

2012 Survey of Service Industries: Consulting Services

This document is confidential when completed.

Si vous préférez recevoir ce questionnaire en français, veuillez nous appeler au numéro sans frais suivant : 1-800-972-9692.

If necessary, please make address label corrections in the boxes below.

0001	Legal name	0004	Address (number and street)	
0002	Business name	0005	City	
0021	Title of contact	0006	Province/territory or state	
0008	First name of contact	0007	Country	Postal code/zip code
0028	Last name of contact	0010	Language preference	
			1 <input type="radio"/> English	2 <input type="radio"/> French

**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.**

A - Introduction

Survey purpose

This survey collects the financial and operating data needed to develop national and regional economic policies and programs. Your information may also be used by Statistics Canada for other statistical and research purposes, in conformity with its mandate. Please access www.statcan.gc.ca/survey-enquete/index-eng.htm for more information on this survey.

Security of emails and faxes

Statistics Canada advises of the risk of interception by a third party when transmitting information by email or fax. Once we receive your questionnaire, however, Statistics Canada provides a guaranteed level of protection, which covers all information collected under the authority of the *Statistics Act*. **Note:** Our online questionnaires are secure, so there is no risk of interception when you respond to our surveys online.

Confidentiality

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

Data-sharing agreements

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

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

Please return the questionnaire within 30 days.
Please mail the completed questionnaire in the enclosed envelope or
fax it to Statistics Canada at 1-888-883-7999.

Lost the return envelope or need help? Call us at 1-800-972-9692 or mail to:
Statistics Canada, Operations and Integration Division, 150 Tunney's Pasture Driveway, Ottawa, Ontario K1A 0T6

Visit our website at www.statcan.gc.ca



B - Main business activity

1. Please describe the nature of your business.

0055

The main activity of an enterprise engaged in consulting services is to provide client firms with expert advice and make recommendations such as the adoption of approaches and processes and the establishment of strategies. For the benefit of client firms, such a consulting enterprise **can** also undertake the work itself that arises from its own recommendations i.e., their actual implementation.

However, for this survey to be considered as a consulting services enterprise, the enterprise **must** generate the majority of its revenues from advice that it provides to client firms and **not** from the **implementation** of its own recommendations.

2. Please check the **one main activity** which most accurately represents your **main** source of revenue.

0261 Administrative management consulting and general management consulting services

0262 Human resources consulting services

0263 Other management consulting services

0264 Environmental consulting services

0265 Other scientific and technical consulting services

0040 None of the above — Please call **1-800-972-9692** for further instructions.

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C - Reporting period information

1. Please report information for your **fiscal year** (normal business year) **ending between** April 1, 2012 and March 31, 2013. Please indicate below the period covered by this questionnaire.

from ⁰⁰¹¹ to ⁰⁰¹²

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

⁰⁰³¹ ¹ seasonal operations ² new business ³ change of fiscal year ⁴ change of ownership ⁵ ceased operations ⁶ temporarily inactive

Reporting instructions

- Report for business unit(s) specified on the label on the front page.
- Complete only the questions that apply to your business.
- When precise figures are not available, please provide your best estimate.
- Report in Canadian dollars. Dollar amounts and percentages should be rounded to whole numbers.
- Consult the reporting guide at www.statcan.gc.ca/guides-e for further information.

D - Revenue

A detailed breakdown may be requested in other sections.

	CAN\$
1. Sales of goods and services (e.g., rental and leasing income, commissions, fees, admissions, services revenue) Report net of returns and allowances.	2299 <input type="text"/>
2. Grants, subsidies, donations and fundraising	2068 <input type="text"/>
3. Royalties, rights, licensing and franchise fees	2022 <input type="text"/>
4. Investment income (dividends and interest)	2097 <input type="text"/>
5. Other revenue ²⁰⁰¹ (please specify): <input type="text"/>	2077 <input type="text"/>
6. Total revenue (sum of questions 1 to 5)	2098 <input type="text"/>

E - Expenses

		CAN\$
	3010	
1. Salaries and wages of employees who have been issued a T4 statement		
	3040	
2. Employer portion of employee benefits (include employer contributions to pension, medical/life insurance plans, employment insurance, etc.)		
	4466	
3. Commissions paid to non-employees		
	4315	
4. Professional and business services fees (e.g., legal, accounting)		
	3060	
5. Subcontract expenses (include contract labour, contract work and custom work)		
	4555	
6. Charges for services provided by your head office		
	5721	
7. Cost of goods sold, if applicable (purchases plus opening inventory minus closing inventory)		
	3301	
8. Office supplies		
	4115	
9. Rental and leasing (include rental of premises, equipment, motor vehicles, etc.)		
	4178	
10. Repair and maintenance (e.g., property, equipment, vehicles)		
	4350	
11. Insurance (include professional liability, motor vehicles, etc.)		
	4365	
12. Advertising, marketing and promotions (report charitable donations at question 22)		
	4370	
13. Travel, meals and entertainment		
	4084	
14. Utilities and telecommunications expenses (include gas, heating, hydro, water, telephone and Internet expenses)		
	4410	
15. Property and business taxes, licences and permits		
	4440	
16. Royalties, rights, licensing and franchise fees		
	4179	
17. Delivery, warehousing, postage and courier		
	4325	
18. Financial services fees		
	4630	
19. Interest expenses		
	4520	
20. Amortization and depreciation of tangible and intangible assets		
	4542	
21. Bad debts		
	4569	
22. All other expenses (please specify):	4531	
	4699	
23. Total expenses (sum of questions 1 to 22)		
	4600	
24. Corporate taxes, if applicable		
	4601	
25. Gains (losses) and other items (see reporting guide)		
	2304	
26. Net profit/loss after tax and other items (see reporting guide)		

F - Industry characteristics

Please provide a breakdown of your sales.

Management consulting services

CAN\$

		2460	
1. Strategic management consulting services			
		2461	
2. Financial management consulting services			
		2465	
3. Marketing management consulting services			
		2903	
4. Compensation and benefits consulting services			
		2904	
5. Other human resources management consulting services			
		2464	
6. Operations and supply chain management consulting services			
		2469	
7. Other management consulting services			

Environmental consulting services

CAN\$

		2976	
8. Environmental assessments			
		2977	
9. Environmental audits			
		2978	
10. Site remediation planning services			
		2979	
11. Natural resource management consulting services			
		2586	
12. Waste management consulting services			
		2980	
13. Environmental policy development consulting services			
		2981	
14. Other environmental consulting services			

Scientific and technical consulting services

CAN\$

		2467	
15. Economic consulting services			
		2473	
16. Geological and geophysical consulting services			
		2905	
17. Soil management, crop and animal production consulting services			
		2906	
18. Heritage consulting services			
		2588	
19. Occupational health and safety consulting services			
20. Other scientific and technical consulting services (please specify):	3035	2472	

Other services

CAN\$

21. Other sales (please specify):	2559	2558	
		2305	
22. Total sales (sum of questions 1 to 21)			

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G - Personnel

	number
1. Number of partners and proprietors, non-salaried (if salaried, report at question 2 below)	6321 <input type="text"/>
2. Paid employees	
a) average number of paid employees during the reporting period (see reporting guide)	6339 <input type="text"/>
b) percentage of paid employees (from question 2a) who worked full time	6328 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
3. Number of contract workers for whom you did not issue a T4, such as freelancers and casual workers (estimates are acceptable)	6320 <input type="text"/>

H - Sales by type of client

Please provide a percentage breakdown of your sales by type of client.

	%
1. Clients in Canada	
a) businesses	8112 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
b) individuals and households	8100 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
c) governments, not-for-profit organizations and public institutions (e.g., hospitals, schools)	8233 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
2. Clients outside Canada	8140 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
	100%

I - Sales by client location

Please provide a percentage breakdown of your sales by client location (first point of sale).

	%
1. Newfoundland and Labrador	8400 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
2. Prince Edward Island	8415 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
3. Nova Scotia	8405 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
4. New Brunswick	8410 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
5. Quebec	8420 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
6. Ontario	8425 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
7. Manitoba	8430 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
8. Saskatchewan	8435 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
9. Alberta	8440 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
10. British Columbia	8445 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
11. Yukon	8455 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
12. Northwest Territories	8451 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
13. Nunavut	8452 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
14. Clients outside Canada (must equal question 2 in section H)	8401 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
	100%

J - International transactions

Exports

0531
1 **yes, complete questions 2, 3 and 4**
3 **no, go to question 5**

1. Did you receive revenue from clients outside Canada for the **export** of goods, services, royalties, rights, licensing or franchise fees? CAN\$

0666

2. Please report revenue received from **exports**.

3. Please provide a percentage breakdown of **exports** by: %

a) goods	0667	<input type="text"/>
b) services	0668	<input type="text"/>
c) royalties, rights, licensing and franchise fees	0669	<input type="text"/>
		100%

4. Please provide a percentage breakdown of **exports** by country: %

a) United States	0748	<input type="text"/>
b) Mexico	0749	<input type="text"/>
c) other countries (please specify):	0724	0750
<input type="text"/>	0676	<input type="text"/>
<input type="text"/>	0677	<input type="text"/>
<input type="text"/>	0678	<input type="text"/>
<input type="text"/>	0679	<input type="text"/>
		100%

Imports

0715
1 **yes, complete questions 6, 7 and 8**
3 **no, go to next section**

5. Did you make payments to suppliers outside Canada for the **import** of goods, services, royalties, rights, licensing or franchise fees? CAN\$

0717

6. Please report payments made for **imports**.

7. Please provide a percentage breakdown of **imports** by: %

a) goods	0736	<input type="text"/>
b) services	0737	<input type="text"/>
c) royalties, rights, licensing and franchise fees	0738	<input type="text"/>
		100%

8. Please provide a percentage breakdown of **imports** by country: %

a) United States	0751	<input type="text"/>
b) Mexico	0752	<input type="text"/>
c) other countries (please specify):	0743	0753
<input type="text"/>	0744	<input type="text"/>
<input type="text"/>	0745	<input type="text"/>
<input type="text"/>	0746	<input type="text"/>
<input type="text"/>	0747	<input type="text"/>
		100%

K - Provincial/territorial distribution

1. Please report the number of business units/locations operating in Canada during the reporting period. Business unit is defined as the lowest level of the firm for which accounting records are maintained for such details as revenue, expenses and employment. 5001 **number**

2. Do you have business units/locations in more than **one** province or territory? 9966 1 **yes, go to question 3**
3 **no, go to section L**

3. Please report the following data for the provinces or territories in which you have business units, indicating if you are reporting in Canadian dollars **or** percentages.

		9967 1 <input type="radio"/> \$ or 2 <input type="radio"/> %				
		Number of business units (locations)	Total revenue	Salaries, wages and employee benefits	Amortization and depreciation of tangible and intangible assets	Total expenses
		5002	4824	4826	4827	4927
1.	Newfoundland and Labrador					
		5003	4829	4831	4832	4932
2.	Prince Edward Island					
		5004	4834	4836	4837	4937
3.	Nova Scotia					
		5005	4839	4841	4842	4942
4.	New Brunswick					
		5006	4844	4846	4847	4947
5.	Quebec					
		5007	4849	4851	4852	4952
6.	Ontario					
		5008	4854	4856	4857	4957
7.	Manitoba					
		5009	4859	4861	4862	4962
8.	Saskatchewan					
		5010	4864	4866	4867	4967
9.	Alberta					
		5011	4869	4871	4872	4972
10.	British Columbia					
		5014	4874	4876	4877	4977
11.	Yukon					
		5013	4879	4881	4882	4982
12.	Northwest Territories					
		5012	4884	4886	4887	4987
13.	Nunavut					
		5015	4889	4891	4892	4992
14.	Total					

L - Contact information

Name of person to contact about this questionnaire:

0026 1 Mr. 2 Mrs. 3 Miss 4 Ms

0054 Last name

0017 Telephone number

0027 Extension number

0013 First name

0016 Fax number

0014 Title

0020 Website address

0018 E-mail address

0015 Date completed:

How long did you spend collecting the data and completing the questionnaire? hour(s) minutes

M - Comments

We invite your comments below. Please be assured that we review all comments with the intent of improving the survey.

9920

9913

9914

9915

9916

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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 information from this survey for statistical purposes.

Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data-sharing agreements with provincial and territorial statistical agencies and other government organizations, which have agreed to keep the data confidential and use them only for statistical purposes. Statistics Canada will only share data from this survey with those organizations that have demonstrated a requirement to use the data.

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

For this survey, there are **Section 11** agreements with the provincial and territorial statistical agencies of Newfoundland and Labrador, Nova Scotia, New Brunswick, Quebec, Ontario, Manitoba, Saskatchewan, Alberta, British Columbia, and the Yukon.

The shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

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

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

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, 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 at www.statcan.gc.ca