	Other reasons related to distribution and logistics services	C610207	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Call and help center services</b>							
s.	Cost savings from locating abroad did not materialize (lower operating costs)	C610301	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
t.	Labour costs abroad have risen (lower labour costs in Canada)	C610302	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
u.	Better quality of labour or resources in Canada	C610303	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
v.	Lower Canadian dollar	C610304	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
w.	Consolidating number of suppliers	C610305	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

		Not at all important	Somewhat important	Important	Very important	Not applicable
	C610306					
x.	Tax or other financial incentives					
y.	Concerns about intellectual property Include patents, trademarks, copyrights or other intellectual property.	C610307				
z.	Proximity to customers or other logistical issues	C610308				
aa.	Other reasons related to call and help center services	C610309				
<b>Marketing and sale services</b>						
ab.	Cost savings from locating abroad did not materialize (lower operating costs)	C610401				
ac.	Labour costs abroad have risen (lower labour costs in Canada)	C610402				
ad.	Better quality of labour or resources in Canada	C610403				
ae.	Lower Canadian dollar	C610404				
af.	Consolidating number of suppliers	C610405				
ag.	Tax or other financial incentives	C610406				
ah.	Concerns about intellectual property Include patents, trademarks, copyrights or other intellectual property.	C610407				
ai.	Proximity to customers or other logistical issues	C610408				
aj.	Other reasons related to marketing and sale services	C610409				
<b>Information and communication technology (ICT) services</b>						
ak.	Cost savings from locating abroad did not materialize (lower operating costs)	C610501				
al.	Labour costs abroad have risen (lower labour costs in Canada)	C610502				
am.	Better quality of labour or resources in Canada	C610503				
an.	Lower Canadian dollar	C610504				

		Not at all important	Somewhat important	Important	Very important	Not applicable
	C610505					
ao.	Consolidating number of suppliers					
	C610506					
ap.	Tax or other financial incentives					
aq.	Concerns about intellectual property <b>Include</b> patents, trademarks, copyrights or other intellectual property.					
	C610507					
ar.	Proximity to customers or other logistical issues					
	C610508					
as.	Other reasons related to ICT services					
	C610509					
<b>Professional services</b>						
at.	Cost savings from locating abroad did not materialize (lower operating costs)					
	C610601					
au.	Labour costs abroad have risen (lower labour costs in Canada)					
	C610602					
av.	Better quality of labour or resources in Canada					
	C610603					
aw.	Lower Canadian dollar					
	C610604					
ax.	Consolidating number of suppliers					
	C610605					
ay.	Tax or other financial incentives					
	C610606					
az.	Concerns about intellectual property <b>Include</b> patents, trademarks, copyrights or other intellectual property.					
	C610607					
ba.	Proximity to customers or other logistical issues					
	C610608					
bb.	Other reasons related to marketing and sale services					
	C610609					
<b>Engineering and research and development (R&amp;D) services</b>						
bc.	Cost savings from locating abroad did not materialize (lower operating costs)					
	C610701					
bd.	Labour costs abroad have risen (lower labour costs in Canada)					
	C610702					
be.	Better quality of labour or resources in Canada					
	C610703					



		Not at all important	Somewhat important	Important	Very important	Not applicable
	C610704					
bf.	Lower Canadian dollar					
	C610705					
bg.	Consolidating number of suppliers					
	C610706					
bh.	Tax or other financial incentives					
	C610707					
bi.	Concerns about intellectual property <b>Include</b> patents, trademarks, copyrights or other intellectual property.					
	C610708					
bj.	Proximity to customers or other logistical issues					
	C610709					
bk.	Other reasons related to engineering and research and development (R&D) services					
<b>General management services</b>						
	C610801					
bl.	Cost savings from locating abroad did not materialize (lower operating costs)					
	C610802					
bm.	Labour costs abroad have risen (lower labour costs in Canada)					
	C610803					
bn.	Better quality of labour or resources in Canada					
	C610804					
bo.	Lower Canadian dollar					
	C610805					
bp.	Consolidating number of suppliers					
	C610806					
bq.	Tax or other financial incentives					
	C610807					
br.	Concerns about intellectual property <b>Include</b> patents, trademarks, copyrights or other intellectual property.					
	C610808					
bs.	Proximity to customers or other logistical issues					
	C610809					
bt.	Other reasons related to general management services					
<b>All other business activities</b>						
	C610901					
bu.	Cost savings from locating abroad did not materialize (lower operating costs)					
	C610902					
bv.	Labour costs abroad have risen (lower labour costs in Canada)					

		Not at all important	Somewhat important	Important	Very important	Not applicable
bw. Better quality of labour or resources in Canada	C610903	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
bx. Lower Canadian dollar	C610904	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
by. Consolidating number of suppliers	C610905	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
bz. Tax or other financial incentives	C610906	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ca. Concerns about intellectual property <b>Include</b> patents, trademarks, copyrights or other intellectual property.	C610907	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
cb. Proximity to customers or other logistical issues	C610908	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
cc. Other reasons related to all other business activities	C610909	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

## Sales

62. In this business's fiscal year ending in **2017**, what was the value of this business's total sales?

**Total sales, 2017  
CAN\$ '000**

**Include** domestic sales and sales made to other countries.

If exact figures are not available, provide your best estimate. ....

C620001  
\$  ,000

63. In this business's fiscal year ending in **2017**, what percentage of this business's sales were made in the following markets?

If percentage is null please indicate "0"

**Percentage**

a. Canada .....

C630001  
 %

b. United States of America .....

C630002  
 %

c. Mexico .....

C630003  
 %

d. Other Latin America and Caribbean countries (LAC) .....

C630004  
 %

e. Europe .....

C630005  
 %

f. China .....

C630006  
 %

# Percentage

C630007

g. Other Asian countries .....

%

C630008

h. All other countries .....

%

**Total** .....

**100%**

If '0' was indicated for all of question 63, then go to question 66.

Complete the lines in question 64 that correspond with reported values in question 63.

64. In this business's fiscal year ending in **2017**, what percentage of this business's sales to each market were goods rather than services?

If percentage is null please indicate "0".

	Goods percentage	Services percentage	Total (100%)
a. Canada .....	C640101 <input type="text"/> %	C640102 <input type="text"/> %	<b>100%</b>
b. United States of America .....	C640201 <input type="text"/> %	C640202 <input type="text"/> %	<b>100%</b>
c. Mexico .....	C640301 <input type="text"/> %	C640302 <input type="text"/> %	<b>100%</b>
d. Other Latin America and Caribbean countries (LAC) .....	C640401 <input type="text"/> %	C640402 <input type="text"/> %	<b>100%</b>
e. Europe .....	C640501 <input type="text"/> %	C640502 <input type="text"/> %	<b>100%</b>
f. China .....	C640601 <input type="text"/> %	C640602 <input type="text"/> %	<b>100%</b>
g. Other Asian countries .....	C640701 <input type="text"/> %	C640702 <input type="text"/> %	<b>100%</b>
h. All other countries .....	C640801 <input type="text"/> %	C640802 <input type="text"/> %	<b>100%</b>

If 'Yes' was selected for question 54, complete question 65.

65. In this business's fiscal year ending in **2017**, what percentage of this business's international sales were made through exports rather than sales by this business's foreign affiliates?  
If percentage is null please indicate "0".

	Exports percentage	Foreign affiliate sales percentage	Total (100%)
a. United States of America .....	C650101 <input type="text"/> %	C650102 <input type="text"/> %	<b>100%</b>
b. Mexico .....	C650201 <input type="text"/> %	C650202 <input type="text"/> %	<b>100%</b>
c. Other Latin America and Caribbean countries (LAC) .....	C650301 <input type="text"/> %	C650302 <input type="text"/> %	<b>100%</b>
d. Europe .....	C650401 <input type="text"/> %	C650402 <input type="text"/> %	<b>100%</b>
e. China .....	C650501 <input type="text"/> %	C650502 <input type="text"/> %	<b>100%</b>
f. Other Asian countries .....	C650601 <input type="text"/> %	C650602 <input type="text"/> %	<b>100%</b>
g. All other countries .....	C650701 <input type="text"/> %	C650702 <input type="text"/> %	<b>100%</b>

## Comments and feedback

66. How many people were consulted for the completion of this questionnaire?

Number of  
people

C660001

67. What is business's website address?

Website address

**Example:** www.example.gc.ca

C670001

## Contact person

68. 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)

Y. DRI

Telephone number (including area code)

Example: 123-123-1234

Extension number

(if applicable)

Fax number (including area code)

Example: 123-123-1234

CONFIDENTIAL

## Feedback

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

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

Hours

Minutes

70. We invite your comments about this questionnaire.

B00002

INFO  
DO NOT

## General information

### Confidentiality

#### Your answers are confidential.

By law, Statistics Canada is prohibited from releasing any information it collects that 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 only.

### 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 specifying the organizations with which you do not want Statistics Canada to share your data. Send us this letter with your completed questionnaire.

For this survey, there are **Section 12** agreements with the statistical agencies of Prince Edward Island, Northwest Territories and Nunavut.

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.

This text is in accordance with the standard text for **Section 11** and **12** Data Sharing Agreements for Business Surveys, specific to paper questionnaires.

### Record linkages

To enhance the data from this survey and to reduce the reporting burden, Statistics Canada may combine the acquired data 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)**