

Licensed cannabis producers survey, 2017

CONFIDENTIAL once completed.

Selon nos dossiers votre langue de préférence est l'anglais, si vous préférez recevoir ce document en français, veuillez nous appeler au numéro sans frais suivant : 1-877-992-3999 ou ATS 1-855-382-7745.

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

Legal name	<input type="text"/>		
Operating name	<input type="text"/>		
First name	<input type="text"/>		
Last name	<input type="text"/>		
Title	<input type="text"/>		
Address (number and street)	<input type="text"/>		
City	<input type="text"/>		
Province, territory	<input type="text"/>	Postal code	<input type="text"/>
Country	<input type="text"/>		

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

Statistics Canada is conducting this survey to collect comprehensive business and economic information on licensed cannabis producers. The federal government will use data from this survey to better understand this industry and its relationship with the rest of the Canadian economy.

Security of emails and faxes

Statistics Canada advises you that there could be a risk of disclosure during facsimile or email. However upon receipt, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the *Statistics Act*.

Confidentiality

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.

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** or **TTY 1-855-382-7745**.

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, 2017) represents the 2017 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.

B020101

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

Business structure

1. In what year was this business first established?

C010101

Year

If this business was established in 2018, go to question 18.

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, 2017 and March 31, 2018.

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" 2017 throughout the questionnaire.**

3. In 2017, did this business have cannabis-related production (e.g., growing, processing, researching, etc.) or sales activities?

C030101

Yes

No

If this business did not have cannabis production or sales in fiscal year 2017 → go to question 18.

4. If applicable, what other business activities did this business engage in 2017 (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 2017?

Include all employees who received a T4 for 2017. Consider seasonal, casual or part-time employees as regular employees.

C050101

Employees

6. In 2017, how many employees spent at least fifty percent (50%) of their time working on cannabis-related activities based on the following job categories?

Cannabis related activities refers to any business activities related to 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 : <small>C069998</small> <input type="text"/>	C069901 <input type="text"/>
Total	C067701 <input type="text"/>

Business activities

7. Identify all of this business's locations that were involved in the production (e.g., growing, processing, researching, etc.) of cannabis in 2017. Also provide the number of months each location was in production in 2017.

Location name	Address	Municipality	Province	Postal code	Number of months in production in 2017
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 2017, what was the active 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 2017.

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 2017, indicate the cannabis-related activities that were carried out at each of the previously identified locations.

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

Exclude any type of activities that are not related to 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 : <small>C099998</small> <input type="text"/>	C099901 <input type="checkbox"/>	C099902 <input type="checkbox"/>	C099903 <input type="checkbox"/>	C099904 <input type="checkbox"/>	C099905 <input type="checkbox"/>

Financial information

10. In 2017, using dollar value **or** percentage (one or the other), what were the total sales of cannabis to all registered clients (patients or other licensed producers) by region?

Regions	Sales (CAN \$)	Sales (%)
CANADA		
• Newfoundland and Labrador	C100101 \$ <input type="text"/>	C100102 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Prince Edward Island	C100201 \$ <input type="text"/>	C100202 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• New Brunswick	C100301 \$ <input type="text"/>	C100302 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Nova Scotia	C100401 \$ <input type="text"/>	C100402 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Quebec	C100501 \$ <input type="text"/>	C100502 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Ontario	C100601 \$ <input type="text"/>	C100602 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Manitoba	C100701 \$ <input type="text"/>	C100702 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Saskatchewan	C100801 \$ <input type="text"/>	C100802 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Alberta	C100901 \$ <input type="text"/>	C100902 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• British Columbia	C101001 \$ <input type="text"/>	C101002 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Yukon	C101101 \$ <input type="text"/>	C101102 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Northwest Territories	C101201 \$ <input type="text"/>	C101202 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Nunavut	C101301 \$ <input type="text"/>	C101302 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
INTERNATIONAL		
• United States of America	C101401 \$ <input type="text"/>	C101402 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Germany	C101501 \$ <input type="text"/>	C101502 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
• Australia	C101601 \$ <input type="text"/>	C101602 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Other — specify : <small>C109998</small> <input type="text"/>	C109901 \$ <input type="text"/>	C109902 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Total	C107701 \$ <input type="text"/>	C107702 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %

11. Please indicate this business's revenue details based on the following categories for fiscal year 2017. Provide your best estimates.

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

Category	Fiscal year 2017
Revenues	
Cannabis revenues - Cannabis-related revenues (e.g., sales of cannabis goods and services)	C110101 \$ <input type="text"/>
- Other cannabis-related revenues (e.g., apparel or accessories)	C110201 \$ <input type="text"/>
Non cannabis revenues, specify: C110398 <input type="text"/> (e.g., all other sales of goods/accessories and services)	C110301 \$ <input type="text"/>
Total revenues	C117701 \$ <input type="text"/>

12. In 2017, what were this business's expenses for the following items and what portion of each expense item related to cannabis? Provide your best estimates.

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

Category	Fiscal year 2017	
	Dollars (CAN \$)	Percentage (%) related to cannabis
Expenses		
Employee costs and expenses (for all employees who were issued a T4) - Wages and salaries	C120101 \$ <input type="text"/>	C120102 <input type="text"/> %
- Employee benefits	C120201 \$ <input type="text"/>	C120202 <input type="text"/> %
Subcontracts (include contractors) (exclude research & development)	C120301 \$ <input type="text"/>	C120302 <input type="text"/> %
Internal Research & Development (in-house)	C120401 \$ <input type="text"/>	C120402 <input type="text"/> %
External Research & Development (out-sourced)	C120501 \$ <input type="text"/>	C120502 <input type="text"/> %
Purchases: raw materials	C120601 \$ <input type="text"/>	C120602 <input type="text"/> %
- fertilizers	C120701 \$ <input type="text"/>	C120702 <input type="text"/> %
- seed purchases	C120801 \$ <input type="text"/>	C120802 <input type="text"/> %
- plant purchases	C120901 \$ <input type="text"/>	C120902 <input type="text"/> %
- other purchasing costs, specify: <small>C121098</small> <input type="text"/>	C121001 \$ <input type="text"/>	C121002 <input type="text"/> %
Professional and business fees (legal, accounting, consulting)	C121101 \$ <input type="text"/>	C121102 <input type="text"/> %
Security	C121201 \$ <input type="text"/>	C121202 <input type="text"/> %

Category	Fiscal year 2017	
	Dollars (CAN \$)	Percentage (%) related to cannabis
Expenses		
Energy (e.g., electricity, natural gas, heat, oil, etc.) and water expenses	C121301 \$ <input type="text"/>	C121302 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Marketing fees (e.g., branding, consultation, etc.)	C121401 \$ <input type="text"/>	C121402 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Business taxes, licenses and permits	C121501 \$ <input type="text"/>	C121502 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Interest expense	C121601 \$ <input type="text"/>	C121602 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Product testing	C121701 \$ <input type="text"/>	C121702 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Other — specify: C129998 <input type="text"/>	C129901 \$ <input type="text"/>	C129902 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Total expenses	C127701 \$ <input type="text"/>	C127702 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %

13. In 2017, what were this business's investment expenditures for the following items and what portion was related to cannabis? Provide your best estimates.

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

Category	Fiscal year 2017	
	Dollars (CAN \$)	Percentage (%) related to cannabis for 2017
Investment expenditures		
Equipment and machinery	C130101 \$ <input type="text"/>	C130102 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Buildings	C130201 \$ <input type="text"/>	C130202 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Land	C130301 \$ <input type="text"/>	C130302 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Agricultural vehicles (include tractors, etc.)	C130401 \$ <input type="text"/>	C130402 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Other vehicles	C130501 \$ <input type="text"/>	C130502 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Other specify: C139998 <input type="text"/>	C139901 \$ <input type="text"/>	C139902 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Total investment expenditures	C137701 \$ <input type="text"/>	C137702 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %

14. Please categorize the current value of physical assets of this business for fiscal year 2017.

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

Physical assets	Current value (CAN \$)
- Land	C140101 \$ <input type="text"/>
Building	
- Greenhouses	C140201 \$ <input type="text"/>
- Other growing facilities	C140301 \$ <input type="text"/>
- Warehouses or vaults (e.g., product storage, etc.)	C140401 \$ <input type="text"/>
- Office (administration)	C140501 \$ <input type="text"/>
- Other buildings, specify: <small>C140698</small> <input type="text"/>	C140699 \$ <input type="text"/>
Equipment	
- Machinery, equipment, furniture and fixtures	C140701 \$ <input type="text"/>
- Computer equipment and software	C140801 \$ <input type="text"/>
- Other equipment, specify: <small>C140998</small> <input type="text"/>	C140999 \$ <input type="text"/>
Other physical assets	
- Other physical assets, specify: <small>C149998</small> <input type="text"/>	C149901 \$ <input type="text"/>

15. In 2017, for each of the following 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 ± 2°C, that contains cannabis in its natural form.

Products (or substances)	Unit of measure	Quantity produced	Quantity sold	Sales (CAN \$)
a. Cannabis seeds	C150101 1 <input type="radio"/> kg 2 <input type="radio"/> lb 5 <input type="radio"/> unit	C150102 <input type="text"/>	C150103 <input type="text"/>	C150104 \$ <input type="text"/>
b. Cannabis plants	C150201 5 <input type="radio"/> unit	C150202 <input type="text"/>	C150203 <input type="text"/>	C150204 \$ <input type="text"/>
c. Fresh cannabis	C150301 1 <input type="radio"/> kg 2 <input type="radio"/> lb	C150302 <input type="text"/>	C150303 <input type="text"/>	C150304 \$ <input type="text"/>
d. Dried cannabis	C150401 1 <input type="radio"/> kg 2 <input type="radio"/> lb	C150402 <input type="text"/>	C150403 <input type="text"/>	C150404 \$ <input type="text"/>
e. Cannabis oil	C150501 1 <input type="radio"/> kg 2 <input type="radio"/> lb 3 <input type="radio"/> l 4 <input type="radio"/> oz	C150502 <input type="text"/>	C150503 <input type="text"/>	C150504 \$ <input type="text"/>
f. Other cannabis products, specify: C159998 <input type="text"/>	C159901 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	C159902 <input type="text"/>	C159903 <input type="text"/>	C159904 \$ <input type="text"/>

16. In 2017, provide the percentage breakdown of sales of 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	C160101 [] [] [] [] %	C160102 [] [] [] [] %	C160103 [] [] [] [] %	C160104 [] [] [] [] %	C160105 [] [] [] [] %	C160106 [] [] [] [] %
Sales to licensed wholesalers	C160201 [] [] [] [] %	C160202 [] [] [] [] %	C160203 [] [] [] [] %	C160204 [] [] [] [] %	C160205 [] [] [] [] %	C160206 [] [] [] [] %
Sales to other licensed producers	C160301 [] [] [] [] %	C160302 [] [] [] [] %	C160303 [] [] [] [] %	C160304 [] [] [] [] %	C160305 [] [] [] [] %	C160306 [] [] [] [] %
Other specify: C169998 [] [] [] []	C169901 [] [] [] [] %	C169902 [] [] [] [] %	C169903 [] [] [] [] %	C169904 [] [] [] [] %	C169905 [] [] [] [] %	C169906 [] [] [] [] %
Total	100%	100%	100%	100%	100%	100%

17. At the end of 2017 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	C170101 1 <input type="radio"/> kg 2 <input type="radio"/> lb 5 <input type="radio"/> unit	C170102 <input type="text"/>	C170103 \$ <input type="text"/>
b. Cannabis plants (in growing phase)	C170201 5 <input type="radio"/> unit	C170202 <input type="text"/>	C170203 \$ <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"/>
d. Dried cannabis	C170401 1 <input type="radio"/> kg 2 <input type="radio"/> lb	C170402 <input type="text"/>	C170403 \$ <input type="text"/>
e. Cannabis oil	C170501 1 <input type="radio"/> kg 2 <input type="radio"/> lb 3 <input type="radio"/> l 4 <input type="radio"/> oz	C170502 <input type="text"/>	C170503 \$ <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"/>

Future opportunities

18. In 2018, 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	C180101 \$ <input type="text"/>
b. Additional land for future location	C180201 \$ <input type="text"/>
c. Additional locations with existing facilities or structures	C180301 \$ <input type="text"/>
d. Additional equipment	C180401 \$ <input type="text"/>
e. Accumulating cannabis-related inventory (including raw materials, goods in process, finished goods)	C180501 \$ <input type="text"/>
f. Other — specify : <small>C189998</small> <input type="text"/>	C189901 \$ <input type="text"/>

OR

C180000

No change

19. Based on the following financing sources, how likely is this business to seek additional investment financing?

Mark only one response per financing source.

Financing source	Very unlikely	Somewhat unlikely	Somewhat likely	Very likely
a. Canadian-based private venture capital	C190101 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
b. American-based private venture capital	C190201 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
c. Other private venture capital	C190301 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	C190401 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)	C190501 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
f. Personal finance used towards this business	C190601 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
g. Partner(s) from strategic alliance(s)	C190701 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
h. Credit from suppliers	C190801 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
i. Angel investors, family or friends	C190901 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
j. Government sources	C191001 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>
k. Other — specify : <small>C199998</small> <input type="text"/>	C199901 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>

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

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