

**Survey on Financing of Small and Medium Enterprises**  
**2007**

FINAL SPECIFICATION FOR COLLECTION OVER THE TELEPHONE

**Small Business and Special Survey Division**  
**Statistics Canada**

FOR INFORMATION ONLY

## INTRODUCTION AND FRAME MAINTENANCE

**READ:** “Hello, my name is (interviewer) and I call from Statistics Canada. Your business has been selected to participate in a national survey on the financing of small and medium-sized businesses. The survey is designed to find out what types of financing businesses use, and is important to guide public policy. Are you the person who would best be able to provide information on financing of the business?”

**NOTE:** *If the respondent says “no”, ask: “May I speak with the person who would best be able to answer the survey?”*

“Your answers to this voluntary survey will be treated in strict confidence. To ease response burden, they will be linked to tax data for your business from the Canada Revenue Agency, used for statistical purposes and published in aggregate form only. The survey is conducted under the authority of the Statistics Act.”

**PROMPT:** *If respondent asks what tax data will be shared: “Financial statements for the year 2007 as well as sales information for the years 2003 to 2007 would be accessed, including income statement items such as revenue and expenses, as well as balance sheet items such as assets and liabilities.”*

**NOTE:** *If respondent wants to know how long the survey will take, respond: “The survey will take between 15 and 30 minutes of your time.”*

Before we begin I would like to inform you that a supervisor may listen to the call for the purpose of quality control.

Sections of the Frame that may need to be updated:

Frame Maintenance Section 02-Legal Name Modification

Frame Maintenance Section 04- Operating (Business) Name Modification

Frame Maintenance Section 05 - Civic Address of establishment

Frame Maintenance Section 14A- Contact designation, first name, last name, title, language, address, phone number, fax number.

*Note to Don: please contact John Griffin (O/D) for any questions on this.*

## A. FINANCE REQUESTS

- A.1** When did the business make its most recent request for financing? This includes any request for borrowing, capital leases, government grants and equity financing; regardless if your request was approved, withdrawn or declined. Was your most recent financing request during <sup>3596</sup>

*(Note: Read list and stop after first “yes” answer.)*

- a) The last 12 months → GOTO A.2
- b) The last 3 years → GOTO A.7
- c) More than 3 years ago → GOTO SECTION “E”
- d) The business has never made a request for external financing → GOTO SECTION “E”

8 = Refused → GOTO SECTION “E”

9 = Don’t know → GOTO SECTION “E”

- A.2** Over the past 12 months, did the business apply for new or additional loans, lines of credit or credit cards?<sup>3000</sup>

- 1= Yes
- 3= No → GOTO Section “B”
- 8= Refused → GOTO Section “B”
- 9= Don’t know → GOTO Section “B”

**A.3** How many credit suppliers did the business approach to obtain financing?<sup>3600</sup>  
 \_\_\_\_\_ financial institutions

- 8 = Refused
- 9 = Don’t know

*If C3600 = 1 → GOTO A.5*

**A.4** Did any of these suppliers refuse financing?<sup>3601</sup>

- 1= Yes
- 3= No
- 8= Refused
- 9= Don’t know

**A.5** What was the last financial institution or credit supplier that the business approached to request new or additional credit?<sup>3602</sup>

*(Note: Read list and stop after first “yes” answer.)*

- a) Bank
- b) Credit union/Caisse populaire
- c) Government institution (specify): \_\_\_\_\_<sup>3605</sup>
- d) Other (specify): \_\_\_\_\_<sup>3607</sup>

**A.6** Why did the business choose this credit supplier?

*(NOTE: Read every option and mark “yes” or “no” for each one.)*

	YES	NO
This was the regular financial institution for the business <sup>4002</sup>	<input type="radio"/>	<input type="radio"/>
This was the only credit supplier in our area <sup>4004</sup>	<input type="radio"/>	<input type="radio"/>
Thought other credit suppliers would reject the application <sup>1105</sup>	<input type="radio"/>	<input type="radio"/>
Thought this credit supplier would offer the lowest interest rate <sup>3608</sup>	<input type="radio"/>	<input type="radio"/>
Thought this credit supplier would offer the best credit terms and conditions <sup>4006</sup>	<input type="radio"/>	<input type="radio"/>
Other <sup>4012</sup> : _____ <sup>4013</sup>		

**A.7** How did the business intend to use the financing that was requested? Was it for:

*(NOTE: Read every option, if necessary. Mark “yes” or “no” for each one.)*

- a) Land and buildings?<sup>3609</sup>
- b) Vehicles/rolling stock&<sup>3610</sup>
- c) Computer hardware and software<sup>8065</sup>
- d) Other Machinery and equipment?<sup>3611</sup>
- e) Working capital/operating capital such as inventory or paying suppliers?<sup>4023</sup>
- f) Research and development? (*PROMPT: R&D refers to expenditures to develop or improve a product*)<sup>4019</sup>
- g) Debt consolidations?<sup>4021</sup>
- h) Intangibles? (such as training, customer lists, goodwill)<sup>3612</sup>
- i) Purchase a business?<sup>3613</sup>
- j) To grow the business?<sup>8066</sup>

k) Another purpose? <sup>4025</sup> (please specify): \_\_\_\_\_ <sup>4026</sup>

If C3596 (A.1) = "last twelve months" → GOTO Q.9

**A.8** Was any credit authorized as a result of this request? <sup>3614</sup>

- a) The full amount was authorized → GOTO Section "B"
- b) A partial amount was authorized → GOTO Section "B"
- c) The request was turned down → GOTO Section "B"
- d) Application was withdrawn → GOTO A.13

8 = Refused → GOTO Section "B"

9 = Don't know → GOTO Section "B"

**A.9** How did the business first request the financing from the credit supplier? <sup>4184</sup>

(Note: Read list and stop after first "yes" answer.)

- a) Application filled in at the branch
- b) Application by phone
- c) Application over the Internet or email
- d) Other, please specify: \_\_\_\_\_ <sup>4191</sup>

8 = Refused

9 = Don't know

If "ind" = "KBP" → GOTO A.10 (Note to Don: this is a BSMD-generated variable based on NAICS.)  
Otherwise GOTO A.11

**A.10** Do you own a patent? <sup>3618</sup>  Yes  No

**A.11** What was the amount of financing requested for:

*NOTE: If respondent is only able to report "total financing requested", please input this amount in "Other", and fill in "DK" for "term loan" and "operating line".*

- a) a Term loan or mortgage with a maturity greater than 12 months? \$ \_\_\_\_\_ .00 <sup>4030</sup>
- b) an Operating line? (e.g., short-term loans, lines of credit, credit cards) \$ \_\_\_\_\_ .00 <sup>3620</sup>
- c) any other instrument?, specify: \_\_\_\_\_ <sup>4044</sup> \$ \_\_\_\_\_ .00 <sup>4045</sup>
- 
- d) Total financing requested: \$ \_\_\_\_\_ .00 <sup>4049</sup>

*NOTE: If more than one instrument was reported, confirm "total financing requested" with respondent.*

**A.12** Was any credit authorized as a result of this request? <sup>3621</sup>

- The full amount was authorised → GOTO A.15
- A partial amount was authorised : \$ \_\_\_\_\_ .00 <sup>3623</sup> → GOTO A.15
- Request was turned down → GOTO A.14
- Application under review → GOTO SECTION "B"
- Application withdrawn → GOTO A.13

**A.13** Why was the request withdrawn? Was it because <sup>3627</sup>

(Note: Read list and stop after first "yes" answer.)

- O The loan was no longer needed
- O Process too cumbersome
- O Feared loan request would be rejected
- O Other (specify): \_\_\_\_\_ <sup>3631</sup>

→ GOTO SECTION "B"

**A.14** What reasons did the credit supplier give for turning down the loan request?

- a) Credit supplier gave no reason <sup>4063</sup> → GOTO A.22
- OR

Read every option and mark "yes" or "no" for each one:

- b) Insufficient sales, income or cash flow <sup>4064</sup>
- c) Insufficient collateral <sup>4066</sup>
- d) Business plan was rejected <sup>3632</sup>
- e) Poor credit history <sup>4069</sup>
- f) Business operates in an unstable industry <sup>8067</sup>
- g) Business is too young <sup>8068</sup>
- h) Other <sup>4075</sup>: \_\_\_\_\_ <sup>4076</sup>

→ GOTO A.22

**A.15** Note: If more than one instrument was reported in Question A.11, answer for the instrument with the largest authorisation.

What is the interest rate on the loan? <sup>3633</sup>

Interest rate: \_\_\_\_% → GOTO A.16

8 = Refused → GOTO A.17

9 = Don't know → GOTO A.16

**A.16** Is this a fixed rate or a variable rate loan? <sup>3634</sup>

- (a) fixed rate
- (b) variable rate

8 = Refused

9 = don't know

**A.17** What is the length of term of the loan?

Length of term: \_\_\_\_ years <sup>3635</sup> \_\_\_\_ months <sup>3636</sup>

8 = Refused

9 = don't know

**A.18** What was the total dollar amount of fees associated with obtaining the loan?

*PROMPT: Please include an estimate of the total of direct fees, appraisals, application fees and other expenses.*

*Important Note: if no fees were paid, you must enter "0".*

\$ \_\_\_\_\_ .00 <sup>3637</sup>

8= Refused

9= Don't know

**A.19** Was the financing guaranteed by a government program such as the Canada Small Business Financing Act?<sup>3638</sup>

1= Yes

3= No

8= Refused

9= Don't know

**A.20** Did the credit supplier require the business to provide collateral to obtain the new financing?<sup>3639</sup>

*PROMPT: Collateral are any assets pledged as security for the payment of a debt.*

1= YES

3= NO

8= REFUSED

9= DON'T KNOW

**A.21** Did the credit supplier require co-signatures from individuals other than the business owners as a condition to obtain the loan?<sup>1107</sup>

1 = YES

3 = NO

8= REFUSED

9= DON'T KNOW

**A.22** Which of the following documents were requested as part of the application process?

*Read every option and mark "yes" or "no" for each one:*

b) Formal application for financing? <sup>4193</sup>

c) Business financial statements? <sup>4194</sup>

*PROMPT : Business financial statements include statements such as the balance sheet, the statement of incomes and expenditures and the statement of changes in financial position*

d) Business plan? <sup>4195</sup>

*PROMPT : A business plan is a document specifying the business' goals and the strategy to attain them, along with the actions to be undertaken to achieve this strategic plan.*

e) Personal financial statement? <sup>4196</sup>

*PROMPT : Financial statements that, taken together, provide appropriate disclosure for the financial affairs of a particular individual or organisation.*

f) Appraisals of assets? <sup>4197</sup>

*PROMPT : An appraisal is the valuation of real estate or other assets for collateral purposes by qualified experts recognised by a credit supplier.*

g) Cash flow projection? <sup>4199</sup>

PROMPT :*The projection of funds available to the company to pay dividends and finance expansion.*

h) Other documentation? \_\_\_\_\_<sup>4200</sup>. Please specify \_\_\_\_\_<sup>4201</sup>

If C4030 = 0 → GOTO Section “B”

OR

If C3621 ≠ “full amount authorised” or “partial amount authorised” → GOTO Section “B”

**A.23** Overall, how satisfied were you with the services offered by the financial institution which provided you with term lending? <sup>3749</sup>

*(Note: Read list and stop after first “yes” answer.)*

5 = Very satisfied

4 = Satisfied

3 = Neither satisfied nor dissatisfied

2 = Dissatisfied

1 = Very Dissatisfied

8 = Refused

9 = Don't know

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## B. DETAILS ON LAST REQUESTS FOR LEASES

**B.1** When did the business make its most recent request for new or additional capital lease financing? <sup>3641</sup>

*PROMPT : capital leasing contracts appear as debt on the balance sheet.*

*(Note: Read list and stop after first "yes" answer.)*

- a) The last 12 months
- b) The last 3 years
- c) More than 3 years ago → GOTO SECTION "C"
- d) The business has never made a request for capital lease financing → GOTO SECTION "C"

8 = Refused → GOTO Section "C"

9 = Don't know → GOTO Section "C"

**B.2** What type of asset did the business try to acquire through this lease?

*(NOTE: Read every option, if necessary. Mark "yes" or "no" for each one.)*

- a) Business or office space <sup>5016</sup>
- b) Vehicles <sup>1114</sup>
- c) Computer hardware and software <sup>1115</sup>
- d) Other Machinery and Equipment <sup>1113</sup>
- e) Other <sup>5022</sup> (please specify): \_\_\_\_\_ <sup>5023</sup>

8 = Refused

9 = Don't know

**B.3** Was the lease authorised as a result of this request? <sup>5025</sup>

1 = Yes (fully or partially)

3 = No → GOTO SECTION "C"

8 = Refused → GOTO SECTION "C"

9 = Don't know → GOTO SECTION "C"

**B.4**

What was the total value of the lease authorised? <sup>5024</sup>

\$ \_\_\_\_\_ .00

8 = Refused

9 = Don't know

## C. DETAILS ON REQUESTS FOR EQUITY FINANCING

**C.1** When did the business make its most recent request for equity financing? <sup>3645</sup>

*PROMPT : This would be any request for financing from outside investors including friends and family members in exchange for a share of the ownership of the business.*

*(Note: Read list and stop after first "yes" answer.)*

- a) the last 12 months
- b) the last 3 years
- c) more than 3 years ago → GOTO SECTION "D"
- d) the business has never made a request for equity financing → GOTO SECTION "D"

8 = Refused → GOTO Section "D"

9 = Don't know → GOTO Section "D"

**C.2** Who did you request equity financing from? Was it from...

*(NOTE: Read every option and mark "yes" or "no" for each one.)*

- (a) A friend or relative of the business owner <sup>3735</sup>
- (b) An employee of the business <sup>3736</sup>
- (c) A private investor from outside the firm unrelated to the firm and its owners (i.e. angels) <sup>3737</sup>
- (d) A crown corporation or government institution <sup>3738</sup>
- (e) Other <sup>3739</sup>, please specify \_\_\_\_\_ <sup>6001</sup>

**C.3** Was an investment provided as a result of your most recent request? <sup>6032</sup>

1 = Yes → GOTO C.4

3 = No → GOTO Section "D"

8 = Refused → GOTO Section "D"

9 = Don't know → GOTO Section "D"

**C.4** What was the total value of the investment provided? <sup>6055</sup> \$ \_\_\_\_\_

*(PROMPT: Please provide a best estimate).*

**C.5** Was either all or part of this amount a follow-up investment from an existing business owner? <sup>8069</sup>

1 = Yes

2 = No

8 = Refused

9 = Don't know

## D. DETAILS ON REQUESTS FOR SUPPLIER AND GOVERNMENT FINANCING

**D.1** When did the business make its most recent request for a grant, subsidy, no-interest loan or non-repayable contribution from government? <sup>3649</sup>

(Note: Read list and stop after first "yes" answer.)

a) the last 12 months

b) the last 3 years

c) more than 3 years ago → GOTO D.4

d) the business has never made a request for government-aided financing → GOTO D.4

8 = Refused → GOTO Q.4

9 = Don't know → GOTO Q.4

**D.2** Was the request approved? <sup>3653</sup>

1 = Yes

3 = No → GOTO D.4

8 = Refused

9 = Don't know

**D.3** What was the amount of financing authorised? <sup>1146</sup>

\$ \_\_\_\_\_ .00

8 = Refused

9 = Don't know

**D.4** When did the business make its most recent request for trade credit from a supplier? <sup>3655</sup>

*PROMPT: Trade credit debt is reported as "Accounts payable" on your Financial Statements.*

(Note: Read list and stop after first "yes" answer.)

a) the last 12 months

b) the last 3 years

c) more than 3 years ago → GOTO SECTION "E"

d) the business has never made a request for trade credit → GOTO SECTION "E"

8 = Refused → GOTO Section "E"

9 = Don't know → GOTO Section "E"

**D.5** Was the request approved? <sup>3659</sup>

1 = Yes

3 = No → GOTO Section "E"

8 = Refused → GOTO Section "E"

9 = Don't know → GOTO Section "E"

If C3655 = 1 → GOTO D.6 (Note to Don: C3655 refers to Question D.4)  
 Otherwise → GOTO Section “E”

**D.6** What was the amount authorised? <sup>3660</sup>

*PROMPT: Please provide a best estimate.*

\$ \_\_\_\_\_ .00

8 = Refused

9 = Don't know

**E. BUSINESS INFORMATION (ALL BUSINESSES)**

**E.1** Did the business sell or export any of its goods or services outside Canada during the past 12 months? <sup>8016</sup>

1 = yes → GOTO E.2

3 = no → GOTO E.3

8 = Refused → GOTO E.3

9 = Don't know → GOTO E.3

**E.2** What percentage of your revenues came from?

*PROMPT: Please provide a best estimate.*

*NOTE: Should add up to 100%, but if it does not, do NOT correct this with the respondent. (can easily become too time-consuming).*

USA	_____ %	<sup>3661</sup>
Other Americas	_____ %	<sup>3662</sup>
Europe	_____ %	<sup>3663</sup>
China	_____ %	<sup>3664</sup>
Other Asia	_____ %	<sup>3665</sup>
Other	_____ %	<sup>3666</sup> → PLEASE SPECIFY: _____ <sup>3667</sup>
TOTAL	_____ %	<sup>745</sup>

**E.3** Excluding publicly-traded companies, did the majority owners of the business ever make investments in other unrelated businesses? <sup>1140</sup>

1 = yes

3 = no → GOTO E.10

8 = Refused

9 = Don't know

**E.4** How many other businesses did the majority owners make new investments in:

Note: If no investment took place, you must enter "0".

2007 \_\_\_\_\_<sup>3681</sup> if >0 → How many of those were first-time investments? \_\_\_\_\_<sup>3682</sup>  
2006 \_\_\_\_\_<sup>3683</sup> if >0 → How many of those were first-time investments? \_\_\_\_\_<sup>3684</sup>

**E.5** Did the majority owners act as operators in any of these other businesses?<sup>3685</sup>

1 = Yes

3 = No

8 = Refused

9 = Don't know

**E.6** Were these other businesses owned or operated by family or friends?<sup>3686</sup>

1 = Yes

3 = No

8 = Refused

9 = Don't know

**E.7** Were any of these investments in companies that are in a different line of business than yours?<sup>3687</sup>

1 = Yes

3 = No

8 = Refused

9 = Don't know

**E.8** How many exits occurred in 2007?

Note: If no exit occurred, you must enter "0".

(a) exits sold at a profit: \_\_\_\_\_ (number)<sup>3689</sup>

(b) exits sold at a loss: \_\_\_\_\_ (number)<sup>3690</sup>

**E.9** How many exits occurred in 2006?

(b) exits sold at a profit: \_\_\_\_\_ (number)<sup>3692</sup>

(c) exits sold at a loss: \_\_\_\_\_ (number)<sup>3693</sup>

**E.10** Did the business employ any contract workers during the past 12 months? <sup>3668</sup>

*PROMPT: A contract worker is paid on a contractual basis rather than as a paid employee.*

1 = Yes → GOTO E.11

3 = No → GOTO E.12

8 = Refused → GOTO E.12

9 = Don't know → GOTO E.12

**E.11** On average, how many contract workers did the business have during the past 12 months? <sup>1100</sup>

\_\_\_\_\_ number of contract workers

8 = Refused

9 = Don't know

**E.12** During what year did the business first start selling goods and services? <sup>8031</sup>

Year: \_\_\_\_\_

8 = Refused

9 = Don't know

**E.13** Do you plan to make a loan request over the next 12 months? <sup>3669</sup>

1 = Yes

3 = No

8 = Refused

9 = Don't know

**E.14** What percentage of total investment expenditure was devoted to research and development? <sup>8025</sup>

*PROMPT: Please include all R&D expenditures for goods, services and processes.*

*PROMPT: Please provide your best estimate.*

\_\_\_\_\_ %

8 = Refused

9 = Don't know

**E.15** Was the majority ownership of the business held ...

a) by a person with a disability? <sup>8006</sup>

*PROMPT: Disability refers to the limitation in the kind or amount of a person's activity because of a long-term physical condition, mental condition or health problem.*

1 = yes 3 = no 8 = Refused 9 = Don't know

b) by aboriginal persons?<sup>8007</sup>

PROMPT: *Aboriginal persons refer to those persons who identify with at least one Aboriginal group, (i.e. North American Indian, Métis or Inuit).*

PROMPT: *North American Indians" are 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.*

1 = yes 3 = no 8 = Refused 9 = Don't know

c) by persons who are from a visible minority group (other than aboriginal)?<sup>8008</sup>

PROMPT: *Visible minority groups include someone, other than an Aboriginal person, who is non-white in colour/race, regardless of place of birth. For example, Black Chinese, Filipino, Japanese, Korean, South Asian/East Indian, Southeast Asian, non-white West Asian, North African or Arab, non-white Latin American, persons of mixed origin (with one parent in one of the visible minority groups in this list), or other visible minority group.*

1 = yes 3 = no 8 = Refused 9 = Don't know

d) by persons who have resided in Canada for less than 5 years?<sup>1144</sup>

1 = yes 3 = no 8 = Refused 9 = Don't know

e) by members of the same family?<sup>8070</sup>

1=yes 3=no 8 = Refused 9 = Don't know

**E.16** What is the approximate age of the person with the largest share of ownership in the business? <sup>8010</sup>

PROMPT: *In the case of equal partnerships, please report the age of the oldest partner.*

\_\_\_\_\_ years

8 = Refused

9 = Don't know

If "empgr" ≠ "0" GO TO SECTION "F" (Note to Don: this is a BSMD-generated flag.)

**E.17**

Was your entire business income earned from working for only one company in return for commissions or fees?<sup>1101</sup>

Yes

No

Refused

Don't know

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## F. BUSINESS INFORMATION (“modular approach” BUSINESSES)

If “empgr”= ‘100-499’ or “CSBF” = 1 → GOTO F.1 (*Note to Don: “empgr” and “CSBF” are BSMD-generated flags.*)

Randomisation #1: Choose number random between 1 and 100. If that random number is >50 → GOTO Section “G”.

**F.1** During the next two years, do you intend to expand the size and scope of your business? <sup>1131</sup>

1 = Yes

3 = No → GOTO F.4

8 = Refused → GOTO F.4

9 = Don’t know → GOTO F.4

**F.2** Is your company’s current financing sufficient to fund the expansion plans? <sup>3670</sup>

1= yes → GOTO F.4

3 = no

8 = Refused → GOTO F.4

9 = Don’t know → GOTO F.4

**F.3** How would the owners fund the expansion plans? Is it by

(*NOTE: Read every option and mark “yes” or “no” for each one.*)

a) Sharing equity in the business <sup>3755</sup>

b) Making a loan request <sup>3756</sup>

c) Other <sup>3757</sup> Please specify: \_\_\_\_\_ <sup>3758</sup>

**F.4** Which of the following obstacles are serious problems for the growth of your business?

(*NOTE: Read every option and mark “yes” or “no” for each one.*)

		YES	NO
a) finding qualified labour	1132	<input type="radio"/>	<input type="radio"/>
b) instability of consumer demand	1133	<input type="radio"/>	<input type="radio"/>
c) obtaining financing	1134	<input type="radio"/>	<input type="radio"/>
d) government regulations	1136	<input type="radio"/>	<input type="radio"/>

- |  |                 |                       |                       |
|--|-----------------|-----------------------|-----------------------|
| e) management capacity                     | 1137            | <input type="radio"/> | <input type="radio"/> |
| f) environmental regulations/compliance    | <sup>3672</sup> | <input type="radio"/> | <input type="radio"/> |
| g) rising business costs                   | <sup>3673</sup> | <input type="radio"/> | <input type="radio"/> |
| h) increasing competition                  | <sup>3674</sup> | <input type="radio"/> | <input type="radio"/> |
| i) insurance premiums                      | <sup>1135</sup> | <input type="radio"/> | <input type="radio"/> |
| j) other (specify) <sup>3675</sup> : _____ | 3760            | <input type="radio"/> | <input type="radio"/> |

**F.5** What stage of development is your business in?

(Note: Read list and stop after first “yes” answer.)

- a) Start-up (PROMPT: The business is starting commercialisation.)
- b) Fast growth (PROMPT: The business is growing at a rate much faster than the economy.)
- c) Slow growth (PROMPT: Sales are slowly increasing.)
- d) Maturity (PROMPT: Sales have stopped growing.)
- e) Decline (PROMPT: Sales have started to decrease.)

8 = Refused  
9 = Don't know

**F.6** What percentage of the business ownership is held by women?

\_\_\_\_\_ % <sup>8005</sup>

8 = Refused  
9 = Don't know

**F.7** How many years of experience does the majority owner have in owning or managing a business? <sup>1145</sup>

Important Note: if respondent says less than 6 months, write “0”.

\_\_\_\_\_ years

8 = Refused  
9 = Don't know

**F.8** In the next five years, do you intend to sell, transfer, or close your business? <sup>3677</sup>

1 = Yes  
3 = No → GOTO F.10

8 = Refused → GOTO F.10  
9 = Don't know → GOTO F.10

**F.9** Do you intend to <sup>3678</sup>

(Note: Read list and stop after first “yes” answer.)

- (a) Transfer to family without money changing hands?
- (b) Sell to a family member?

- (c) Sell to an external party?
- (d) Close the business?
- (e) Other : specify: \_\_\_\_\_ <sup>3729</sup>

**F.10** What is the mother tongue of the majority owner? <sup>3740</sup>

*(Note: Read list and stop after first “yes” answer.)*

- 1 = English
- 3 = French
- 4 = Other, please specify: \_\_\_\_\_ <sup>3743</sup>

- 8 = Refused
- 9 = Don't know

**F.11** Which of the following categories best describes the net worth of the majority business owner, including all private and business assets? Is it ... <sup>3679</sup>

*(Note: Read list and stop after first “yes” answer)*

- a) Less than \$25,000 → GOTO Section “G”
- b) 25,000-100,000 → GOTO Section “G”
- c) 100,000-500,000 → GOTO Section “G”
- d) between 500,000 and \$1,000,000 → GOTO Section “G”
- e) over \$1 million → GOTO Question F.12

- 8 = Refused → GOTO Section “G”
- 9 = Don't know → GOTO Section “G”

**F.12** Does the business owner meet the definition of an “accredited investor”; that is does the business owner have more than \$1,000,000 in liquid financial assets? <sup>3680</sup>

- 1 = Yes
- 3 = No

- 8 = Refused
- 9 = Don't know

## G. NECESSARY SOURCES OF FINANCE FOR YOUR BUSINESS

!-- MODULAR APPROACH ! --

If “empgr”= ‘100-499’ or “CSBF” = 1 → GOTO G.1 (*Note to Don: “empgr” and “CSBF” are BSMD-generated flags*)

Randomisation #2: Choose number random between 1 and 100. If that random number is >50 → GOTO Section “H”.

FOR INFORMATION ONLY

G.1 Which of the following sources of finance did you USE to keep your business in operation?  
 (Note: include any source used, regardless of whether it was authorized or obtained in a prior year)

	Yes	No	
Commercial or personal loans and lines of credit from financial institutions including credit cards	O <sup>1</sup>	O <sup>3</sup>	3694
Credit from government lending agencies or government grants	O <sup>1</sup>	O <sup>3</sup>	3695
Retained earnings	O <sup>1</sup>	O <sup>3</sup>	3696
Trade credit owing to suppliers	O <sup>1</sup>	O <sup>3</sup>	3697
Leasing	O <sup>1</sup>	O <sup>3</sup>	3698
Loans from employees	O <sup>1</sup>	O <sup>3</sup>	3699
Personal savings of business owner(s)	O <sup>1</sup>	O <sup>3</sup>	3700
Loans from friends or relatives of business owner(s)	O <sup>1</sup>	O <sup>3</sup>	3701
Loans from individuals unrelated to the firm or its owner ("angels")	O <sup>1</sup>	O <sup>3</sup>	3702
Micro-credit ( <i>PROMPT: these are loans under \$25 000, using alternative assessment processes, for entrepreneurs who cannot access other financing</i> )	O <sup>1</sup>	O <sup>3</sup>	3703
Other sources of financing (Please Specify) ..... <sup>3705</sup>	O <sup>1</sup>	O <sup>3</sup>	3704

G.2 How did the current owners take possession of the business?<sup>3706</sup>

Note: Read options and stop after first "yes" response

<input type="radio"/> Bought/acquired from a family member →	GOTO Section "I"
<input type="radio"/> Bought/acquired from a non-family member →	GOTO Section "I"
<input type="radio"/> Started from scratch →	GOTO Question G.3
<input type="radio"/> Other (Please Specify) ..... <sup>3724</sup>	GOTO Section "I"

G.3 Which of the following sources of finance did you USE to finance the start-up of your business PRIOR to the first sale of goods or services?

	YES	NO	UNSURE	
Commercial or personal loans and lines of credit from financial institutions including credit cards	O <sup>1</sup>	O <sup>3</sup>	O <sup>5</sup>	3708
Credit from government lending agencies or government grants	O <sup>1</sup>	O <sup>3</sup>	O <sup>5</sup>	3709
Retained earnings	O <sup>1</sup>	O <sup>3</sup>	O <sup>5</sup>	3710
Trade credit owing to suppliers	O <sup>1</sup>	O <sup>3</sup>	O <sup>5</sup>	3711
Leasing	O <sup>1</sup>	O <sup>3</sup>	O <sup>5</sup>	3712
Personal savings of business owner(s)	O <sup>1</sup>	O <sup>3</sup>	O <sup>5</sup>	3713
Loans from friends or relatives of business owner(s)	O <sup>1</sup>	O <sup>3</sup>	O <sup>5</sup>	3714
Loans from individuals unrelated to the firm or its owner ("angels")	O <sup>1</sup>	O <sup>3</sup>	O <sup>5</sup>	3715
Micro-credit ( <i>PROMPT: loans under \$25 000, using alternative assessment processes, for entrepreneurs who cannot access other financing</i> )	O <sup>1</sup>	O <sup>3</sup>	O <sup>5</sup>	3716
Other sources of financing (Please Specify) ..... 3718	O <sup>1</sup>	O <sup>3</sup>	O <sup>5</sup>	3717

## H. FINANCIAL STATEMENT INFORMATION

If enterprise is a corporation (i.e., TAXTYPE=CORPORATE) → GOTO SECTION "I"

The following two questions make reference to your latest financial statements.

H.1. What was the approximate amount of total business liabilities? <sup>3719</sup> \$ \_\_\_\_\_ .00

*PROMPT: What is the approximate total amount of all short-term and long-term debt that the business owes its creditors?*

H.2. What was the approximate amount of total business assets? <sup>3720</sup> \$ \_\_\_\_\_ .00

*PROMPT: What is the approximate total amount of all financial and non-financial assets that the business owns?*

## I. DATA SHARING AGREEMENTS

If CP\_PROV ≠ "QC" GOTO survey conclusion.

I.1. To avoid duplication, Statistics Canada has entered into an agreement, under section 12 of the Statistics Act, to share with the Institut de la Statistique du Québec information from this survey, including tax information. The Institut has undertaken to keep this information confidential. Do you agree to share your information with the Institut? <sup>8064</sup>

*PROMPT: If respondent asks if sharing includes tax data, respond: "Your survey responses as well as your tax data would be shared. Tax information refers to financial statement information for your business, obtained from the Canada Revenue Agency."*

*PROMPT: If respondent asks if it is an option to only share survey data, respond: "It is impossible to share only your survey responses but not your tax data with the ISQ. You must choose to either share all your responses including tax data, or to share no data with the ISQ."*

- 1 = Yes
- 3 = No
- 8 = Refused
- 9 = Don't know

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CONCLUSION TEXT