

Medical cannabis producers survey, 2016

CONFIDENTIAL once completed.

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Please verify the information for this business's contact person and correct where needed.

Legal name

Operating name

First name

Last name

Title

Address (number and street)

City

Province, territory Postal code

Country

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

The purpose of this survey

The purpose of this survey is to collect comprehensive business and economic information on medical cannabis producers. The federal government will use data from this survey to better understand this industry, its relationship with the rest of the Canadian economy and how it will adapt to any future changes in cannabis legalization.

Security of emails and faxes

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

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

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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 **1-877-992-3999**.

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

Visit our website, www.statcan.gc.ca

Reporting instructions

- Please print in ink.
- Report dollar amounts in Canadian dollars.
- When precise figures are not available, please provide your best estimates.
- Report to this questionnaire from a “fiscal year” perspective. That is, for each question in this questionnaire, the specified year (e.g, 2016) represents the 2016 fiscal year of this business. Not to be confused with the calendar year.
- Enter “0”, if there is no value to report.

Business or organization and contact information

1. Please **verify or provide** the business or organization’s **legal and operating name** and correct where needed.

Note: Legal name modifications should only be done to correct a spelling error or typo.

Legal name

Operating name (if applicable)

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

B00323

001 In operation

002 Not in operation

3. Please **verify or provide the contact information** of the designated business or organization contact person for this questionnaire and correct where needed.

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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Business structure

1. In what year was this business first established?

C010101

Year

If this business was established in 2017, go to question 20.

2. For this survey, please report information for this business's most recent 12-month fiscal period.

Note: For this survey, the end date should fall between April 1, 2016 and March 31, 2017.

C020101

YYYY MM DD

Start date

C020201

YYYY MM DD

End date

**Please complete this survey for the "fiscal period" reported above.
This period will be referred to as "fiscal year" 2016 throughout the questionnaire.**

3. In 2016, did this business have medical cannabis-related production (e.g., growing, processing, researching, etc.) or sales activities?

C030101

Yes

No

If this business did not have medical cannabis production or sales in fiscal year 2016 → go to question 20.

4. If applicable, what other business activities did this business engage in 2016 (e.g., production of tobacco, marketing, research and development of non-medical cannabis, other pharmaceuticals, etc.)?

C040101

C040201

C040301

C040401

C040501

OR

C040000

No other activities

5. How many employees did this business have in fiscal year 2016?

Include all employees who received a T4 for 2016. Consider seasonal, casual or part-time employees as regular employees.

C050101

Employees

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6. In 2016, how many employees spent at least fifty percent (50%) of their time working on medical cannabis-related activities based on the following job categories?

Medical cannabis related activities refers to any business activities related to medical cannabis development, growing, harvesting, processing, packaging, storage, distribution, sales, etc.

Round up to a whole number, e.g., 1.5 employees = 2 employees.

Job category	Number of employees
Admin	
Administration, management or finance	C060101 <input type="text"/>
Marketing (e.g., branding, consultation, etc.)	C060201 <input type="text"/>
Sales	C060301 <input type="text"/>
Production	
Research and development	C060401 <input type="text"/>
Engineering	C060501 <input type="text"/>
Cultivation & harvesting	C060601 <input type="text"/>
Processing/Manufacturing	C060701 <input type="text"/>
Quality assurance/control (including Heating ventilation and air conditioning (HVAC))	C060801 <input type="text"/>
Packaging	C060901 <input type="text"/>
Shipping, delivery & transportation	C061001 <input type="text"/>
Other	
Security	C061101 <input type="text"/>
Other — specify : <input type="text"/>	C069901 <input type="text"/>
Total	C067701 <input type="text"/>

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Business activities

7. Identify all of this business's locations that were involved in the production (e.g., growing, processing, researching, etc.) of medical cannabis in 2016. Also provide the number of months each location was in production in 2016.

Location name	Address	Municipality	Province	Postal code	Number of months in production in 2016
1. C070101 <input type="text"/>	C070102 <input type="text"/>	C070103 <input type="text"/>	C070104 <input type="text"/>	C070105 <input type="text"/>	C070106 <input type="text"/>
2. C070201 <input type="text"/>	C070202 <input type="text"/>	C070203 <input type="text"/>	C070204 <input type="text"/>	C070205 <input type="text"/>	C070206 <input type="text"/>
3. C070301 <input type="text"/>	C070302 <input type="text"/>	C070303 <input type="text"/>	C070304 <input type="text"/>	C070305 <input type="text"/>	C070306 <input type="text"/>
4. C070401 <input type="text"/>	C070402 <input type="text"/>	C070403 <input type="text"/>	C070404 <input type="text"/>	C070405 <input type="text"/>	C070406 <input type="text"/>
5. C070501 <input type="text"/>	C070502 <input type="text"/>	C070503 <input type="text"/>	C070504 <input type="text"/>	C070505 <input type="text"/>	C070506 <input type="text"/>

8. In 2016, what was the active medical cannabis cultivation **area** and unused potential cultivation **area** for each of the locations identified above?

Potential cultivation area includes licensed or unlicensed area available but unused in 2016.

Location name	Active area	Unused area	Unit of measure
1. C080101 <input type="text"/>	C080102 <input type="text"/>	C080103 <input type="text"/>	C080104 1 <input type="radio"/> ft ² 2 <input type="radio"/> m ²
2. C080201 <input type="text"/>	C080202 <input type="text"/>	C080203 <input type="text"/>	C080204 1 <input type="radio"/> ft ² 2 <input type="radio"/> m ²
3. C080301 <input type="text"/>	C080302 <input type="text"/>	C080303 <input type="text"/>	C080304 1 <input type="radio"/> ft ² 2 <input type="radio"/> m ²
4. C080401 <input type="text"/>	C080402 <input type="text"/>	C080403 <input type="text"/>	C080404 1 <input type="radio"/> ft ² 2 <input type="radio"/> m ²
5. C080501 <input type="text"/>	C080502 <input type="text"/>	C080503 <input type="text"/>	C080504 1 <input type="radio"/> ft ² 2 <input type="radio"/> m ²

9. In 2016, indicate the medical cannabis-related activities that were carried out at each of the previously identified locations.

Medical cannabis related activities refers to any business activities related to medical cannabis development, growing, harvesting, processing, packaging, storage, distribution, sales, etc.

Exclude any type of activities that are not related to medical cannabis activities (e.g., other crop production or sales, etc.).

Select all that apply.

Activities	Location 1	Location 2	Location 3	Location 4	Location 5
Research and development	C090101 <input type="checkbox"/>	C090102 <input type="checkbox"/>	C090103 <input type="checkbox"/>	C090104 <input type="checkbox"/>	C090105 <input type="checkbox"/>
Growing cannabis	C090201 <input type="checkbox"/>	C090202 <input type="checkbox"/>	C090203 <input type="checkbox"/>	C090204 <input type="checkbox"/>	C090205 <input type="checkbox"/>
Cannabis processing (e.g., trimming, curing, etc.)	C090301 <input type="checkbox"/>	C090302 <input type="checkbox"/>	C090303 <input type="checkbox"/>	C090304 <input type="checkbox"/>	C090305 <input type="checkbox"/>
Final cannabis product packaging	C090401 <input type="checkbox"/>	C090402 <input type="checkbox"/>	C090403 <input type="checkbox"/>	C090404 <input type="checkbox"/>	C090405 <input type="checkbox"/>
Shipping	C090501 <input type="checkbox"/>	C090502 <input type="checkbox"/>	C090503 <input type="checkbox"/>	C090504 <input type="checkbox"/>	C090505 <input type="checkbox"/>
Sales and marketing (e.g., branding, consultation, etc.)	C090601 <input type="checkbox"/>	C090602 <input type="checkbox"/>	C090603 <input type="checkbox"/>	C090604 <input type="checkbox"/>	C090605 <input type="checkbox"/>
Human resources management	C090701 <input type="checkbox"/>	C090702 <input type="checkbox"/>	C090703 <input type="checkbox"/>	C090704 <input type="checkbox"/>	C090705 <input type="checkbox"/>
Administration	C090801 <input type="checkbox"/>	C090802 <input type="checkbox"/>	C090803 <input type="checkbox"/>	C090804 <input type="checkbox"/>	C090805 <input type="checkbox"/>
Other — specify : C099998 <input type="text"/>	C099901 <input type="checkbox"/>	C099902 <input type="checkbox"/>	C099903 <input type="checkbox"/>	C099904 <input type="checkbox"/>	C099905 <input type="checkbox"/>

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10. In 2016, from all medical cannabis orders received, what was the percentage breakdown by type of order method?

Order method	Percentage (%)
Electronic (email, website, mobile application)	C100101 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Mail	C100201 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Phone	C100301 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Fax	C100401 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Other – specify : <input type="text"/>	C109901 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Total	100%

OR

C100000 No medical cannabis sales in 2016

11. In 2015 and 2016, for each of the following client types, to how many unique end clients did this business sell medical cannabis and what was the value of medical cannabis sold?

A **registered client** is defined as any person or client to which cannabis was sold. A **licensed producer** is defined as a business which is licensed as a producer by Health Canada. A new registered client can only be new once. They become a renewed client any time after that first year.

Report '0' for those categories where this business had no clients or sales.

Client types	Fiscal year 2015		Fiscal year 2016	
	Number	Sales (CAN \$)	Number	Sales (CAN \$)
New registered clients	C110101 <input type="text"/>	C110102 <input type="text"/> \$ <input type="text"/>	C110103 <input type="text"/>	C110104 <input type="text"/> \$ <input type="text"/>
Renewed registered clients	C110201 <input type="text"/>	C110202 <input type="text"/> \$ <input type="text"/>	C110203 <input type="text"/>	C110204 <input type="text"/> \$ <input type="text"/>
Other licensed producers	C110301 <input type="text"/>	C110302 <input type="text"/> \$ <input type="text"/>	C110303 <input type="text"/>	C110304 <input type="text"/> \$ <input type="text"/>
Total	C117701 <input type="text"/>	C117702 <input type="text"/> \$ <input type="text"/>	C117703 <input type="text"/>	C117704 <input type="text"/> \$ <input type="text"/>

Financial information

12. In 2016, using dollar value **or** percentage (one or the other), what were the total sales of medical cannabis to all registered clients (patients or other licensed producers) by region?

Regions	Sales (CAN \$)	Sales (%)
CANADA		
• Newfoundland and Labrador	C120101 \$ <input type="text"/>	C120102 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Prince Edward Island	C120201 \$ <input type="text"/>	C120202 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• New Brunswick	C120301 \$ <input type="text"/>	C120302 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Nova Scotia	C120401 \$ <input type="text"/>	C120402 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Quebec	C120501 \$ <input type="text"/>	C120502 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Ontario	C120601 \$ <input type="text"/>	C120602 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Manitoba	C120701 \$ <input type="text"/>	C120702 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Saskatchewan	C120801 \$ <input type="text"/>	C120802 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Alberta	C120901 \$ <input type="text"/>	C120902 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• British Columbia	C121001 \$ <input type="text"/>	C121002 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Yukon	C121101 \$ <input type="text"/>	C121102 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Northwest Territories	C121201 \$ <input type="text"/>	C121202 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Nunavut	C121301 \$ <input type="text"/>	C121302 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
INTERNATIONAL		
• United States of America	C121401 \$ <input type="text"/>	C121402 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Germany	C121501 \$ <input type="text"/>	C121502 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Australia	C121601 \$ <input type="text"/>	C121602 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Other — specify : <small>C129998</small> <input type="text"/>	C129901 \$ <input type="text"/>	C129902 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Total	C127701 \$ <input type="text"/>	C127702 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %

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13. Please indicate this business's revenue details based on the following categories for fiscal years 2015 and 2016. Provide your best estimates.

Report '0' for those categories where this business had no sales.

Category	Fiscal year 2015	Fiscal year 2016
Revenues		
Cannabis revenues	C130101	C130102
- Medical cannabis-related revenues (e.g., sales of medical cannabis goods and services)	\$ []	\$ []
- Other cannabis-related revenues (e.g., apparel or accessories)	C130201	C130202
	\$ []	\$ []
Non cannabis revenues, specify:	C130301	C130302
C130398 [] (e.g., all other sales of goods/accessories and services)	\$ []	\$ []
Total revenues	C137701	C137702
	\$ []	\$ []

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14. In 2015 and 2016, what were this business's expenses for the following items and what portion of each expense item related to medical cannabis? Provide your best estimates.

Report '0' for those categories where this business had no expenses.

Category	Fiscal year 2015		Fiscal year 2016	
	Dollars (CAN \$)	Percentage (%) related to medical cannabis	Dollars (CAN \$)	Percentage (%) related to medical cannabis
Expenses				
Employee costs and expenses (for all employees who were issued a T4)	C140101	C140102	C140103	C140104
- Wages and salaries	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %
- Employee benefits	C140201	C140202	C140203	C140204
	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %
Subcontracts (include contractors) (exclude research & development)	C140301	C140302	C140303	C140304
	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %
Internal Research & Development (in-house)	C140401	C140402	C140403	C140404
	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %
External Research & Development (out-sourced)	C140501	C140502	C140503	C140504
	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %
Purchases: raw materials	C140601	C140602	C140603	C140604
	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %
- fertilizers	C140701	C140702	C140703	C140704
	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %
- seed purchases	C140801	C140802	C140803	C140804
	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %
- plant purchases	C140901	C140902	C140903	C140904
	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %
- other purchasing costs, specify:	C141001	C141002	C141003	C141004
C141098 <input type="text"/>	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %
Professional and business fees (legal, accounting, consulting)	C141101	C141102	C141103	C141104
	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %
Security	C141201	C141202	C141203	C141204
	\$ <input type="text"/>	<input type="text"/> %	\$ <input type="text"/>	<input type="text"/> %

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Category	Fiscal year 2015		Fiscal year 2016	
	Dollars (CAN \$)	Percentage (%) related to medical cannabis	Dollars (CAN \$)	Percentage (%) related to medical cannabis
Expenses				
Energy (e.g., electricity, natural gas, heat, oil, etc.) and water expenses	C141301 \$ <input type="text"/>	C141302 <input type="text"/> %	C141303 \$ <input type="text"/>	C141304 <input type="text"/> %
Marketing fees (e.g., branding, consultation, etc.)	C141401 \$ <input type="text"/>	C141402 <input type="text"/> %	C141403 \$ <input type="text"/>	C141404 <input type="text"/> %
Business taxes, licenses and permits	C141501 \$ <input type="text"/>	C141502 <input type="text"/> %	C141503 \$ <input type="text"/>	C141504 <input type="text"/> %
Interest expense	C141601 \$ <input type="text"/>	C141602 <input type="text"/> %	C141603 \$ <input type="text"/>	C141604 <input type="text"/> %
Product testing	C141701 \$ <input type="text"/>	C141702 <input type="text"/> %	C141703 \$ <input type="text"/>	C141704 <input type="text"/> %
Other — specify: C149998 <input type="text"/>	C149901 \$ <input type="text"/>	C149902 <input type="text"/> %	C149903 \$ <input type="text"/>	C149904 <input type="text"/> %
Total expenses	C147701 \$ <input type="text"/>	C147702 <input type="text"/> %	C147703 \$ <input type="text"/>	C147704 <input type="text"/> %

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15. In 2015 and 2016, what were this business's investment expenditures for the following items and what portion was related to medical cannabis? Provide your best estimates.

Report '0' for those categories where this business had no investment expenses.

	Fiscal year 2015	Fiscal year 2016	Percentage (%) related to medical cannabis for 2016
Category	Dollars (CAN \$)	Dollars (CAN \$)	
Investment expenditures			
Equipment and machinery	C150101 \$ <input type="text"/>	C150102 \$ <input type="text"/>	C150103 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Buildings	C150201 \$ <input type="text"/>	C150202 \$ <input type="text"/>	C150203 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Land	C150301 \$ <input type="text"/>	C150302 \$ <input type="text"/>	C150303 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Agricultural vehicles (include tractors, etc.)	C150401 \$ <input type="text"/>	C150402 \$ <input type="text"/>	C150403 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Other vehicles	C150501 \$ <input type="text"/>	C150502 \$ <input type="text"/>	C150503 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Other specify: C159998 <input type="text"/>	C159901 \$ <input type="text"/>	C159902 \$ <input type="text"/>	C159903 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Total investment expenditures	C157701 \$ <input type="text"/>	C157702 \$ <input type="text"/>	C157703 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %

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16. Please categorize the current value of physical assets of this business for fiscal year 2016.

Report '0' for those categories where this business had no physical assets.

Physical assets	Current value (CAN \$)
Land	C160101 \$ <input type="text"/>
Building	
- Greenhouses	C160201 \$ <input type="text"/>
- Other growing facilities	C160301 \$ <input type="text"/>
- Warehouses or vaults (e.g., product storage, etc.)	C160401 \$ <input type="text"/>
- Office (administration)	C160501 \$ <input type="text"/>
- Other buildings, specify: C160698 <input type="text"/>	C160699 \$ <input type="text"/>
Equipment	
- Machinery, equipment, furniture and fixtures	C160701 \$ <input type="text"/>
- Computer equipment and software	C160801 \$ <input type="text"/>
- Other equipment, specify: C160998 <input type="text"/>	C160999 \$ <input type="text"/>
Other physical assets	
- Other physical assets, specify: C169998 <input type="text"/>	C169901 \$ <input type="text"/>

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17. In 2016, for each of the following medical cannabis products (or substances), what were the quantities produced and sold?

Dried cannabis is harvested cannabis that has been subjected to any drying process.

Fresh cannabis is freshly harvested cannabis buds and leaves, but does not include plant materials that can be used to propagate cannabis.

Cannabis oil is an oil, in liquid form at room temperature of $22 \pm 2^\circ\text{C}$, that contains cannabis in its natural form.

Products (or substances)	Unit of measure	Quantity produced	Quantity sold	Sales (CAN \$)
a. Cannabis seeds	C170101 1 <input type="radio"/> kg 2 <input type="radio"/> lb 5 <input type="radio"/> unit	C170102 <input type="text"/>	C170103 <input type="text"/>	C170104 \$ <input type="text"/>
b. Cannabis plants	C170201 5 <input type="radio"/> unit	C170202 <input type="text"/>	C170203 <input type="text"/>	C170204 \$ <input type="text"/>
c. Fresh cannabis	C170301 1 <input type="radio"/> kg 2 <input type="radio"/> lb	C170302 <input type="text"/>	C170303 <input type="text"/>	C170304 \$ <input type="text"/>
d. Dried cannabis	C170401 1 <input type="radio"/> kg 2 <input type="radio"/> lb	C170402 <input type="text"/>	C170403 <input type="text"/>	C170404 \$ <input type="text"/>
e. Cannabis oil	C170501 1 <input type="radio"/> kg 2 <input type="radio"/> lb 5 <input type="radio"/> unit 4 <input type="radio"/> oz	C170502 <input type="text"/>	C170503 <input type="text"/>	C170504 \$ <input type="text"/>
f. Other cannabis products, specify: C179998 <input type="text"/>	C179901 1 <input type="radio"/> kg 2 <input type="radio"/> lb 3 <input type="radio"/> l 4 <input type="radio"/> oz 5 <input type="radio"/> unit	C179902 <input type="text"/>	C179903 <input type="text"/>	C179904 \$ <input type="text"/>

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18. In 2016, provide the percentage breakdown of sales of medical cannabis products based on the following customers.

Dried cannabis is harvested cannabis that has been subjected to any drying process.

Fresh cannabis is freshly harvested cannabis buds and leaves, but does not include plant materials that can be used to propagate cannabis.

Cannabis oil is an oil, in liquid form at room temperature of $22 \pm 2^\circ\text{C}$, that contains cannabis in its natural form.

Products (or substances)	Cannabis seeds	Cannabis plants	Fresh cannabis	Dried cannabis	Cannabis oil	Other cannabis products
	Percent (%) sales to clients					
Sales to registered clients	C180101 [] [] [] [] %	C180102 [] [] [] [] %	C180103 [] [] [] [] %	C180104 [] [] [] [] %	C180105 [] [] [] [] %	C180106 [] [] [] [] %
Sales to licensed wholesalers	C180201 [] [] [] [] %	C180202 [] [] [] [] %	C180203 [] [] [] [] %	C180204 [] [] [] [] %	C180205 [] [] [] [] %	C180206 [] [] [] [] %
Sales to other licensed producers	C180301 [] [] [] [] %	C180302 [] [] [] [] %	C180303 [] [] [] [] %	C180304 [] [] [] [] %	C180305 [] [] [] [] %	C180306 [] [] [] [] %
Other specify: C189998 [] [] [] []	C189901 [] [] [] [] %	C189902 [] [] [] [] %	C189903 [] [] [] [] %	C189904 [] [] [] [] %	C189905 [] [] [] [] %	C189906 [] [] [] [] %
Total	100%	100%	100%	100%	100%	100%

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19. At the end of 2016 fiscal year, what were this business's inventories by the following product (or substance) types?

Dried cannabis is harvested cannabis that has been subjected to any drying process.

Fresh cannabis is freshly harvested cannabis buds and leaves, but does not include plant materials that can be used to propagate cannabis.

Cannabis oil is an oil, in liquid form at room temperature of $22 \pm 2^\circ\text{C}$, that contains cannabis in its natural form.

Products (or substances)	Unit of measure	Inventory	Current total value (CAN \$)
a. Cannabis seeds	C190101 1 <input type="radio"/> kg 2 <input type="radio"/> lb 5 <input type="radio"/> unit	C190102 <input type="text"/>	C190103 \$ <input type="text"/>
b. Cannabis plants (in growing phase)	C190201 5 <input type="radio"/> unit	C190202 <input type="text"/>	C190203 \$ <input type="text"/>
c. Fresh cannabis	C190301 1 <input type="radio"/> kg 2 <input type="radio"/> lb	C190302 <input type="text"/>	C190303 \$ <input type="text"/>
d. Dried cannabis	C190401 1 <input type="radio"/> kg 2 <input type="radio"/> lb	C190402 <input type="text"/>	C190403 \$ <input type="text"/>
e. Cannabis oil	C190501 1 <input type="radio"/> kg 2 <input type="radio"/> lb 3 <input type="radio"/> l 4 <input type="radio"/> oz	C190502 <input type="text"/>	C190503 \$ <input type="text"/>
f. Other cannabis products, specify: C199998 <input type="text"/>	C199901 1 <input type="radio"/> kg 2 <input type="radio"/> lb 3 <input type="radio"/> l 4 <input type="radio"/> oz 5 <input type="radio"/> unit	C199902 <input type="text"/>	C199903 \$ <input type="text"/>

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Future opportunities

There is new legislation and regulations proposed for 2018 that would permit private businesses to sell non-medical cannabis directly to customers. The following questions relate to how this business would operate in such an environment.

20. In 2017, how much money has this business invested or intends to invest in the following expansion activities related to cannabis?

	Dollars (CAN \$)
a. Additional structures in current locations	C200101 \$ <input type="text"/>
b. Additional land for future location	C200201 \$ <input type="text"/>
c. Additional locations with existing facilities or structures	C200301 \$ <input type="text"/>
d. Additional equipment	C200401 \$ <input type="text"/>
e. Accumulating cannabis-related inventory (including raw materials, goods in process, finished goods)	C200501 \$ <input type="text"/>
f. Other — specify : <small>C209998</small> <input type="text"/>	C209901 \$ <input type="text"/>

OR

C200000

No change

21. In 2017, how likely is this business to increase its inventory in preparation for the potential non-medical cannabis consumer market in 2018?

Mark one only.

C210101

- 1 Very likely
- 2 Somewhat likely
- 3 Somewhat unlikely
- 4 Very unlikely

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22. Based on the following financing sources, how likely is this business to seek additional investment financing in order to sell non-medical cannabis?

Mark only one response per financing source.

Financing source	Very unlikely	Somewhat unlikely	Somewhat likely	Very likely
a. Canadian-based private venture capital	C220101 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
b. American-based private venture capital	C220201 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
c. Other private venture capital	C220301 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
d. Financial institutions (e.g., chartered banks, etc), cooperatives, credit unions	C220401 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
e. IPO (Initial public offering) or SPO (Secondary public offering)	C220501 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
f. Personal finance used towards this business	C220601 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
g. Partner(s) from strategic alliance(s)	C220701 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
h. Credit from suppliers	C220801 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
i. Angel investors, family or friends	C220901 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
j. Government sources	C221001 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
k. Other — specify : <small>C229998</small> <input type="text"/>	C229901 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>

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Contact Information

First name

CI010101

Last name

CI020101

Title

CI030101

Telephone number

CI040101

Extension number

CF040201

Fax number

CF050101

Email address

CF060101

Date

CF070101

YYYY

MM

DD

Website Address

CF080101

Survey Completion Time

Hours

SCT010101

Minutes

SCT010201

How long did you spend collecting the data and completing the questionnaire?

Comments

CC018801

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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 the 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, Northwest Territories and Nunavut as well as with Health Canada.

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

Record linkages

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

Thank you for completing this questionnaire.

Please retain a copy for your records.

Visit our website, www.statcan.gc.ca