



Small Business and Special Surveys Division

Aboriginal Entrepreneurs Survey

CONFIDENTIAL when completed

Collected under authority of Statistics Act,
Revised Statutes of Canada, 1985, Chapter S19.

The purpose of this survey

In partnership with Aboriginal Business Canada, Statistics Canada is conducting a survey of Aboriginal entrepreneurs to collect data on the conditions of self employed Aboriginal people and their businesses. This information will help government and Aboriginal organizations better respond to the needs of Aboriginal entrepreneurs. In addition, this information may be helpful to aboriginal entrepreneurs in the successful development of their businesses. Your household has been selected to participate in this survey.

Your participation is important

Participation in this survey is voluntary. However, your co-operation is essential to ensure the accuracy of the information collected.

The data you report are confidential

Statistics Canada is prohibited by law from publishing or releasing statistics that could reveal information obtained from this survey. The data reported on the questionnaire will be treated in strict confidence and used for statistical purposes only. The confidentiality provisions of the *Statistics Act* are not affected by either the Access to Information Act or any other legislation.

If you have any questions regarding this survey or the questionnaire, please contact the Survey Manager, Carol Gudz, toll-free at 1-877-679-2746 or by e-mail at carol.gudz@statcan.ca.

Place Label Here

For verification, please complete the following information

First Name of Respondent:	<input type="text"/>
Home Address:	<input type="text"/>
City:	<input type="text"/>
Province / Territory:	<input type="text"/>
Postal Code:	<input type="text"/>
Telephone Number:	<input type="text"/> - <input type="text"/> - <input type="text"/> ext.: <input type="text"/>

5-5200-30.1: 2003-07-23 STC/SBS-524-75350

B : Confirmation of Respondent

B.1: Are you an Aboriginal person, that is North American Indian, Métis, or Inuit?

- ' 1 – Yes
- ' 3 – No ↓ Go to B.2

B.1.1: Please select the group(s) that best describe you.

Please mark all that apply.

- ' 1 – North American Indian
- ' 2 – Métis
- ' 3 – Inuit
- ' 4 – Any other group (*please specify*) _____

B.2: Are you a member of an Indian Band or First Nation?

- ' 1 – Yes
- ' 3 – No

B.3: Are you a Treaty Indian or a Registered Indian as defined by the Indian Act of Canada?

- ' 1 – Yes
- ' 3 – No ↓ If you answered “No” to B.1, B.2 and B.3, please return this uncompleted questionnaire. Thank-you.

B.4: Did you own and operate a business for all or part of the year 2002?

- ' 1 – Yes
- ' 3 – No ↓ Please return this uncompleted questionnaire. Thank-you.

B.4.1: How many businesses did you own?

Please specify a number _____

If you entered a number greater than 1, please refer only to the business with the highest gross sales revenues for the remainder of this survey.

B.5: Was the business a ...?

- ' 1 – Sole proprietorship ↓ Go to C.1
- ' 2 – Partnership
- ' 3 – Corporation that was incorporated under a federal or provincial charter

B.5.1: Was the majority ownership of the business held by Aboriginal persons?

- ' 1 – Yes ↓ Go to C.1
- ' 3 – No

B.6: Was this business owned by the band or the community?

- ' 1 – Yes
- ' 3 – No ↓ Please return this uncompleted questionnaire. Thank-you.

C : Demographic Information

C.1: What is your gender?

- ' 1 – Male
- ' 3 – Female

C.2: In which of the following age categories do you belong?

- ' 1 – Under 18 years
- ' 2 – 18-24
- ' 3 – 25-29
- ' 4 – 30-35
- ' 5 – 36-40
- ' 6 – 41-55
- ' 7 – 56-64
- ' 8 – 65+

C.2.1: Did you take any business-training courses at the college or university level?

(Include courses taken by correspondence or through government sponsored programs.)

- ' 1 – Yes
- ' 3 – No ↓ Go to C.4

C.2.2: Which of the following types of courses did you take?

Please mark all that apply.

- ' 1 – Accounting/Book keeping
- ' 2 – Marketing
- ' 3 – Starting a business
- ' 4 – Developing a business plan
- ' 5 – Management practices
- ' 6 – Economics
- ' 7 – Business Administration
- ' 8 – Finance

- ' 9 – Apprenticeship
- ' 10 – Other, *please specify* _____

C.4: In 2002, did this business operate from your home or from the home of another business owner if it is a partnership?

(Select “Yes” if the business operated from the home most of the time.)

- ' 1 – Yes
- ' 3 – No

C.6: In 2002, was this business located on-reserve?

- ' 1 – Yes
- ' 3 – No

C.7: What was the main activity of this business, or the activity that most accurately represents the principal source of revenue?

Enter main activity: _____

C.8: How did you acquire or start this business? Did you ...?

- ' 1 – Buy or acquire it from a family member
- ' 2 – Buy or acquire it from a non-family member
- ' 3 – Start the business by yourself or with partners

C.9: During what year did you establish or acquire this business?

- ' 1 – 2002
- ' 2 – 2001
- ' 3 – 2000
- ' 4 – 1999
- ' 5 – 1998
- ' 6 – 1997
- ' 7 – Prior to 1997, *please specify year* _____

C.10: Did you operate this business for the full calendar year of 2002?

- ' 1 – Yes ↓ **Go to C.12**
- ' 3 – No

C.11: Why did you not operate the business for the full calendar year?

Please mark all that apply.

- ' 1 – Seasonal business
- ' 2 – Change in ownership
- ' 3 – Permanently ceased operations ↓ **Go to C.13**
- ' 4 – Temporarily ceased operations
- ' 5 – New business
- ' 6 – Other, *please specify* _____

C.12: Do you currently own and operate this business?

- ' 1 – Yes
- ' 3 – No

C.13: Did this business have a written business plan in place in 2002?

(Business plans typically include financial data and forecasts, business objectives, marketing and sales plans, product development, and, human resource plans.)

- ' 1 – Yes
- ' 3 – No ↓ **Go to D.1**

C.14: Did the business plan include a ...

a) Financial plan	' 1 – Yes ' 3 – No
b) Human resources plan	' 1 – Yes ' 3 – No
c) Marketing plan	' 1 – Yes ' 3 – No
d) Product development plan	' 1 – Yes ' 3 – No

D. Employees

If you do not currently own and operate a business, go to *Section I (Closed Businesses)*.

When responding about employees, do not include yourself or any other independent contractors.

If you **do not** have any employees ↓ Go to D.9

	Permanent full-time	Permanent part-time	Casual, Temporary
On average, in 2002 how many of your employees were...?	D.1 _____	D.3 _____	D.5 _____
How many of these employees were Aboriginal people?	D.2 _____	D.4 _____	D.6 _____

Permanent full-time is usually 30 hours per week or more.

Permanent part-time is usually less than 30 hours per week.

Aboriginal persons refers to those persons who identify with at least one Aboriginal group (i.e. North American Indian, Métis or Inuit) and/or those who are a Treaty Indian or a Registered Indian as defined by the Indian Act of Canada and/or who are members of an Indian Band or First Nation.

D.7: This question addresses your Aboriginal employees and their circumstances immediately before starting to work at your business. How many of your Aboriginal employees were... immediately before starting to work for you?

... Working at another job ...	Enter number: _____
... Looking for work ...	Enter number: _____
... Going to school ...	Enter number: _____
... Working at home, raising a family, etc. ...	Enter number: _____

... Recuperating from illness or disability ...	Enter number: _____
... Other, please specify ...	Enter number: _____

D.8: In 2002, did your business support or provide training or education for its employees? (This includes courses, on-the-job training, apprenticeship training, private lessons, computer-based training, correspondence courses or workshops. It excludes training for workplace safety and first aid.)

- ' 1 – Yes
- ' 3 – No

D.9: On average, how many independent contractors worked for this business in 2002?

D.10: How many of these independent contractors' businesses were majority owned by Aboriginal people? _____

E : Business Growth

If you do not currently own and operate a business, go to Section I (Closed Businesses).

E.1: What were the business's gross sales revenues for each of the following fiscal years?

Fiscal year ending	Gross sales revenues	
a) 2002	\$	Don' t Know ↓ Go to E.2
b) 2001	\$	Don' t Know ↓ Go to E.2
c) 2000	\$	
d) 1999	\$	
e) 1998	\$	
f) 1997	\$	Go to E.4

↓ Go to E.4

E.2: Between 2001 and 2002, did the business's gross sales revenues...?

- ' 1 – Increase
- ' 2 – Stay the same ↓ **Go to E.4**
- ' 3 – Decrease ↓ **Go to E.3.1**

E.3: Did they increase by...?

- ' 1 – Less than 5%
- ' 2 – 5 to 20%
- ' 3 – More than 20%

E.3.1: Did they decrease by...?

- ' 1 – Less than 5%
- ' 2 – 5 to 20%
- ' 3 – More than 20%

E.4: Do you expect your gross sales to grow within the next two years (2004-2005)?

- ' 1 – Yes ↓ **Go to E.6**
- ' 3 – No

E.5: Why do you not expect your business to grow? Is it because...?

- ' 1 – Barriers (such as access to financing or economic conditions) make it difficult to grow the business ↓ **Go to E.7**
- ' 2 – You are not interested in growing the business ↓ **Go to E.8**
- ' 3 – You are reluctant to take on the risks of growing the business ↓ **Go to E.8**

E.6: How do you expect to achieve this growth?

(Please mark all that apply.)

- ' 1 – By selling more to **existing customers**
- ' 2 – By finding **new customers** within existing markets
- ' 3 – By expanding into **new markets** in other parts of Canada
- ' 4 – By expanding into **foreign markets**
- ' 5 – By buying out another business
- ' 6 – By better advertising or better marketing
- ' 7 – By offering a **new** product or service
- ' 8 – By obtaining more or better equipment
- ' 9 – Other, *please specify*: _____

E.7: To what extent would any of the following present obstacles in growing your business over the next two years? In your response, please use a scale from 1 to 5, where 1 means “not at all” and 5 means “a great deal”.

Access to financing	' 1	' 2	' 3	' 4	' 5
Cost of borrowing	' 1	' 2	' 3	' 4	' 5
Access to equity or capital	' 1	' 2	' 3	' 4	' 5
Trade regulations or exchange rate	' 1	' 2	' 3	' 4	' 5
Competition	' 1	' 2	' 3	' 4	' 5
Availability of skilled labour	' 1	' 2	' 3	' 4	' 5
Cost of doing business (i.e. input costs)	' 1	' 2	' 3	' 4	' 5
Overall economic conditions	' 1	' 2	' 3	' 4	' 5
Access to technical assistance	' 1	' 2	' 3	' 4	' 5
Taxes	' 1	' 2	' 3	' 4	' 5

Government policy (rules and regulations)	' 1	' 2	' 3	' 4	' 5
Infrastructure, such as telephone, electricity, water, roads, lands	' 1	' 2	' 3	' 4	' 5
Would anything else present an obstacle in growing this business? <i>Please specify:</i> _____ _____	' 1	' 2	' 3	' 4	' 5

E.8: In the past, did you receive assistance with your business from government departments or agencies, business associations or Aboriginal financial or business development organizations?

- ' 1 – Yes
- ' 3 – No ↓ **Go to E.11**

E.9: Based upon your past experience, where would you look for help in the future?

(Please mark all that apply.)

- ' 1 – Aboriginal Business Canada
- ' 2 – Indian and Northern Affairs Canada
- ' 3 – Human Resources Development Canada
- ' 4 – Fisheries and Oceans Canada
- ' 5 – Natural Resources Canada
- ' 6 – Federal Economic Development Initiative for Northern Ontario
- ' 7 – Canada Economic Development for Quebec Regions
- ' 8 – Western Economic Diversification Canada
- ' 9 – Atlantic Canada Opportunity Agency
- ' 10 – Canada Business Service Centres
- ' 11 – Provincial /territorial departments or agencies in charge of businesses and economic development
- ' 12 – Band Council or Economic development Officer
- ' 13 – Aboriginal Capital Corporation
- ' 14 – Other, *please specify:* _____

E.10: What type of help would you most likely be looking for?

(Please mark all that apply.)

- ' 1 – Business development funding/loans/financial support
- ' 2 – Information on business opportunities
- ' 3 – Government sales contracts (procurement programs)

- , 4 – Market information
- , 5 – Establishing business contacts
- , 6 – Training/Skills development programs
- , 7 – Other, *please specify*: _____

Please go to Question F.1 in the next section.

E.11: Where would you look for help in the future?

(Please mark all that apply.)

- , 1 – Aboriginal Business Canada
- , 2 – Indian and Northern Affairs Canada
- , 3 – Human Resources Development Canada
- , 4 – Fisheries and Oceans Canada
- , 5 – Natural Resources Canada
- , 6 – Federal Economic Development Initiative for Northern Ontario
- , 7 – Canada Economic Development for Quebec Regions
- , 8 – Atlantic Canada Opportunity Agency
- , 9 – Canada Business Service Centres
- , 10 – Provincial or territorial departments or agencies in charge of business and economic development
- , 11 – Band Council or Economic Development Officer
- , 12 – Other, *please specify*: _____
- , 13 – Would not be looking for help ↓ **Go to F.1**

E.12: What type of help would you most likely be looking for?

(Please mark all that apply.)

- , 1 – Business development funding/loans/financial support
- , 2 – Information on business opportunities
- , 3 – Government sales contracts (procurement programs)
- , 4 – Market information
- , 5 – Establishing business contacts
- , 6 – Training/Skills development programs
- , 7 – Other, *please specify*: _____

F : Objectives, Innovation & Competition

If you do not currently own and operate a business, go to Section I (Closed Businesses).

F.1: On a scale of 1 to 5, rate the importance of each of the following objectives for your business for 2002. In your response, please use a scale from 1 to 5, where 1 means “not important at all” and 5 means “very important”.

Profitability	' 1	' 2	' 3	' 4	' 5
Growth	' 1	' 2	' 3	' 4	' 5
Stability	' 1	' 2	' 3	' 4	' 5
Personal and/or family employment	' 1	' 2	' 3	' 4	' 5
Community employment	' 1	' 2	' 3	' 4	' 5
Community Service	' 1	' 2	' 3	' 4	' 5

F.2: On a scale of 1 to 5, rate the importance of each of the following factors to meeting the overall objectives for your business in 2002. In your response, please use a scale from 1 to 5, where 1 means “not important at all” and 5 means “very important”.

Management skills	' 1	' 2	' 3	' 4	' 5
Ability to effectively use technology	' 1	' 2	' 3	' 4	' 5
Research and Development and Innovation	' 1	' 2	' 3	' 4	' 5
Human Resources	' 1	' 2	' 3	' 4	' 5
Financing	' 1	' 2	' 3	' 4	' 5
Marketing	' 1	' 2	' 3	' 4	' 5

Production	' 1	' 2	' 3	' 4	' 5
Competitive Strategy	' 1	' 2	' 3	' 4	' 5

F.3: Over the period 2000 to 2002, did your business introduce any new or improved products or processes?

- ' 1 – Yes
- ' 3 – No

F.4: How competitive is the industry in which your business operates?

- ' 1 – Highly competitive
- ' 2 – Moderately competitive
- ' 3 – Slightly competitive
- ' 4 – Not competitive

G : Government Procurement & Clients

If you do not currently own and operate a business, go to Section I (Closed Businesses).

G.1: In 2002, did supplying goods or services to the federal, provincial, territorial or municipal government(s) or government agencies represent more than half your business revenues?

- ' 1 – Yes ↓ Go to G.4
- ' 3 – No

G.3: In 2002, did supplying goods or services to Bands and Tribal Councils represent more than half your business revenues?

- ' 1 – Yes ↓ Go to G.4
- ' 3 – No ↓ Go to G.5

G.4: Under which contracting arrangements were you supplying these goods and services to government or Bands and Tribal Councils?

(Please mark all that apply.)

- ' 1 – Open competitive tendering
- ' 2 – Standing offers
- ' 3 – Set asides or contracting preferences

- ' 4 – Sole sourced negotiated contracts
- ' 5 – Other, *please specify:* _____

In terms of your client base for 2002, what percentage of your total sales were made to...?

G.5 Clients in your local community	Enter percentage: _____ %
G.6 Clients in other parts of your province or territory.	Enter percentage: _____ %
G.7 Clients in other provinces or territories	Enter percentage: _____ %
G.8 Clients outside of Canada	Enter percentage: _____ %

H : Financing

If you do not currently own and operate a business, go to Section I (Closed Businesses).

H.1: Please indicate which of the following types of financing were used to start up your business.

(Please mark all that apply.)

- ' 1 – Bank loans and credit
- ' 2 – Credit unions and caisses populaires loans and credit
- ' 3 – Commercial credit cards
- ' 4 – Loans from Aboriginal business lending institutions such as Aboriginal Capital Corporations or Community Futures Development Corporations
- ' 5 – Credit from other government programs (Aboriginal Business Canada or Indian and Northern Affairs Canada)
- ' 6 – Leasing
- ' 7 – Personal savings
- ' 8 – Loans or equity from friends or relatives
- ' 9 – Any other sources of financing, *please specify:* _____

H.2: How much money was needed to start or acquire this business?

- ' 1 – Less than \$5,000
- ' 2 – \$5,000 to \$9,999
- ' 3 – \$10,000 to \$24,999
- ' 4 – \$25,000 to \$49,999
- ' 5 – \$50,000 to \$99,999
- ' 6 – \$100,000 or more

H.3: How much of this money was borrowed?

- ' 1 – None
- ' 2 – Less than 10%
- ' 3 – 10 to 24%
- ' 4 – 25 to 49%
- ' 5 – 50 to 74%
- ' 6 – 75 to 99%
- ' 7 – 100%

H.4: Which of the following types of financing were used by this business in 2002?

(Please mark all that apply.)

- ' 1 – Bank loans and credit
- ' 2 – Credit unions and caisses populaires loans and credit
- ' 3 – Commercial credit cards
- ' 4 – Loans from Aboriginal business lending institutions such as Aboriginal Capital Corporations or Community Futures development Corporations
- ' 5 - Credit from other government programs (Aboriginal Business Canada or Indian and Northern Affairs Canada)
- ' 6 - Retained Earnings
- ' 7 – Leasing
- ' 8 – Personal savings
- ' 9 – Loans or equity from friends or relatives
- ' 10 – Any other source of financing in 2002: *please specify:* _____

H.5: Which of the following types of financing do you expect to use for this business in the next two years (2004 and 2005)?

(Please mark all that apply.)

- ' 1 – Bank loans and credit
- ' 2 – Credit unions and caisses populaires loans and credit
- ' 3 – Commercial credit cards
- ' 4 – Loans from Aboriginal business lending institutions such as Aboriginal Capital Corporations or Community Futures development Corporations

- ' 5- Credit from other government programs (Aboriginal Business Canada or Indian and Northern Affairs Canada)
- ' 6 – Retained Earnings
- ' 7 – Leasing
- ' 8 – Personal savings
- ' 9 – Loans or equity from friends or relatives
- ' 10 – Any other source of financing: *please specify:* _____

H.6: For the fiscal year ending in 2002, did your business experience a net profit or a net loss?

(Net profit is total sales or gross receipts minus total expenses.)

- ' 1 – Net profit
- ' 2 – Net loss ↓ **Go to H.8**

H.7: What was the business's net profit before taxes for the fiscal year ending in 2002?

- ' 1 – Less than \$10,000
- ' 2 – \$10,000 to \$29,999
- ' 3 – \$30,000 to \$49,999
- ' 4 – \$50,000 to \$ 69,999
- ' 5 – \$70,000 to \$89,999
- ' 6 – \$90,000 or more

Please go to Question I.1 in the next section.

H.8: What was the business's net loss before taxes for the fiscal year ending in 2002?

- ' 1 – Less than \$10,000
- ' 2 – \$10,000 to \$29,999
- ' 3 – \$30,000 to \$49,999
- ' 4 – \$50,000 to \$ 69,999
- ' 5 – \$70,000 to \$89,999
- ' 6 – \$90,000 or more

I : Closed Businesses

This section is to be completed only by respondents that indicated they do not currently own and operate a business (i.e. Question C.12=No) or that their business ceased operations (i.e. C.11 = "c").

I.1: Did this business declare bankruptcy or go into receivership?

- ' 1 – Yes ↓ **Go to I.3**
- ' 3 – No

I.2: Which of the following best describes what happened to this business?

- ' 1 – It was sold
- ' 2 – It was closed
- ' 3 – It was transferred or given to a family member or friend
- ' 4 – Operations were temporarily suspended

I.3: When did this happen?

MM _____ YYYY _____

I.4: Please indicate the extent to which each of the following contributed to this business's closure, sale, ownership transfer or suspension of operations. In your responses, please use a scale from 1 to 5, where 1 means "not at all" and 5 means "a great deal".

Access to financing (i.e. business loan)	' 1	' 2	' 3	' 4	' 5
Cost of borrowing (i.e. interest rates)	' 1	' 2	' 3	' 4	' 5
Access to equity or capital	' 1	' 2	' 3	' 4	' 5
Trade regulations or exchange rate	' 1	' 2	' 3	' 4	' 5
Competition	' 1	' 2	' 3	' 4	' 5
Availability of skilled labour	' 1	' 2	' 3	' 4	' 5
Cost of doing business (i.e. input costs)	' 1	' 2	' 3	' 4	' 5

Overall economic conditions	' 1	' 2	' 3	' 4	' 5
Access to technical assistance	' 1	' 2	' 3	' 4	' 5
Taxes	' 1	' 2	' 3	' 4	' 5
Government policy (rules and regulations)	' 1	' 2	' 3	' 4	' 5
Infrastructure, such as telephone, electricity, water, roads, lands	' 1	' 2	' 3	' 4	' 5
Would anything else present an obstacle in growing this business? <i>Please specify:</i> _____ _____	' 1	' 2	' 3	' 4	' 5

Comments?

Thank you for your participation.
Please return the questionnaire in the accompanying self addressed prepaid envelope or
fax: 613 951 1572