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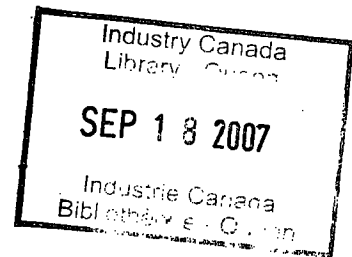
**REPORT
on the
PILOT SURVEY OF BUSINESS TERMINATIONS IN CANADA, 1998**

submitted to:

**Industry Canada
ESBO
235 Queen Street
Ottawa, Ontario
K1A 0H5**

submitted by:

**Statistics Canada
Small Business and Special Surveys Division
Jean Talon Building, 10th Floor
Ottawa, Ontario
K1A 0T6**



April 30, 1999

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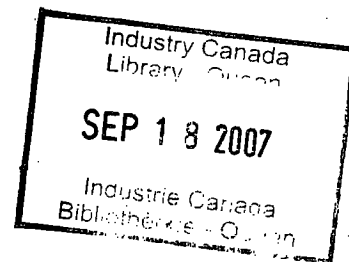


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I. BACKGROUND.

In March of 1999, the Small Business and Special Surveys Division (SBSSD) of Statistics Canada undertook a pilot survey of business terminations in Canada on behalf of the Entrepreneur and Small Business Office (ESBO) of Industry Canada.

The purpose of the Pilot was to assess the feasibility of conducting a full-scale survey of business terminations in Canada. The information collected by the survey would provide ESBO with data on the reasons for business exits and the factors that contribute to business exits. The results of the Pilot were expected to determine the feasibility (i.e. the amount of time and resources required to trace the target population) and cost of a full-scale survey. Also, the Pilot was expected to provide information on improving tracing of business exits, as well as improvements to the questions used to collect the information.

To fulfill the requirements of this study, SBSSD proposed to survey a sample of 100 businesses (with less than 500 employees) that had communicated to Revenue Canada during the last twelve months their intention to cease operations. The Pilot was designed to gather new statistical information on the number of businesses that terminate their operations, the financial situation of the business prior to termination, the factors contributing to the closure, the profile of the owner, and the kind of assistance that might have helped the business to survive.

The project was managed by the Small Business and Special Surveys Division and supported by the Business Survey Methods Division (BSMD); the Data Access and Control Division (DACS); the Questionnaire Design Resource Centre (QDRC); the Business Register (BR), and, the Survey Operations Division (SOD) of Statistics Canada.

II. APPROACH USED FOR THE PILOT.

The *Pilot Survey of Business Terminations in Canada, 1998* involved the following major tasks:

1. Project planning: Discussion with ESBO and STC suppliers regarding survey process, specifications and costing; contract approval and survey prescription (authorization from Chief Statistician).

2. Content and frame development: Elaboration of survey questions; selection of sample; preparation, review and testing of the questionnaire.
3. Survey operations: Develop the collection specifications and procedures for survey interviewers; coordinate survey collection, capture and editing.
4. Production of Final Report: Review the micro data and carry out the preliminary analysis; prepare final report for ESBO.

III. METHODOLOGY FOR THE PILOT.

SBSSD proposed to survey a sample of 100 businesses with less than 500 employees that ceased operations over the last twelve months. The survey units were drawn from a "pending file" of businesses that stopped remitting their GST or payroll deductions to Revenue Canada. The file contained businesses that had revenues greater than \$30,000 a year (with and without employees). Note: The Business Register Division of Statistics Canada maintains the file.

Given the relatively small sample size and nature of the Pilot project, a telephone interview and questionnaire transcription collection method was used. Using the telephone interview/questionnaire collection method produced significantly better response rates and better quality responses than a mail-out/mail-back questionnaire method.

The collection activities for the Pilot project were carried out in the Edmonton Regional Office. The tools used by the RO interviewers to trace the business terminations in sample included the following: telephone directories; city directories; directory assistance; town clerk; Post Office; and business registries. The interviewers were trained in refusal avoidance and the interviewers were instructed to clarify answers with the respondents, thus reducing response error.

The file used to draw the sample contained approximately 7,500 enterprise records. The number of "100" sampled units was chosen arbitrarily for the pilot study with no guarantee of reliable coefficients of variation (CV). The sample was designed to cover four business employment sizes, nine industry groups and five regions. The actual sample by Business size (number of employees) consisted of:

- ✓ 33 businesses with no employees
- ✓ 33 businesses of less than 20 employees
- ✓ 25 businesses with 20 to 99 employees

- ✓ 9 businesses with 100 to 499 employees

The actual sample by Industry groups consisted of:

- ✓ 10 businesses in the Primary industries (Logging and forestry, mining, quarries and oil wells)
- ✓ 11 businesses in Manufacturing
- ✓ 11 businesses in Construction
- ✓ 10 businesses in Transportation, storage, communications and other utilities
- ✓ 11 businesses in Wholesale and retail trade
- ✓ 13 businesses in Finance, insurance and real estate operators
- ✓ 12 businesses in Business services
- ✓ 11 businesses in Accommodation, food and beverage services
- ✓ 11 businesses in Other services

The actual sample by Region consisted of:

- ✓ 20 businesses in Atlantic Canada
- ✓ 20 businesses in Quebec
- ✓ 20 businesses in Ontario
- ✓ 20 businesses in the Prairies
- ✓ 20 businesses in British Columbia and the territories

IV. PILOT SURVEY STATUS REPORT.

The actual tracing and telephone survey was carried out by the Survey Operations Division of Statistics Canada during the last two weeks of March 1999. Of the 100 businesses sampled for the *Pilot Survey of Business Terminations in Canada, 1998* there were 69 businesses that were contacted and agreed to be interviewed; 30 businesses, which could not be contacted, and one business that refused to participate.

Table 1 shows the tracing results (i.e. completed, unable to locate) for the *Pilot Survey of Business Terminations in Canada, 1998* for the five Canadian Regions (Atlantic, Quebec, Ontario, Prairies, British Columbia and the territories) by four employment size categories (no employees, 1 to 19 employees, 20 to 99 employees, 100 to 499 employees).

Regions	Status	Employment size				
		0	1-19	20-99	100-499	Total
Atlantic	Completed	6	6	1	0	13
	UTL*	3	3	1	0	7
Quebec	Completed	3	4	2	1	10
	UTL	2	2	4	1	9
	Refusal	1	0	0	0	1
Ontario	Completed	6	4	4	1	15
	UTL	0	2	1	2	5
Prairies	Completed	4	5	5	2	16
	UTL	2	1	1	0	4
BC	Completed	5	5	4	1	15
	UTL	1	1	2	1	5
Canada	Completed	24	24	16	5	69
	UTL	8	9	9	4	30
	Refusal	1	0	0	0	1
	Total	33	33	25	9	100

Table 2 shows the tracing results (i.e. completed, unable to locate) for the *Pilot Survey of Business Terminations in Canada, 1998* for the five Canadian Regions by Industry (Primary industries -logging and forestry, mining, quarries and oil wells; Manufacturing; Construction; Transportation, storage, communications and other utilities; Wholesale and retail trade; Finance, insurance and real estate operators; Business services; Accommodation, food and beverage services; Other services).

Industry:	Status:	Regions:					
		ATL	QC	ON	PRA	BC	TOTAL
PRIMARY	Completed	2	0	1	2	1	6
	UTL*	0	2	1	0	1	4
MFG.	Completed	2	3	2	2	2	11
	UTL	0	0	0	0	0	0
CONST.	Completed	1	1	2	2	1	7
	UTL	1	2	0	0	1	4
TRANS.	Completed	1	2	1	2	2	8
	UTL	1	0	1	0	0	2
WHOL/RE	Completed	2	0	2	1	3	8
	UTL	1	1	0	1	0	3
FINANCE	Completed	2	1	1	3	1	8
	UTL	0	1	1	0	2	4

	Refusal	0	1	0	0	0	1
SERVICE	Completed	0	1	2	1	1	5
	UTL	2	1	1	2	1	7
BUS.	Completed	1	1	2	2	2	8
	UTL	2	1	0	0	0	3
OTHER	Completed	2	1	2	1	2	8
	UTL	0	1	1	1	0	3
ALL	Completed	13	10	15	16	16	69
	UTL	7	9	5	4	4	30
	Refusal	0	1	0	0	0	1
	Total	20	20	20	20	20	100

The 30 cases of "Unable to locate" can be grouped in the following five categories: 1) nineteen cases were "not-in-service" or "wrong" numbers where no further contact information could be found; 2) six cases were "ring-no-answer" and where no further contact information could be found; 3) two cases were "did not return call"; 4) two cases were abandoned following unsuccessful contacts; and 5) one case where contact was out of the country.

Table 3 shows business status (i.e. ceased operations, still active) for the 69 businesses that were traced and responded to the *Pilot Survey of Business Terminations in Canada, 1998*. The table is broken out into the five Canadian Regions and four employment size categories.

Regions	Status	Employment size				
		0	1-19	20-99	100-499	Total
Atlantic	Ceased	5	6	1	0	12
	Active	1	0	0	0	1
Quebec	Ceased	0	2	1	1	4
	Active	3	2	1	0	6
Ontario	Ceased	3	2	3	0	8
	Active	3	2	1	1	7
Prairies	Ceased	3	1	1	1	6
	Active	1	5	3	1	10
BC	Ceased	3	4	4	1	12
	Active	2	1	0	0	3
Canada	Ceased	14	15	11	3	43
	Active	10	9	5	2	26
	Total	24	24	26	5	69

V. SURVEY HIGHLIGHTS.

Of the 69 respondents to the Pilot survey, 66 answered question **A1** (*What was your position in the business?*). Of these, 26 respondents (or 39.4%) were the sole owner, 7 respondents (or 10.6%) were the majority owner, while 33 respondents (or 50.0%) reported other position. Three respondents did not answer the question (nor any other question except the Comment section). Of the three respondents that refused to answer, the business had never started operations or had ceased operations several years ago.

Below is a table grouping the answers provided by the 33 respondents reporting "Other position" in question A1.

Other position reported in A1:	Frequency:
Accountant/bookkeeper/controller/lawyer	12
Shareholder/partner/co-owner	9
Spouse	6
Manager/owner/employee	3
Other response	3

All of the 69 respondents to the Pilot survey answered question **A2** (*Is business still in business?*). Of these, 26 respondents said "Yes" and 43 respondents said "No".

Of the 69 respondents to the Pilot survey, 26 answered one of the seven choices listed in question **A3** (*Has business experienced any of the following changes during the last twelve months?*). Of these, 6 respondents reported "Changed company's name", 5 respondents reported "Changed ownership or structure, 7 respondents reported "Temporarily inactive", and 8 respondents reported "Other change". Most of the respondents reporting "Other change" specified "still active". Note: If the respondent answered "Yes" to any of the choices in A3, the interview was ended.

There were a total of 40 respondents (businesses that ceased operations) that answered question **A4** (*Which of the following best describes the nature of the closure of business?*). Almost two thirds (62.5%) of the 40 businesses closed voluntarily without debt or were sold as a going concern. Note: Three respondents (businesses that ceased operations) did not answer question A4 (nor any other question except the Comment section).

There were a total of 29 respondents (businesses that ceased operations) that answered question **A5** (*Which of the following assistance might have made it easier to run a successful business?*). More than one third of the respondents (37.9%) specified

the "Other assistance" category, while 17.2% (or 5 respondents) reported "Loan guarantees" as the type of assistance that might have made it easier to run a successful business.

Below is a table grouping the answers provided by the 11 respondents reporting "Other types of assistance needed" in question A5.

Other assistance reported in A5:	Frequency:
Loans/grants/assistance	3
Staff/location	3
Better economy/lower operating costs	5

There were a total of 36 respondents (businesses that ceased operations) that answered question **A6** (*Which of the following factors have contributed to the termination of business?*). The five most common factors given are: not making enough money; difficulty obtaining financing; too much competition; too much work for profitability; and, unable to reach customers. Almost two thirds of the respondents (63.9%) specified the "Other factor" category.

Below is a table grouping the answers provided by the 23 respondents reporting "Other factors" in question A6.

Other factors reported in A6:	Frequency:
Government burden	4
Retired	5
Cost of doing business/debt	3
Family obligations/injury	3
Misc. (incl. not specified)	8

There were a total of 38 respondents (businesses that ceased operations) that answered question **B1** (*In which year did business start operations?*). Of those reporting, eleven businesses (or 39.3%) started prior to 1990, while seventeen businesses (or 61.7%) started operations between 1990 and 1997. Ten respondents said they did not know the date business started operations.

There were a total of 38 respondents (businesses that ceased operations) that answered question **B2** (*In which year did business close its doors?*). Seven businesses ceased operations prior to 1997, seventeen in 1997, and fourteen in 1998. There were a total of 37 respondents (businesses that ceased operations) that answered question **B3** (*What were the total revenues of business during the last 12 months in operation?*). Of those reporting, three businesses had revenues of less than

\$100,000, six businesses had revenues of between \$100,000 and \$1,000,000, and another four businesses had revenues of greater than \$1,000,000. Twenty-four respondents said they did not know the revenues of the last 12 months in operation. One respondent did not answer.

There were a total of 35 respondents (businesses that ceased operations) that answered question **B4** (*What were the total revenues of business during its best year in operation?*). Of those reporting, three businesses had revenues of less than \$100,000 during its best year in operation, ten businesses had revenues between \$100,000 and \$1,000,000, and five businesses had revenues of greater than \$1,000,000 during its best year in operation. Seventeen respondents said they did not know and three respondents did not answer.

There were a total of 38 respondents (businesses that ceased operations) that answered question **B5** (*Has business ever exported its goods or services outside Canada?*). Of these, 3 respondents (or 7.9%) said "Yes" and 29 respondents (or 76.3%) said "No". Six respondents said they did not know.

There were a total of 36 respondents (businesses that ceased operations) that answered question **B7** (*Did business sell to provinces outside its home base?*). Of these, 6 respondents (or 16.7%) said "Yes" and 26 respondents (or 72.2%) said "No". Four respondents said they did not know and two respondents did not answer.

There were a total of 38 respondents (businesses that ceased operations) that answered question **B8** (*Which of the following sources of financing did business use?*). The two top sources of financing are: personal savings (73.7%), and, loans from private lending institutions (42.1%). Almost one fifth of the respondents (18.4%) specified the "Other source" category.

Below is a table grouping the answers provided by the respondents reporting "Other sources" in question B8.

Other sources reported in B8:	Frequency:
Company revenues	7

There were a total of 36 respondents (businesses that ceased operations) that answered question **B9** (*Which of the following government services has business used and how useful did you find them?*). The four most frequently used government services are: Provincial government, Federal government regional agencies, Internet, and, Program for Export Market Development.

There were a total of 38 respondents (businesses that ceased operations) that answered question **C1**, **C2** and **C3** (*Was the owner of business male or female?/What was the age category of the owner of business when company ceased operations?/What was the highest level of education reached by the owner of business when company ceased operations?*). Of these, 31 owners were male and 7 owners were female. Only six businesses (or 15.8%) were owned by persons of less than 40 years of age, whereas, the largest age group was owners between 40 and 49 (12 businesses or 31.6%). Almost half of the owners (or 44.8%) had attended a community college, technical school or university.

There were a total of 33 respondents (businesses that ceased operations) that answered question **C4** (*Did the owner of business have any other sources of household income during the last year that the company was in business?*). Of these, 16 respondents (or 48.5%) said "Yes" and 17 respondents (or 51.5%) said "No". Five respondents did not answer.

There were a total of 16 respondents (businesses that ceased operations) that answered question **C5** (*What was the sources of household income during the last year that the company was in business?*). Below is a table grouping the answers provided by the 16 respondents.

Sources of household income in C5:	Frequency:
Savings/investments/GIC's	6
Wages from other employment	5
Revenues from other business (incl. Don't know)	5

There were a total of 20 respondents (businesses that ceased operations) that answered question **C6** (*What was the amount of the household income during the last year that the company was in business?*). Of the businesses reporting, five reported household income of less than \$150,000. Fifteen respondents said they did not know and eighteen respondents did not answer.

There were a total of 37 respondents (businesses that ceased operations) that answered question **C7** (*What is the present occupation of the owner of business?*). Fourteen respondents (37.8%) stated that the owners were employed elsewhere, while ten respondents (or 27.0%) stated that the owners were operating another business, and six respondents (or 16.2%) said that the owners were retired. Four respondents said they did not know and one respondent did not answer.

VI. SUMMARY TABLES.

Twenty-one summary tables related to the questions contained in questionnaire for the *Pilot Survey of Business Terminations in Canada, 1998* are presented in Appendix A of this report. The data has been tabulated for the 69 businesses that participated in the Pilot survey. The tables are:

- Table A1: Status of respondent within company.
- Table A2: Business still operating.
- Table A3: Changes to business status within last 12 months.
- Table A4: Nature of closure.
- Table A5: Assistance that would have eased running business.
- Table A6: Factors contributing to termination.
- Table B1: Year operations started.
- Table B2: Year doors closed.
- Table B3: Revenues in last year.
- Table B4: Revenues in best year.
- Table B5: Exports.
- Table B6: Value of exports.
- Table B7: Sales outside home province.
- Table B8: Sources of financing.
- Table B9: Government services.
- Table C1: Gender.
- Table C2: Age.
- Table C3: Education.
- Table C4: Other sources of household income.
- Table C6: Amount of household income.
- Table C7: Present occupation.

VII. RECOMMENDATIONS.

Based on the higher than anticipated contacts during the tracing phase of the *Pilot Survey of Business Terminations in Canada, 1998*, and based on the overall response rates of the pilot survey, the Small Business and Special Surveys Division of Statistics Canada recommends that a full-scale survey of business terminations in Canada be conducted using the questionnaire developed for the pilot survey, the methodology used and the Revenue Canada source files.

The Business Survey Methods Division of Statistics Canada will, upon request, provide ESBO with the number of sample units required to yield a coefficient of variation (CV) of less than 10% for four business employment sizes, five regions, and/or nine industry groups. Note: The disproportionate number of UTL's in certain groups (e.g.: Services) may limit the number of strata or adversely affect the data reliability for certain groupings.

Also, the Small Business and Special Surveys Division will, upon request, provide ESBO with a cost estimate (dependant on the stratification level) for a full-scale survey of business terminations in Canada.

Note: Under departmental policy, Statistics Canada must make an announcement of data availability in Statistics Canada's *The Daily*. As the survey sponsor, Industry Canada is permitted a limited period of time to review the survey results and must notify Statistics Canada before the announcement can be made. During this period, neither Statistics Canada nor Industry Canada will be permitted to publish or release any survey results.

APPENDIX A :

Table A1: Status of Respondent within Company.

Respondent Status:	Number reporting	Percentage of total reporting
Sole owner	26	39.4%
Majority owner	7	10.6%
Minority owner	0	0.0%
Operated the business with no ownership position	0	0.0%
Other status	33	50.0%
Don't know ⁽¹⁾	x	n.a.
Did not answer	3	n.a.
Total reporting A1	66	100%

(1) included with "Other status"

Table A2: Business is Still Operating.

Business Status:	Number reporting	Percentage of total reporting
Yes, the business still exists	26	37.7%
No, the business has closed	43	62.3%
Total reporting A2	69	100%

Table A3: Changes to Business Status within the last 12 Months.

Changes to Business Status:	Number reporting	Percentage of total reporting
Changed company's name	6	23.1%
Changed ownership or ownership structure	5	19.2%
Relocated	0	0
Created a new entity in another line of business	0	0
Merged with another company ⁽¹⁾	x	n.a.
Temporarily inactive	7	26.9%
Other change	8	30.8%
Don't know	0	0.0%
Total reporting A3	26	100%

(1) included with "Other change"

Table A4: Nature of Closure of Business.

Nature of Closure of Business:	Number reporting	Percentage of total reporting
Closed voluntarily without debt at the wish of the owner	12	30.0%
Closed voluntarily at the wish of the owner while having debts	3	7.5%
Declared bankruptcy ⁽¹⁾	x	n.a.
In receivership	5	12.5%
Sold as a going concern	13	32.5%
Merged with another business	3	7.5%
Other reason ⁽¹⁾	x	n.a.
Don't know reason for closure	4	10.0%
Total reporting A4	40	100%

(1) included with "Don't know"

Table A5: Assistance that would have Eased Running the Business.

Type of Assistance:	Number reporting	Percentage of total reporting
More information on the market ⁽¹⁾	x	n.a.
More information on competitors ⁽¹⁾	x	n.a.
More information on management skills	0	0.0%
Management training	6	20.7%
Access to skilled personnel or training programs	3	10.3%
Equity capital	3	10.3%
Loan guarantees	5	17.2%
Other assistance	11	37.9%
Don't know	9	31.0%
Did not answer	9	n.a.
Total reporting A5	29	100%

(1) included with "Management training"

Table A6: Factors contributing to the termination of the business.

Factors contributing to termination:	Number reporting	Ranking Scale (1to5) (median & average)	Percentage of total reporting
Not making enough money	15	1 1.4	41.7%
Too much work for the level of profitability	6	2 2.0	16.7%
Unable to reach a sufficient number of customers	6	1 2.2	16.7%
Difficulty persuading clients to buy ⁽¹⁾	x	2 2.0	n.a.
Wrong location	5	1 2.0	13.9%
Too much competition	7	1 1.8	19.4%
Problems managing growth	5	3 2.2	13.9%
Difficulty obtaining financing	10	1 1.6	27.8%
Changing technology ⁽¹⁾	x	3 3.0	n.a.
Problems with employees ⁽¹⁾	x	2 2.0	n.a.
Difficulties with business partners ⁽¹⁾	x	2 2.0	n.a.
Difficulties with suppliers ⁽¹⁾	x	2 2.0	n.a.
Difficulties with the landlord/rent	10	1 1.0	27.8%
It wasn't what I wanted	4	2 1.5	11.1%
Regulatory problems	3	1 1.3	8.3%
Other factor	23	1 1.0	63.9%
Did not answer	4	n.a. n.a	n.a.
Total reporting A6	36		100%

(1) included with "Difficulties with the landlord/rent"

Table B1: Year operations started.

Year operations started:	Number reporting	Percentage of total reporting
1966-1979	5	13.2%
1980-1989	6	15.8%
1990-1991	5	13.2%
1993-1994	5	13.2%
1995-1996	4	10.5%
1997	3	7.9%
Don't know	10	26.3%
Total reporting B1	38	100%

Table B2: Year doors closed.

Year doors closed:	Number reporting	Percentage of total reporting
1995 ⁽¹⁾	x	n.a.
1996	7	18.4%
1997	17	44.7%
1998	14	36.8%
1998 ⁽¹⁾	x	n.a.
Total reporting B2	38	100%

(1) Included with "1996".

Table B3: Revenues in last year (C\$).

Total revenues during the last 12 months in operation	Number reporting	Percentage of total reporting
0 - \$99,999	3	8.1%
\$100,000 - \$249,999	3	8.1%
\$250,000 - \$999,999	3	8.1%
\$1,000,000 and over	4	10.8%
Don't know	24	64.9%
Did not answer	1	n.a.
Total reporting B3	37	100%

Table B4: Revenues in best year (C\$).

Total revenues during best year in operation	Number reporting	Percentage of total reporting
0 - \$99,999	3	8.6%
\$100,000 - \$249,999	4	11.4%
\$250,000 - \$999,999	6	17.1%
\$1,000,000 and over	5	14.3%
Don't know	17	48.6%
Did not answer	3	n.a.
Total reporting B4	35	100%

Table B5: Exports.

Goods or services exported outside of Canada:	Number reporting	Percentage of total reporting
Yes, the business has exported	3	7.9%
No, the business has never exported	29	76.3%
Don't know	6	15.8%
Total reporting B5	38	100%

Table B6: Value of exports.

Greatest value of exports in any given year:	Number reporting	Percentage of total reporting
\$2,000,000 and over ⁽¹⁾	x	n.a.
Don't know	6	100.0%
Total reporting B6	6	100%

(1) Included with "Don't know".

Table B7: Sales outside home province.

Sales to provinces outside home base:	Number reporting	Percentage of total reporting
Yes, the business has exported	6	16.7%
No, the business has never exported	26	72.2%
Don't know	4	11.1%
Did not answer	2	n.a.
Total reporting B7	36	100%

Table B8: Sources of Financing.

Sources of Financing business used:	Number reporting	Percentage of total reporting
Personal savings	28	73.7%
Business associates	3	7.9%
Loans from a private lending institution	16	42.1%
Loans from a Government institution	4	10.5%
Other	7	18.4%
Don't know	6	15.8%
Total reporting B8	38	100%

Table B9: Government Services.

Government Services Used:	Number reporting	Ranking Scale (1to5) (median & average)		Percentage of total reporting
Federal government regional agencies	4	1	2	11.1%
IRAP	2	4	4.0	5.6%
PEMD	4	3	3.0	11.1%
Provincial Government	5	2	2.0	13.9%
Business development Bank of Canada	3	1	2.3	8.3%
SBLA	3	3	3.0	8.3%
Canadian Community Investment Funds ⁽¹⁾	x	n.a.	n.a.	n.a.
Internet	4	1	1.0	11.1%
Canada Business Service Center ⁽¹⁾	x	3	3.0	n.a.
Other	4	1	1.3	11.1%
No government services used	23	n.a.	n.a.	n.a.
Did not answer	2	n.a.	n.a.	n.a.
Total reporting B9	36			100%

(1) Included with "Other".

Table C1: Gender of Owner.

Gender of Owner:	Number reporting	Percentage of total reporting
Male	31	81.6%
Female	7	18.4%
Total reporting C1	38	100%

Table C2: Age of Owner.

Age of Owner:	Number reporting	Percentage of total reporting
Less than 30 ⁽¹⁾	x	n.a.
30 to 39	6	15.8%
40 to 49	12	31.6%
50 to 59	9	23.7%
60 and over	7	18.4%
Don't know	4	10.5%
Total reporting C2	38	100%

(1) Included with "30 to 39".

Table C3: Highest level of Education Reached by Owner.

Level of Education:	Number reporting	Percentage of total reporting
University graduate	8	21.1%
Community College or technical qualification	9	23.7%
High school diploma	3	7.9%
Elementary or some high school	9	23.7%
Don't know	9	23.7%
Total reporting C3	38	100%

Table C4: Other Sources of Household Income.

Sources of Income:	Number reporting	Percentage of total reporting
Yes, the owner had other sources of income	16	48.5%
No, the owner had no other sources of income	17	51.5%
Did not answer	5	n.a.
Total reporting C4	33	100%

Table C6: Total of Other Sources of Household Income.

Range of Other Sources of Income:	Number reporting	Percentage of total reporting
Less than \$150,000	5	25.0%
Don't know	15	75.0%
Did not answer	18	n.a.
Total reporting C6	20	100%

Table C7: Present Occupation of Owner of Business.

Occupation of Owner:	Number reporting	Percentage of total reporting
Operating another business	10	27.0%
Looking for another business to operate	0	0.0%
Employed elsewhere	14	37.8%
Looking for employment ⁽¹⁾	x	n.a.
Student	0	0.0%
Retired	6	16.2%
Other	3	8.1%
Don't know	4	10.8%
Did not answer	1	n.a.
Total reporting C7	37	100%

(1) Included with "Other".

APPENDIX B :



SURVEY OF BUSINESS TERMINATIONS IN CANADA, 1999

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

label goes here

Initial Call

Hello, my name is ... from Statistics Canada. We are conducting a survey of businesses with less than 500 employees, that have ceased operations during the last twelve months, May I please speak with the owner or the CEO of <name of business> ?

If yes, arrange to complete the interview with the owner or CEO. If no, arrange to complete the interview with the former senior manager, accountant or other officer of the company

Introduction

Statistics Canada is conducting this survey on behalf of the Entrepreneur and Small Business Office of Industry Canada. The purpose of the survey is to gather new statistical information on the businesses that terminate their operations, the financial situation of the business prior to termination, the factors contributing to the closure, and the profile of the owner. The information collected will help the government identify the kind of assistance that might have helped the business to survive.

The data you report are confidential

Statistics Canada is prohibited by law from publishing or releasing any statistics that reveal information obtained from this survey relating to any identifiable business. The data reported on the questionnaire will be treated in strict confidence, used for statistical purposes and released in aggregate form only.

Your participation is important

Participation in this survey is voluntary. However, your cooperation is essential to the accuracy of the information collected. The information you provide will help shape current and future programs.

Further Information

If you have additional questions regarding this survey, please contact Michel Cormier of the Small Business and Special Surveys Division of Statistics Canada by phone at (613) 951-3239 or by FAX at (613) 951-1572.

Tracing and Contact

Please identify the person who responded to this telephone assisted interview.

1	Name of contact	Position
2	Street	
3	City	Province
		5 P.C.
6	Telephone	7 Ext.
		8 FAX



Section A: Analysis of the business closure

A1. What was (or is) your position in <name of business>? Were you the ...

Mark one only

1 Sole owner

2 Majority owner

3 Minority owner

4 Operated the business with no ownership position

5 Other Specify:

6

7 Don't know

A2. Is <name of business> still in business?

1 Yes, the business still exists

2 No, the business has closed

Go to A4

A3. Has <name of business> experienced any of the following changes during the last 12 months? Choose all that apply.

Mark all that apply

01 Changed company's name

02 Changed ownership or ownership structure

03 Relocated

04 Created a new entity in another line of business

05 Merged with another company

06 Temporarily inactive

07 Other change (specify:)

8

09 Don't know

10 No change during last 12 months

If respondent answered 'Yes' to any item in A3, then End interview.

A4. Which of the following best describes the nature of the closure of <name of business>? Choose all that apply.

Mark all that apply

1 Closed voluntarily without debt at the wish of the owner

2 Closed voluntarily at the wish of the owner while having debts and paid off all debts

3 Declared bankruptcy

4 In receivership

5 Sold as a going concern

6 Merged with another business

7 Other reason (specify:)

8

9 Don't know reason for closure

A5. Which of the following assistance might have made it easier to run a successful business? Choose all that apply.

Mark all that apply

01 More information on the market

02 More information on competitors

03 More information on management skills

04 Management training

05 Access to skilled personnel or training programs

06 Equity capital

07 Loan guarantees

08 Other assistance (specify:)

09

10 Don't know

Section A: Analysis of the business closure (cont'd)

A6. Which of the following factors have contributed to the termination of <name of business>? Rank each contributing factor on a scale of 1 to 5, where 1 is very important and 5 is slightly important.

Factors contributing to termination	Not a factor		Is a factor		Ranking on a scale of 1 to 5					
	↓	↓			Very important				Slightly important	
	1	2	3	4	5					
Not making enough money	01 <input type="radio"/>	02 <input type="radio"/>	03 <input type="radio"/>	04 <input type="radio"/>	05 <input type="radio"/>	06 <input type="radio"/>	07 <input type="radio"/>	08 <input type="radio"/>	09 <input type="radio"/>	10 <input type="radio"/>
Too much work for the level of profitability	11 <input type="radio"/>	12 <input type="radio"/>	13 <input type="radio"/>	14 <input type="radio"/>	15 <input type="radio"/>	16 <input type="radio"/>	17 <input type="radio"/>	18 <input type="radio"/>	19 <input type="radio"/>	20 <input type="radio"/>
Unable to reach a sufficient number of customers	21 <input type="radio"/>	22 <input type="radio"/>	23 <input type="radio"/>	24 <input type="radio"/>	25 <input type="radio"/>	26 <input type="radio"/>	27 <input type="radio"/>	28 <input type="radio"/>	29 <input type="radio"/>	30 <input type="radio"/>
Difficulty persuading clients to buy	31 <input type="radio"/>	32 <input type="radio"/>	33 <input type="radio"/>	34 <input type="radio"/>	35 <input type="radio"/>	36 <input type="radio"/>	37 <input type="radio"/>	38 <input type="radio"/>	39 <input type="radio"/>	40 <input type="radio"/>
Wrong location	41 <input type="radio"/>	42 <input type="radio"/>	43 <input type="radio"/>	44 <input type="radio"/>	45 <input type="radio"/>	46 <input type="radio"/>	47 <input type="radio"/>	48 <input type="radio"/>	49 <input type="radio"/>	50 <input type="radio"/>
Too much competition	51 <input type="radio"/>	52 <input type="radio"/>	53 <input type="radio"/>	54 <input type="radio"/>	55 <input type="radio"/>	56 <input type="radio"/>	57 <input type="radio"/>	58 <input type="radio"/>	59 <input type="radio"/>	60 <input type="radio"/>
Problems managing growth	61 <input type="radio"/>	62 <input type="radio"/>	63 <input type="radio"/>	64 <input type="radio"/>	65 <input type="radio"/>	66 <input type="radio"/>	67 <input type="radio"/>	68 <input type="radio"/>	69 <input type="radio"/>	70 <input type="radio"/>
Difficulty obtaining financing	71 <input type="radio"/>	72 <input type="radio"/>	73 <input type="radio"/>	74 <input type="radio"/>	75 <input type="radio"/>	76 <input type="radio"/>	77 <input type="radio"/>	78 <input type="radio"/>	79 <input type="radio"/>	80 <input type="radio"/>
Changing technology	81 <input type="radio"/>	82 <input type="radio"/>	83 <input type="radio"/>	84 <input type="radio"/>	85 <input type="radio"/>	86 <input type="radio"/>	87 <input type="radio"/>	88 <input type="radio"/>	89 <input type="radio"/>	90 <input type="radio"/>
Problems with employees	91 <input type="radio"/>	92 <input type="radio"/>	93 <input type="radio"/>	94 <input type="radio"/>	95 <input type="radio"/>	96 <input type="radio"/>	97 <input type="radio"/>	98 <input type="radio"/>	99 <input type="radio"/>	100 <input type="radio"/>
Difficulties with business partners	101 <input type="radio"/>	102 <input type="radio"/>	103 <input type="radio"/>	104 <input type="radio"/>	105 <input type="radio"/>	106 <input type="radio"/>	107 <input type="radio"/>	108 <input type="radio"/>	109 <input type="radio"/>	110 <input type="radio"/>
Difficulties with suppliers	111 <input type="radio"/>	112 <input type="radio"/>	113 <input type="radio"/>	114 <input type="radio"/>	115 <input type="radio"/>	116 <input type="radio"/>	117 <input type="radio"/>	118 <input type="radio"/>	119 <input type="radio"/>	120 <input type="radio"/>
Difficulties with the landlord/rent	121 <input type="radio"/>	122 <input type="radio"/>	123 <input type="radio"/>	124 <input type="radio"/>	125 <input type="radio"/>	126 <input type="radio"/>	127 <input type="radio"/>	128 <input type="radio"/>	129 <input type="radio"/>	130 <input type="radio"/>
It wasn't what I wanted	131 <input type="radio"/>	132 <input type="radio"/>	133 <input type="radio"/>	134 <input type="radio"/>	135 <input type="radio"/>	136 <input type="radio"/>	137 <input type="radio"/>	138 <input type="radio"/>	139 <input type="radio"/>	140 <input type="radio"/>
Regulatory problems	141 <input type="radio"/>	142 <input type="radio"/>	143 <input type="radio"/>	144 <input type="radio"/>	145 <input type="radio"/>	146 <input type="radio"/>	147 <input type="radio"/>	148 <input type="radio"/>	149 <input type="radio"/>	150 <input type="radio"/>
Other (specify:)	151 <input type="radio"/>	152 <input type="radio"/>	153 <input type="radio"/>	154 <input type="radio"/>	155 <input type="radio"/>	156 <input type="radio"/>	157 <input type="radio"/>	158 <input type="radio"/>	159 <input type="radio"/>	160 <input type="radio"/>
113										

Section B: Background Information

B1. In which year did <name of business> start operations?

Year

2 Don't know

B2. In which year did <name of business> close its doors?

Year

2 Don't know

B3. What were the total revenues of <name of business> during the last 12 months in operation?

Revenues in last year (C\$)

1 \$.00

2 Don't know

B4. What were the total revenues of <name of business> during its best year in operation?

Revenues in best year (C\$)

1 \$.00

2 Don't know

Section B: Background Information (cont'd)

B5. Has <name of business> ever exported its goods or services outside Canada?

1 Yes, the business has exported

2 No, the business has never exported **Go to B7**

3 Don't know

B6. What was the greatest value of exports in any given year of <name of business>?

Exports (C\$)

1 \$.00

2 Don't know

B7. Did <name of business> sell to provinces outside its home base?

1 Yes

2 No

3 Don't know

B8. Which of the following sources of financing did <name of business> use? Choose all that apply.

Mark all that apply

1 Personal savings

2 Business associates

3 Loans from a private lending institution

4 Loans from Government institution

5 Other Specify:

6

7 Don't know

B9. Which of the following government services has <name of business> used and how useful did you find them? Rank the ones you have used on a scale of 1 to 5, where 1 is very helpful and 5 is slightly helpful.

Government services used	Ranking on a scale of 1 to 5	
	Not used ↓	Used ↓
		Very helpful ← 1 2 3 4 5 → Slightly helpful
Federal government regional agencies (ACOA, CED, FEDNOR, WD etc.)	01 <input type="radio"/> 02 <input type="radio"/>	03 <input type="radio"/> 04 <input type="radio"/> 05 <input type="radio"/> 06 <input type="radio"/> 07 <input type="radio"/>
IRAP (Industrial Research Assistance Program)	08 <input type="radio"/> 09 <input type="radio"/>	10 <input type="radio"/> 11 <input type="radio"/> 12 <input type="radio"/> 13 <input type="radio"/> 14 <input type="radio"/>
PEMD (Program for Export Market Development)	15 <input type="radio"/> 16 <input type="radio"/>	17 <input type="radio"/> 18 <input type="radio"/> 19 <input type="radio"/> 20 <input type="radio"/> 21 <input type="radio"/>
Provincial government	22 <input type="radio"/> 23 <input type="radio"/>	24 <input type="radio"/> 25 <input type="radio"/> 26 <input type="radio"/> 27 <input type="radio"/> 28 <input type="radio"/>
Business development Bank of Canada	29 <input type="radio"/> 30 <input type="radio"/>	31 <input type="radio"/> 32 <input type="radio"/> 33 <input type="radio"/> 34 <input type="radio"/> 35 <input type="radio"/>
SBLA (Small Business Loans Act)	36 <input type="radio"/> 37 <input type="radio"/>	38 <input type="radio"/> 39 <input type="radio"/> 40 <input type="radio"/> 41 <input type="radio"/> 42 <input type="radio"/>
Canadian Community Investment Funds	43 <input type="radio"/> 44 <input type="radio"/>	45 <input type="radio"/> 46 <input type="radio"/> 47 <input type="radio"/> 48 <input type="radio"/> 49 <input type="radio"/>
Internet	50 <input type="radio"/> 51 <input type="radio"/>	52 <input type="radio"/> 53 <input type="radio"/> 54 <input type="radio"/> 55 <input type="radio"/> 56 <input type="radio"/>
Canada Business Service Center	57 <input type="radio"/> 58 <input type="radio"/>	59 <input type="radio"/> 60 <input type="radio"/> 61 <input type="radio"/> 62 <input type="radio"/> 63 <input type="radio"/>
Other (specify:)	64 <input type="radio"/> 65 <input type="radio"/>	66 <input type="radio"/> 67 <input type="radio"/> 68 <input type="radio"/> 69 <input type="radio"/> 70 <input type="radio"/>
71 <input type="text"/>		
72 <input type="radio"/> No government services used		

Go to C1

Section C: Information on Owner

Section C is to be answered only by the majority owner of the company. If the respondent is other than the owner, then go to the Comment Section of the questionnaire and End the Interview.

C1. Was the owner of <name of business> male or female?

1 Male 2 Female

C2. What was the age category of the owner of <name of business> when the company ceased operations? Choose from one of the categories below.

Mark one only

1 less than 30 4 50 to 59
 2 30 to 39 5 60 and over
 3 40 to 49 6 Don't know

C3. What was the highest level of education reached by the owner of <name of business> when the company ceased operations? Choose from one of the choices.?

Mark one only

1 University graduate
 2 Community college or technical qualification or some university
 3 High school diploma
 4 Elementary or some high school
 5 Don't know

C4. Did the owner of <name of business> have any other sources of household income during the last year that the company was in business?

1 Yes, the owner had other sources of household income.
 2 No, the owner had no other sources of household income.

Go to C7

C5. What was the other sources of household income during the last year that the company was in business? Please specify.

Specify:

C6. What was the amount of the household income during the last year that the company was in business? Provide estimate.

Other Household Income in last year (C\$)

\$.00

2 Don't know

C7. What is the present occupation of the owner of <name of business> ?

Mark one only

1 Operating another business
 2 Looking for another business to operate
 3 Employed elsewhere
 4 Looking for employment
 5 Student
 6 Retired
 7 Other (specify):

 9 Don't know

Comments

The interview is now finished. If you have any comments, I'll be happy to note them:

Comments:

Thank you for your participation.



ENQUÊTE SUR LES FERMETURES D'ENTREPRISES AU CANADA, 1999

CONFIDENTIEL une fois rempli.
Renseignements recueillis en vertu de la Loi sur la statistique, Lois révisées du Canada, 1985, chapitre S-19.

étiquette ici

Premier appel

Bonjour, mon nom est de Statistique Canada. Nous effectuons une enquête auprès des entreprises qui ont cessées leurs activités au cours des derniers douze mois et qui avaient moins de 500 employés. Pourrais-je parler au propriétaire ou au dirigeant de <nom de l'entreprise> ?

Si la réponse est oui, prenez les dispositions nécessaires pour interviewer le propriétaire de l'entreprise. Si la réponse est non, prenez les dispositions nécessaires pour interviewer le directeur général, le comptable ou un dirigeant de l'entreprise.

Objet de cette enquête

Statistique Canada effectue la présente enquête pour le compte d'Industrie Canada. L'objectif visé est de produire des nouvelles données statistiques des entreprises qui ont cessées leurs activités ainsi que la situation financière avant qu'elles ferment leurs portes et la raison de fermeture. Les données de ce projet seront utilisées par Industrie Canada pour déterminer quel type d'assistance aurait aidé à faire de l'entreprise une entreprise prospère.

Les renseignements fournis sont confidentiels

La loi interdit à Statistique Canada de publier ou de diffuser toute statistique révélant des informations provenant de cette enquête et se rapportant à des entreprises identifiables. Les données fournies dans ce questionnaire seront traitées en toute confidentialité; elles seront utilisées à des fins statistiques et seront diffusées uniquement sous forme agrégée.

Votre participation est importante

La participation à cette enquête est libre. Toutefois, votre coopération est essentielle pour assurer l'exactitude des renseignements recueillis. Les renseignements que vous fournirez aideront à déterminer l'orientation des programmes actuels et futurs.

Information supplémentaire

Si vous avez besoin d'aide, veuillez communiquer avec Michel Cormier à la Division des petites entreprises et enquêtes spéciales de Statistiques Canada au numéro (613) 951-3239 ou par télécopieur au (613) 951-7141.

Recherches

Nom et titre de la personne ayant répondu à ce questionnaire.

1	Répondant	Titre
2	Rue	
3	Ville	Province
		5
6	Téléphone	7
		8
		FAX



A1. Aviez-vous une participation dans <nom de l'entreprise> ?

Cocher une case seulement

1 unique propriétaire

2 participation majoritaire

3 participation minoritaire

4 j'exploitais l'entreprise mais je n'avais pas de participation

5 autre. Préciser:

6

7 aucune réponse

A2. Quelle est la situation actuelle de <nom de l'entreprise> ?

1 l'entreprise est encore en activité

2 l'entreprise a cessé ses activités

Passer à A4

A3. Décrire les changements qui sont survenus à <nom de l'entreprise> au cours des derniers 12 mois. Cocher tout ce qui s'applique.

Cocher tout ce qui s'applique

01 vous avez changé la raison sociale de l'entreprise

02 vous avez changé de propriétaire ou de structure de capital social

03 vous vous êtes réinstallé ailleurs

04 vous avez créé une nouvelle entité dans une autre branche de commerce

05 vous avez fusionné avec une autre entreprise

06 l'entreprise est temporairement inactive

07 autre raison (préciser:)

8

09 aucune réponse

10 l'entreprise n'a pas changé au cours des derniers 12 mois.

Si le répondant à répondu 'Oui' à aucun item à A3, l'interview est terminée.

A4. Veuillez décrire la raison de fermeture de <nom de l'entreprise> ? Cocher tout ce qui s'applique.

Cocher tout ce qui s'applique

1 l'entreprise a cessé volontairement ses activités à la demande du propriétaire (sans aucune dette)

2 l'entreprise a cessé volontairement ses activités à la demande du propriétaire (les dettes ont été acquittées)

3 faillite

4 mise sous séquestre

5 vendue comme entreprise en exploitation

6 a fusionné avec une autre entreprise

7 autre raison (préciser:)

8

9 aucune raison

A5. Quel type d'assistance aurait aidé à faire de l'entreprise une entreprise prospère?

Cocher tout ce qui s'applique

01 plus de renseignements sur le marché

02 plus de renseignements sur la concurrence

03 plus de renseignements sur les compétences en gestion requises

04 formation en gestion

05 accès à du personnel spécialisé ou à des programmes de formation

06 capitaux propres

07 garanties d'emprunt

08 autre assistance (préciser:)

09

10 aucune réponse

Section A: Analyse de la fermeture de l'entreprise (suite)

A6. Quels étaient les facteurs à l'origine de la fermeture de <nom de l'entreprise> ? Marquer toutes les réponses qui s'appliquent, en donnant à chacune une note sur une échelle de 1 à 5, 1 étant très important et 5 un peu important.

Les facteurs à l'origine de la fermeture			Échelle de 1 à 5				
	ne s'applique pas	s'applique	très important ←			→ peu important	
	↓	↓	1	2	3	4	5
ne faisait pas suffisamment d'argent	01 <input type="radio"/>	02 <input type="radio"/>	03 <input type="radio"/>	04 <input type="radio"/>	05 <input type="radio"/>	06 <input type="radio"/>	07 <input type="radio"/>
trop de travail pour le niveau de rentabilité	08 <input type="radio"/>	09 <input type="radio"/>	10 <input type="radio"/>	11 <input type="radio"/>	12 <input type="radio"/>	13 <input type="radio"/>	14 <input type="radio"/>
incapacité de joindre suffisamment de clients	15 <input type="radio"/>	16 <input type="radio"/>	17 <input type="radio"/>	18 <input type="radio"/>	19 <input type="radio"/>	20 <input type="radio"/>	21 <input type="radio"/>
difficulté à convaincre des clients d'acheter	22 <input type="radio"/>	23 <input type="radio"/>	24 <input type="radio"/>	25 <input type="radio"/>	26 <input type="radio"/>	27 <input type="radio"/>	28 <input type="radio"/>
mauvais emplacement	29 <input type="radio"/>	30 <input type="radio"/>	31 <input type="radio"/>	32 <input type="radio"/>	33 <input type="radio"/>	34 <input type="radio"/>	35 <input type="radio"/>
trop de concurrence	36 <input type="radio"/>	37 <input type="radio"/>	38 <input type="radio"/>	39 <input type="radio"/>	40 <input type="radio"/>	41 <input type="radio"/>	42 <input type="radio"/>
problème de gestion de la croissance	43 <input type="radio"/>	44 <input type="radio"/>	45 <input type="radio"/>	46 <input type="radio"/>	47 <input type="radio"/>	48 <input type="radio"/>	49 <input type="radio"/>
difficulté à obtenir un financement	50 <input type="radio"/>	51 <input type="radio"/>	52 <input type="radio"/>	53 <input type="radio"/>	54 <input type="radio"/>	55 <input type="radio"/>	56 <input type="radio"/>
évolution de la technologie	57 <input type="radio"/>	58 <input type="radio"/>	59 <input type="radio"/>	60 <input type="radio"/>	61 <input type="radio"/>	62 <input type="radio"/>	63 <input type="radio"/>
problèmes avec des employés	64 <input type="radio"/>	65 <input type="radio"/>	66 <input type="radio"/>	67 <input type="radio"/>	68 <input type="radio"/>	69 <input type="radio"/>	70 <input type="radio"/>
difficultés avec des partenaires	71 <input type="radio"/>	72 <input type="radio"/>	73 <input type="radio"/>	74 <input type="radio"/>	75 <input type="radio"/>	76 <input type="radio"/>	77 <input type="radio"/>
difficultés avec des fournisseurs	78 <input type="radio"/>	79 <input type="radio"/>	80 <input type="radio"/>	81 <input type="radio"/>	82 <input type="radio"/>	83 <input type="radio"/>	84 <input type="radio"/>
difficultés avec le propriétaire/le loyer	85 <input type="radio"/>	86 <input type="radio"/>	87 <input type="radio"/>	88 <input type="radio"/>	89 <input type="radio"/>	90 <input type="radio"/>	91 <input type="radio"/>
ce n'est pas ce que je voulais	92 <input type="radio"/>	93 <input type="radio"/>	94 <input type="radio"/>	95 <input type="radio"/>	96 <input type="radio"/>	97 <input type="radio"/>	98 <input type="radio"/>
problèmes de réglementation	99 <input type="radio"/>	100 <input type="radio"/>	101 <input type="radio"/>	102 <input type="radio"/>	103 <input type="radio"/>	104 <input type="radio"/>	105 <input type="radio"/>
autre (préciser:)	106 <input type="radio"/>	107 <input type="radio"/>	108 <input type="radio"/>	109 <input type="radio"/>	110 <input type="radio"/>	111 <input type="radio"/>	112 <input type="radio"/>
	108 <input type="radio"/>	107 <input type="radio"/>	108 <input type="radio"/>	109 <input type="radio"/>	110 <input type="radio"/>	111 <input type="radio"/>	112 <input type="radio"/>

Section B: Renseignements généraux sur la fermeture

B1. En quelle année <nom de l'entreprise> a-t-elle commencée ses activités ?

Année

aucune réponse

B2. En quelle année <nom de l'entreprise> a-t-elle cessé ses activités ?

Année

aucune réponse

B3. Quels étaient les recettes totales de <nom de l'entreprise> lors de sa dernière année en activité ?

Recettes de dernière année en activité (\$C)

\$.00

aucune réponse

B4. Quels étaient les recettes totales de <nom de l'entreprise> pendant sa meilleure année en activité ?

Recettes pendant meilleure année (\$C)

\$.00

aucune réponse

Section B: Renseignements généraux sur la fermeture (suite)

B5. <Nom de l'entreprise> a t-elle déjà exporté ses biens ou services ?

1 Oui
 2 Non, l'entreprise n'a jamais exporté. **Passer à B7**
 3 aucune réponse

B6. Quelle a été la valeur la plus élevée des exportations au cours d'une année ?

Valeur des exportations (C\$)

\$.00

2 aucune réponse

B7. <Nom de l'entreprise> a t-elle vendu à d'autres provinces ?

1 Oui
 2 Non
 3 aucune réponse

B8. Quelles sources de financement <nom de l'entreprise> a t-elle utilisées? Cocher tout ce qui s'applique.

Cocher tout ce qui s'applique

1 épargnes personnelles
 2 associés
 3 emprunts auprès d'un établissement de crédit privé
 4 emprunts auprès d'une institution gouvernementale
 5 Autre Préciser:
 6
 7 aucune réponse

B9. À quels services gouvernementaux <nom de l'entreprise> a t-elle eu recours et que pensez-vous de ces services? Donner une note à ceux que vous avez utilisés sur une échelle de 1 à 5, 1 étant très utile et 5 un peu utile.

Service gouvernemental	Non-utilisé		Utilisé		Échelle de 1 à 5				
	↓	↓	très utile ← → peu utile						
	↓	↓	1	2	3	4	5		
Organismes régionaux du gouvernement fédéral (APECA, CDE, FEDNOR, DEO, etc.)	01	02	03	04	05	06	07		
PARI (Programme d'aide à la recherche industrielle)	08	09	10	11	12	13	14		
PDME (Prog. de développement des marchés d'exportation)	15	16	17	18	19	20	21		
Gouvernement provincial	22	23	24	25	26	27	28		
Banque de développement du Canada	29	30	31	32	33	34	35		
LPPE (Loi sur les prêts aux petites entreprises)	36	37	38	39	40	41	42		
Fonds d'investissement communautaire du Canada	43	44	45	46	47	48	49		
Internet	50	51	52	53	54	55	56		
Centre de services aux entreprises du Canada	57	58	59	60	81	62	63		
Autre (préciser): <input style="width: 150px; height: 20px;" type="text"/>	64	65	66	67	68	69	70		
<input type="radio"/> 71									
<input type="radio"/> 72 aucun service gouvernemental									

Passer à C1

Section C: Renseignements personnels

Les questions de la Section C doivent être répondues par le propriétaire majoritaire de l'entreprise. Sinon, passer aux "Commentaires" et ensuite terminer l'interview.

C1. Le propriétaire de <nom de l'entreprise> était-il un homme ou une femme ?

1 Homme 2 Femme

C2. Quel était l'âge du propriétaire de <nom de l'entreprise> lorsqu'elle ferma ses portes ? Cocher une case seulement des choix ci-dessous.

Cocher une case seulement

1 moins de 30 4 50 to 59
2 30 to 39 5 60 et plus
3 40 to 49 6 aucune réponse

C3. Quel était le niveau de scolarité du propriétaire de <nom de l'entreprise> lorsqu'elle ferma ses portes ? Cocher une case seulement des choix ci-dessous ?

Cocher une case seulement

1 diplôme universitaire
2 études dans un collège communautaire, un collège technique ou une université
3 diplôme d'études secondaires
4 études primaires ou études au niveau secondaire
5 aucune réponse

C4. <Nom de l'entreprise> avait-elle d'autres sources de revenu familial pendant la dernière année d'exploitation ?

1 Oui
2 Non (aucunes autres sources de revenu familiale)

Passer à C7

C5. Indiquer la source de revenu familial pendant la dernière année d'exploitation.

Préciser:

C6. Quel était le montant de revenu familial pendant la dernière année d'exploitation ?

Autre revenu familiale (C\$)

1 \$.00

2 aucune réponse

C7. Quelle est la situation professionnelle actuelle du propriétaire de <nom de l'entreprise> ?

Cocher tout ce qui s'applique

1 exploite une autre entreprise
2 cherche une autre entreprise à exploiter
3 travaille ailleurs
4 cherche un emploi
5 étudiant
6 à la retraite
7 autre (préciser:)

8

9 aucune réponse

Commentaires

L' interview est terminée. Avez-vous des observations par rapport à cet entrevue ?

Observations:

Nous vous remercions de votre collaboration.

