

# 2013 Survey of Service Industries: Film and Video Distribution

**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 : 1-800-972-9692.

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

B00101 Legal name

B00102 Operating name

B00109 First name

B00111 Last name

B00112 Title

B00103 Address (number and street)

B00104 City

B00105 Province, territory or state

B00106 Postal code or zip code

B00107 Country

## Business and contact information

Email address  
B00113

Telephone number (including area code)  
B00114

Extension number  
B00115

Preferred language of communication  
B00117\_n

English  French

Fax number (including area code)  
B00116

**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

### 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. Please access [www.statcan.gc.ca/survey-enquete/index-eng.htm](http://www.statcan.gc.ca/survey-enquete/index-eng.htm) for more information on this survey.

### Security of emails and faxes

Statistics Canada advises you that there could be a risk of disclosure during facsimile or other electronic transmission. However, upon receipt, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the *Statistics Act*. **Note:** Our online questionnaires are secure, there is no risk of data interception when responding to Statistics Canada's online surveys.

### 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 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 **1-800-972-9692**.

Statistics Canada  
Operations and Integration Division  
150 Tunney's Pasture Driveway  
Ottawa, Ontario K1A 0T6  
Visit our website, [www.statcan.gc.ca](http://www.statcan.gc.ca)

## Reporting instructions

1. Please print in ink.
2. Report all dollar amounts **in thousands of Canadian dollars ('000 CAN\$)**.
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](http://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 1b*
- No**, this is **not the main activity** of this business. ► *Go to question 1a*

- a) 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

B05004

- b) Approximately what **percentage of this business's revenue** is generated by this **main activity**?    %

Are there any other activities that **contribute significantly** (at least 10%) to this **business's revenue**?

B05024

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

- c) 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

B05006

- d) Approximately what **percentage of this business's revenue** is generated by this **secondary activity**?    %

## Reporting period information

1. 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, 2013** and **March 31, 2014**.

Start date B00205

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

 End date B00206

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

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

B00301\_r1

seasonal operations

B00301\_r2

new business

B00301\_r3

change of ownership

B00301\_r4

change of fiscal year

B00301\_r5

ceased operations

B00301\_r6

temporarily inactive

B00301\_r7

other reason — please specify:

B00301\_r8

3. Please indicate below, any changes or events that may have affected the reported values for this business compared to the last reporting period (mark all that apply):

B00302\_t1

strike or lockout

B00302\_t2

exchange rate impact

B00302\_t3

price changes in goods or services sold

B00302\_t4

contracting out

B00302\_t5

organizational change

B00302\_t6

price changes in labour or raw materials

B00302\_t7

natural disaster

B00302\_t8

recession

B00302\_t9

change in product line

B00302\_t10

sold business units

B00302\_t11

expansion

B00302\_t12

new/lost contract

B00302\_t13

plant closures

B00302\_t14

acquired business units

B00302\_t15

other changes or events — please specify:

B00302\_t16

## 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 your business.
  - Refer to the reporting guide for detailed instructions.
  - Please report all dollar amounts **in thousands of Canadian dollars.**

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

'000 CAN\$

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 and fundraising	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	F51301 \$ <input type="text"/> ,000
	F51302 \$ <input type="text"/> ,000
9. <b>Total revenue</b> (sum of questions 1 to 8)	F40000 \$ <input type="text"/> ,000

## 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 your business.
  - Refer to the reporting guide for detailed instructions.
  - Please report all dollar amounts **in thousands of Canadian dollars ('000 CAN\$)**.

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

		'000 CAN\$
1.	Cost of goods sold	
	a) opening inventories	F61206 \$ <input type="text"/> ,000
	b) purchases <b>Include:</b> raw materials, goods purchased for resale and non-returnable containers <b>Exclude:</b> change in inventories	F61306 \$ <input type="text"/> ,000
	c) closing inventories	F61406 \$ <input type="text"/> ,000
	d) cost of goods sold (opening inventories <b>plus</b> purchases <b>minus</b> closing inventories)	F61101 \$ <input type="text"/> ,000
2.	Employment costs and expenses (for all employees who were issued a T4):	
	a) salaries, wages and commissions (report commissions paid to non-employees in question 3)	F61501 \$ <input type="text"/> ,000
	b) employee benefits	F61502 \$ <input type="text"/> ,000
3.	Subcontracts <b>Include:</b> commissions paid to non-employees <b>Exclude:</b> research and development	F62503 \$ <input type="text"/> ,000
4.	Research and development fees <b>Exclude:</b> in-house research and development	F62504 \$ <input type="text"/> ,000
5.	Professional and business fees (e.g., legal, accounting, consulting and scientific fees)	F62601 \$ <input type="text"/> ,000
6.	Utilities (e.g., electricity, water and gas)	F61801 \$ <input type="text"/> ,000
7.	Office and computer related expenses (e.g., office supplies, postage and computer upgrades)	F62505 \$ <input type="text"/> ,000
8.	Telephone, Internet and other telecommunication	F61802 \$ <input type="text"/> ,000
9.	Business taxes, licences and permits (e.g., beverage tax, business tax, licence fees and property taxes)	F61901 \$ <input type="text"/> ,000
10.	Royalties, franchise fees and memberships <b>Exclude:</b> Crown royalties	F62001 \$ <input type="text"/> ,000
11.	Crown charges (for logging, mining and energy industries only)	F62506 \$ <input type="text"/> ,000

'000 CAN\$

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	F62307 \$ [ ] ,000
17. Travel, meetings and conventions	F62308 \$ [ ] ,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 writedown	F62509 \$ [ ] ,000
21. All other cost and expenses — please specify: <b>Include:</b> intra company expenses	
F62512	F62511 \$ [ ] ,000
22. <b>Total expenses</b> (sum of lines 1 to 21)	F60000 \$ [ ] ,000

## Industry characteristics

### Sales

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

'000 CAN\$

1. Licensing rights to exhibit, televise or rent feature films <b>Include:</b> licensing contracts known as "revenue sharing agreements".	F47224	\$		,000
2. Licensing rights to televise or rent television programs	F47225	\$		,000
3. Licensing rights to exhibit, televise or rent other audiovisual works (e.g., short films, corporate/industry videos, music videos, educational videos, videos for government, documentaries not intended for theatrical or television release, etc.)	F47226	\$		,000
4. Licensing of rights to make other uses of an audiovisual work	F47227	\$		,000
5. Wholesaling of pre-recorded Canadian and non-Canadian videos - DVDs and Blu-rays	F43295	\$		,000
6. Production of audiovisual works for outright sale or contract production of audiovisual works or other sources of revenue	F43296	\$		,000
7. <b>Total</b> (sum of questions 1 to 6)	F43000	\$		,000

Please report revenue from the distribution of feature films, television programs and other audiovisual works according to their **primary markets** within or outside Canada.

**Include:** fixed rentals and productions released on a percentage or commission basis.

**Exclude:** wholesaling

### Primary market – Inside Canada

	Canadian productions	Non-Canadian productions	Total
	'000 CAN\$	'000 CAN\$	'000 CAN\$
8. Market distribution of feature films	F43297	F43298	F43140
a) theatres	\$	\$	\$
b) conventional television networks and stations	F43299	F43301	F43150
c) speciality and pay-TV	F43302	F43303	F43160
d) video-on-demand (VOD) and/or pay-per-view (PPV)	F43304	F43305	F43170
e) other platforms (e.g., Internet download and streaming, mobile platform)	F43306	F43307	F43180

	Canadian productions	Non-Canadian productions	Total
<b>9. Market distribution of television programs</b>	<b>'000 CAN\$</b>	<b>'000 CAN\$</b>	<b>'000 CAN\$</b>
	F43308	F43309	F43190
a) speciality television	\$ <input type="text"/> ,000	\$ <input type="text"/> ,000	\$ <input type="text"/> ,000
b) conventional television networks and stations	F43311 \$ <input type="text"/> ,000	F43312 \$ <input type="text"/> ,000	F43200 \$ <input type="text"/> ,000
c) pay-TV	F43313 \$ <input type="text"/> ,000	F43314 \$ <input type="text"/> ,000	F43210 \$ <input type="text"/> ,000
d) video-on-demand (VOD) and/or pay-per-view (PPV)	F43315 \$ <input type="text"/> ,000	F43316 \$ <input type="text"/> ,000	F43220 \$ <input type="text"/> ,000
e) other platforms (e.g., Internet download and streaming, mobile platform)	F43317 \$ <input type="text"/> ,000	F43318 \$ <input type="text"/> ,000	F43230 \$ <input type="text"/> ,000
<b>10. Sales for distribution of other audiovisual works to all markets (e.g., videos for short films, corporate/industry, music, government and documentaries not intended for theatrical or television release)</b>	F43319 \$ <input type="text"/> ,000	F43321 \$ <input type="text"/> ,000	F43240 \$ <input type="text"/> ,000
<b>Primary market – Outside Canada</b>			
<b>11. Distribution of feature films, television programs and other audiovisual works to all markets</b>	F43322 \$ <input type="text"/> ,000	F43323 \$ <input type="text"/> ,000	F43250 \$ <input type="text"/> ,000
<b>12. Total</b> (sum of questions 8 to 11)	F43260 \$ <input type="text"/> ,000	F43270 \$ <input type="text"/> ,000	F43280 \$ <input type="text"/> ,000
<b>Language</b>			
Please provide the percentage of production sales where the original language was:			
	Canadian productions	Non-Canadian productions	
	percentage	percentage	
13. English	F43324 <input type="text"/> <input type="text"/> <input type="text"/> %	F43325 <input type="text"/> <input type="text"/> <input type="text"/> %	
14. French	F43326 <input type="text"/> <input type="text"/> <input type="text"/> %	F43327 <input type="text"/> <input type="text"/> <input type="text"/> %	
15. Other	F43328 <input type="text"/> <input type="text"/> <input type="text"/> %	F43329 <input type="text"/> <input type="text"/> <input type="text"/> %	
	100%	100%	



### Expenses breakdown

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

'000 CAN\$

16. Cost of DVDs and Blu-rays purchased	F61321 \$ <input type="text"/> ,000
17. Royalties, rights and licensing fees from Canadian productions	F62009 \$ <input type="text"/> ,000
18. Royalties, rights and licensing fees from non-Canadian productions	F62011 \$ <input type="text"/> ,000

For Information Only

## Detail on purchased services

Please provide a breakdown of expenses for the following purchased services in thousands of Canadian dollars.

### 1. Office and computer related purchased services

'000 CAN\$

	F61308	\$		,000
a) data processing, hosting and related services				
	F61309	\$		,000
b) business support services <b>Include:</b> reproductions, call centres and debt collection				
	F61311	\$		,000
c) other office and computer related purchased services				
<b>Total office and computer related purchased services</b>	F61310	\$		,000

### 2. Professional fees and services

'000 CAN\$

	F62402	\$		,000
a) legal services				
	F62403	\$		,000
b) accounting, tax preparation, bookkeeping and payroll services				
	F62404	\$		,000
c) management, scientific and technical consulting services <b>Include:</b> training				
	F62405	\$		,000
d) office administrative services				
	F62406	\$		,000
e) freight transportation arrangements and customs brokering services				
	F62407	\$		,000
f) brokerage and other insurance related services				
	F62408	\$		,000
g) security brokerage and securities dealing services				
	F62409	\$		,000
h) other purchased professional services				
<b>Total professional fees and services</b>	F62400	\$		,000

### 3. Rental and leasing services

'000 CAN\$

	F62411	
a) non-residential real estate rental	\$	,000
	F62412	
b) motor vehicle rental and leasing	\$	,000
	F62413	
c) computer equipment rental and leasing	\$	,000
	F62414	
d) office machinery and equipment rental and leasing services <b>Exclude:</b> computer equipment	\$	,000
	F62415	
e) commercial and industrial machinery and equipment renting and leasing services, without operator <b>Exclude:</b> office equipment	\$	,000
	F62416	
f) other rental services	\$	,000
<b>Total rental services</b>	\$	,000

### 4. Repairs and maintenance services

'000 CAN\$

	F62417	
a) security services and investigation	\$	,000
	F62418	
b) waste management and remediation services	\$	,000
	F62419	
c) motor vehicle repair and maintenance services	\$	,000
	F62421	
d) other repair and maintenance services	\$	,000
<b>Total repair and maintenance</b>	\$	,000

### 5. Royalties, franchise fees and membership

'000 CAN\$

	F62002	
a) rights to non-financial intangible assets	\$	,000
	F62603	
b) membership fees or services	\$	,000
	F62003	
c) other royalties, franchise fees and memberships	\$	,000
<b>Total royalties, franchise fees and memberships</b>	\$	,000

## Sales by type of customer

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%

For Information Only

## 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>	

## 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**? \$  ,000

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

	percentage
a) <u>goods</u>	<input type="text" value="F43218"/> %
b) <u>services</u>	<input type="text" value="F43219"/> %
c) <u>royalties, rights, licensing and franchise fees</u>	<input type="text" value="F47202"/> %
<b>Total</b>	<input type="text" value="F43590"/> %

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

	percentage
a) <u>United States</u>	<input type="text" value="F43221_g1"/> %
b) <u>Mexico</u>	<input type="text" value="F43221_g2"/> %
c) <u>other countries — please specify by listing top 4 contributors:</u>	
B50002_1	<input type="text" value="F43222_1"/> %
B50002_2	<input type="text" value="F43222_2"/> %
B50002_3	<input type="text" value="F43222_3"/> %
B50002_4	<input type="text" value="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**? \$  ,000

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

	percentage
a) <u>goods</u>	<input type="text" value="F61315"/> %
b) <u>services</u>	<input type="text" value="F61316"/> %
c) <u>royalties, rights, licensing and franchise fees</u>	<input type="text" value="F61317"/> %
<b>Total</b>	<input type="text" value="F61330"/> %

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

	percentage
a) <u>United States</u>	<input type="text" value="F61318_g1"/> %
b) <u>Mexico</u>	<input type="text" value="F61318_g2"/> %
c) <u>other countries — please specify by listing top 4 contributors:</u>	
B50003_1	<input type="text" value="F61319_1"/> %
B50003_2	<input type="text" value="F61319_2"/> %
B50003_3	<input type="text" value="F61319_3"/> %
B50003_4	<input type="text" value="F61319_4"/> %

## Contact person

### Name of person to contact about this questionnaire:

Last name

B00003

First name

B00004

Title

B00005

Telephone number

B00006

Extension number

B00007

Fax number

B00008

Email address

B00009

Website

B00011

Date completed (yyyy-mm-dd):

B00012

hours

B00013

minutes

B00014

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

## Comments

We invite your comments below.  
If necessary, please attach a separate sheet.  
Please be assured that we review all comments with the intent of improving the survey.

B00002

## 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)**