



## Business status

1. Is this business currently in operation?

B00309

- Yes ► **Go to next Section**
- No, seasonal operations ► **Go to question 2**
- No, ceased all operations ► **Go to question 4**
- No, sold all operations ► **Go to question 6**
- No, amalgamated with (an) other business(es) ► **Go to question 8**
- No, temporarily inactive but will re-open ► **Go to question 11**
- No, no longer operating due to other reason(s) ► **Go to question 14**

2. When did this business close for the season?

YYYY MM DD

B00217

Date

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

3. When does this business expect to resume operations?

YYYY MM DD

B00218

Date

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

► **Go to next Section**

4. When did this business cease all operations?

YYYY MM DD

B00211

Date

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

5. Why did this business cease all operations?

B00311

- Bankruptcy
- Liquidation
- Dissolution
- Other reason — please specify:

B00312

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

► **Go to next Section**

6. When was this business sold?

YYYY MM DD

B00212

Date

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

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7. What is the legal name of the buyer?

B00406

▶ Go to next Section

8. When did this business amalgamate?

Date B00213

YYYY				MM		DD	

9. What is the legal name of the resulting or continuing business?

B00407

10. What is (are) the legal name(s) of the other amalgamated business(es)?

B00408

▶ Go to next Section

11. When did this business become temporarily inactive?

Date B00214

YYYY				MM		DD	

12. When does this business expect to resume operations?

Date B00215

YYYY				MM		DD	

13. Why is this business temporarily inactive?

B00313

▶ Go to next Section

14. When did this business cease operations?

Date B00216

YYYY				MM		DD	

15. Why did this business cease operations?

B00314

▶ Go to next Section

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## Reporting instructions

1. Please print in ink.
2. Report all dollar amounts in **thousands of Canadian dollars**.
3. Do not include sales tax.
4. Percentages should be rounded to whole numbers.
5. Consult the reporting guide at **www.statcan.gc.ca/guides-e** for further information.
6. When precise figures are not available, please provide your best estimates.

## Business activity

1. Statistics Canada uses the **North American Industrial Classification System** to classify the activities of each business. According to our records, this business's **main activity** is classified as:

Is this the **main activity** of this business?

B05002

- Yes, this is the **main activity** of this business. ► **Go to question 1c**
- No, this is **not the main activity** of this business. ► **Go to question 1a**

- a. Was this business's main activity, which typically generates the most revenue, **ever** classified as described above?

B05111

- Yes ► **When did the main business activity change?** ► **Date :**
- No ► **Go to question 1b**

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

- b. Please provide a **brief but precise description** of this business's **main activity** (e.g., "breakfast cereal manufacturing" or "shoe store" or "software development").

B05003

- c. Approximately what **percentage of this business's revenue** is generated by this **main activity**?

Estimates are acceptable. ....

<input type="text"/>	<input type="text"/>	<input type="text"/>	%
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Are there any other activities that **contribute significantly** (at least 10%) to this **business's revenue**?

B05024

- Yes ► **Go to question 1d**
- No ► **Go to next page**

- d. Please provide a **brief but precise description** of this business's **secondary activity** (e.g., "breakfast cereal manufacturing" or "shoe store" or "software development").

B05005

- e. Approximately what **percentage of this business's revenue** is generated by this **secondary activity**?

Estimates are acceptable. ....

<input type="text"/>	<input type="text"/>	<input type="text"/>	%
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## Revenue

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

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

		CAN\$ '000
1.	Sales of goods and services <b>Include:</b> sales, commissions, rental and leasing revenue if they are this business's primary revenue source .....	F43008 \$ <input type="text"/> ,000
2.	Rental and leasing (report only if this is a secondary source of revenue; if rental and leasing are your primary revenue source, report in question 1) .....	F45801 \$ <input type="text"/> ,000
3.	Commissions (report only if this is a secondary source of revenue; if commissions are your primary revenue source, report in question 1) .....	F45701 \$ <input type="text"/> ,000
4.	Subsidies <b>Include:</b> grants, donations, fundraising and sponsorships .....	F47101 \$ <input type="text"/> ,000
5.	Royalties, rights, licensing and franchise fees .....	F47201 \$ <input type="text"/> ,000
6.	Dividends .....	F51101 \$ <input type="text"/> ,000
7.	Interest .....	F51201 \$ <input type="text"/> ,000
8.	Other revenue — please specify: <b>Include:</b> intracompany transfers  F51302 <input type="text"/>	F51301 \$ <input type="text"/> ,000
9.	<b>Total revenue</b> (sum of questions 1 to 8) .....	F40000 \$ <input type="text"/> ,000

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## Expenses

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

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

1. Cost of goods sold	<b>CAN\$ '000</b>	
	F61206	
a. opening inventories .....	\$	,000
b. purchases <b>Include:</b> raw materials, goods purchased for resale and non-returnable containers <b>Exclude:</b> change in inventories .....	F61306 \$	,000
c. closing inventories .....	F61406 \$	,000
d. cost of goods sold (opening inventories <b>plus</b> purchases <b>minus</b> closing inventories) .....	<b>CAN\$ '000</b> F61101 \$	,000
2. Employment costs and expenses		
<b>Include:</b> all employees who were issued a T4		
<b>Exclude:</b> commissions paid to non-employees, report in question 3		
a. salaries, wages and commissions .....	F61501 \$	,000
b. employee benefits (please refer to the reporting guide for the list of inclusions and exclusions) .....	F61502 \$	,000
3. Subcontracts		
<b>Include:</b> commissions paid to non-employees		
<b>Exclude:</b> research and development .....		
4. Research and development fees		
<b>Exclude:</b> in-house research and development .....		
5. Professional and business fees (e.g., legal, accounting, consulting, scientific and property management fees) .....		
6. Utilities (e.g., electricity, water and gas) .....		
7. Office and computer related expenses (e.g., office supplies, postage and computer upgrades) .....		
8. Telephone, Internet and other telecommunication .....		
9. Business taxes, licenses and permits (e.g., beverage tax, business tax, license fees and property taxes) .....		
10. Royalties, franchise fees and memberships <b>Exclude:</b> Crown royalties .....		
11. Crown charges (for logging, mining and energy industries only) .....		

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CAN\$ '000

12. Rental and leasing <b>Include:</b> land, building, equipment and vehicles .....	F62101 \$ [ ] ,000
13. Repair and maintenance <b>Include:</b> buildings, equipment and vehicles .....	F62201 \$ [ ] ,000
14. Amortization and depreciation .....	F61601 \$ [ ] ,000
15. Insurance .....	F62301 \$ [ ] ,000
16. Advertising, marketing, promotion, meals and entertainment .....	F62507 \$ [ ] ,000
17. Travel, meetings and conventions .....	F62508 \$ [ ] ,000
18. Financial services (e.g., bank charges and transaction fees) .....	F62401 \$ [ ] ,000
19. Interest expense .....	F69101 \$ [ ] ,000
20. Other non-production-related costs and expenses <b>Include:</b> bad debt, loan losses, donations, political contributions and inventory write-down .....	F62509 \$ [ ] ,000
21. All other cost and expenses — please specify: <b>Include:</b> intracompany expenses F62512 [ ]	F62511 \$ [ ] ,000
22. <b>Total expenses</b> (sum of lines 1 to 21) .....	F60000 \$ [ ] ,000

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## Industry characteristics

### Sales

What were this business's sales for each of the following goods and services?  
Please report all amounts in **thousands of Canadian dollars**.

#### Management consulting services

CAN\$ '000

1. Strategic management consulting services .....	\$	<input type="text"/>	,000
		F45081	
2. Financial management consulting services .....	\$	<input type="text"/>	,000
		F45082	
3. Marketing management consulting services .....	\$	<input type="text"/>	,000
		F45083	
4. Employee compensation and benefits consulting services .....	\$	<input type="text"/>	,000
		F45084	
5. Other human resources management consulting services .....	\$	<input type="text"/>	,000
		F45085	
6. Operations and supply chain management consulting services .....	\$	<input type="text"/>	,000
		F45086	
7. Other management consulting services .....	\$	<input type="text"/>	,000
		F45087	

#### Environmental consulting services

CAN\$ '000

8. Environmental assessments .....	\$	<input type="text"/>	,000
		F45088	
9. Environmental audits .....	\$	<input type="text"/>	,000
		F45089	
10. Site remediation planning services .....	\$	<input type="text"/>	,000
		F45091	
11. Natural resources management consulting services .....	\$	<input type="text"/>	,000
		F45092	
12. Waste management consulting services .....	\$	<input type="text"/>	,000
		F45093	
13. Environmental policy development consulting services .....	\$	<input type="text"/>	,000
		F45094	
14. Other environmental consulting services .....	\$	<input type="text"/>	,000
		F45095	

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**Other scientific and technical consulting services**

**CAN\$ '000**

		F45096	
15. Economic consulting services .....	\$	<input type="text"/>	,000
		F45097	
16. Geological and geophysical consulting services .....	\$	<input type="text"/>	,000
		F45098	
17. Soil management, crop and animal production consulting services .....	\$	<input type="text"/>	,000
		F45101	
18. Occupational health and safety consulting services .....	\$	<input type="text"/>	,000
19. Other scientific and technical consulting services — please specify:			
		B40015	
<input type="text"/>	\$	F45102	,000

**Other services**

20. Other sales of goods and services — please specify:		<b>CAN\$ '000</b>	
		F43175	
<input type="text"/>	\$	F43005	,000
21. <b>Total sales of goods and services</b> (sum of questions 1 to 20) .....	\$	F43000	,000

**Personnel**

1. During this reporting period, how many <b>non-salaried</b> partners and proprietors did this business have? For unincorporated businesses, please report the number of partners and proprietors for whom earnings will be the net income of the partnership or proprietorship. ....		<b>Number</b>	
		B20001	
	\$	<input type="text"/>	,000

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## Sales by type of client

What was this business's breakdown of sales by the following types of client?

### 1. Clients in Canada

#### Percentage

a. individuals and households .....    %

F43008\_c1

b. businesses .....    %

F43008\_c2

c. governments, not-for-profit organizations and public institutions  
(e.g., hospitals and schools) .....    %

F43008\_c3

2. Clients outside of Canada .....    %

F43008\_c4

100%

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## Sales by consumer location

Please provide the percentage breakdown of this business's sales by **consumer location** (the consumer location is where the goods or services will ultimately be used).

Acceptable substitutes:

- shipping destination
- client's billing address
- location of this business's retail customers
- location of this business's warehouses/distribution centres.

	Percentage
1. Newfoundland and Labrador .....	F43008_g1 <input type="text"/> <input type="text"/> <input type="text"/> %
2. Prince Edward Island .....	F43008_g2 <input type="text"/> <input type="text"/> <input type="text"/> %
3. Nova Scotia .....	F43008_g3 <input type="text"/> <input type="text"/> <input type="text"/> %
4. New Brunswick .....	F43008_g4 <input type="text"/> <input type="text"/> <input type="text"/> %
5. Quebec .....	F43008_g5 <input type="text"/> <input type="text"/> <input type="text"/> %
6. Ontario .....	F43008_g6 <input type="text"/> <input type="text"/> <input type="text"/> %
7. Manitoba .....	F43008_g7 <input type="text"/> <input type="text"/> <input type="text"/> %
8. Saskatchewan .....	F43008_g8 <input type="text"/> <input type="text"/> <input type="text"/> %
9. Alberta .....	F43008_g9 <input type="text"/> <input type="text"/> <input type="text"/> %
10. British Columbia .....	F43008_g10 <input type="text"/> <input type="text"/> <input type="text"/> %
11. Yukon .....	F43008_g11 <input type="text"/> <input type="text"/> <input type="text"/> %
12. Northwest Territories .....	F43008_g12 <input type="text"/> <input type="text"/> <input type="text"/> %
13. Nunavut .....	F43008_g13 <input type="text"/> <input type="text"/> <input type="text"/> %
14. United States .....	F43008_g14 <input type="text"/> <input type="text"/> <input type="text"/> %
15. All other countries .....	F43008_g15 <input type="text"/> <input type="text"/> <input type="text"/> %
<b>100%</b>	

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## International transactions

### Revenue received from exports

1. Did this business receive revenue from **clients outside Canada** for the sale of products, services, royalties, rights, licensing or franchise fees?

B05011\_b

- Yes ➔ Complete questions 2, 3 and 4.
- No ➔ Go to question 5.

2. What was the revenue received from **clients outside Canada**? .....

CAN\$ '000

F43217

\$  ,000

3. What was the percentage breakdown of revenue received from **clients outside Canada** by goods, services and royalties?

	Percentage	
a. goods .....	F43218	%
b. services .....	F43219	%
c. royalties, rights, licensing and franchise fees .....	F47202	%

F43590

**Total** .....

4. What was the percentage breakdown of revenue received from **clients outside Canada** by country?

	Percentage	
a. United States .....	F43221_g1	%
b. Mexico .....	F43221_g2	%
c. other countries — please specify by listing top 4 contributors:		

B50002\_1

F43222\_1

.....

B50002\_2

F43222\_2

.....

B50002\_3

F43222\_3

.....

B50002\_4

F43222\_4

.....

### Purchases from outside Canada (imports)

5. Did this business make payments to **suppliers outside Canada** for the purchase of products, services, royalties, rights, licensing or franchise fees?

B05012\_b

- Yes ➔ Complete questions 6, 7 and 8.
- No ➔ Go to next section.

6. What were the payments made to **suppliers outside Canada**? .....

CAN\$ '000

F61314

\$  ,000

7. What was the percentage breakdown of payments made to **suppliers outside Canada** by goods, services and royalties?

	Percentage	
a. goods .....	F61315	%
b. services .....	F61316	%
c. royalties, rights, licensing and franchise fees .....	F61317	%

F61330

**Total** .....

8. What was the percentage breakdown of payments made to **suppliers outside Canada** by country?

	Percentage	
a. United States .....	F61318_g1	%
b. Mexico .....	F61318_g2	%
c. other countries — please specify by listing top 4 contributors:		

B50003\_1

F61319\_1

.....

B50003\_2

F61319\_2

.....

B50003\_3

F61319\_3

.....

B50003\_4

F61319\_4

.....

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

**Thank you for completing this questionnaire.**

**Please retain a copy for your records.**

**Visit our website, [www.statcan.gc.ca](http://www.statcan.gc.ca)**

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