



Service Industries Division

Annual Survey of Engineering Services, 2004

▼ Reference number ▼

This information is collected under the authority of the *Statistics Act, Revised Statutes of Canada, 1985, Chapter S19.*

Completion of this questionnaire is a legal requirement under this Act.

This document is confidential when completed.

Si vous préférez recevoir ce questionnaire en français, veuillez nous téléphoner au **1-800-916-9316**.

If necessary, please correct pre-printed information below.

0001	Legal name	0004	Address (number and street)	
0002	Business name	0005	City	
0003	C/O	0006	Province or State	
0008	First name of contact	0053	Country	0007 Postal code / Zip code
0028	Last name of contact	0010	Language preference <input type="radio"/> English <input type="radio"/> French	

A. General Information

Coverage

Please complete the questionnaire for the business unit(s) in the pre-printed area above. For this purpose, a "business unit" is defined as the lowest level of the firm for which separate records are kept for such details as revenue, expenses and employment.

Survey Purpose

The survey purpose is the collection and publication of data necessary for the statistical analysis of the engineering services industry. The information from the survey can be used by businesses and trade associations for market analysis and assessment of industry performance, operating characteristics and trends, by government to develop national and regional economic policies, by other users involved in research or policy making and by Statistics Canada for maintaining important data input to the preparation of the Canadian System of National Accounts.

Data-Sharing Agreements

In order to reduce response burden and to provide consistent statistics, Statistics Canada has entered into data sharing agreements with the statistical agencies of Quebec, Manitoba and British Columbia in accordance with Section 11 of the Statistics Act, Revised Statutes of Canada, 1985, Chapter S19. For business locations operated in Quebec, Manitoba and British Columbia, the agreements authorize Statistics Canada to forward a record of the data collected in this survey to the statistical agencies of these provinces. The Statistics Acts of these provinces include the same provisions for confidentiality and penalties for disclosure of information as the federal *Statistics Act*.

Confidentiality

The *Statistics Act* protects the confidentiality of information collected by Statistics Canada.

Fax or Other Electronic Transmission Disclosure

Statistics Canada advises you that there could be a risk of disclosure during the 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*.

Reporting Instructions

- Report for all operation(s) and/or location(s) pre-printed in the above address area. If it is not possible to report for the above business unit(s), please explain the reason(s) in the comments section at the end of the questionnaire.
- When precise figures are not available, please provide your best estimates.

Please mail the completed questionnaire(s) in the enclosed envelope or fax it to Statistics Canada at 1 888 605-2493 within 30 days of receipt.

Lost the return envelope or need help? Call us at **1 800 916-9316** or mail to:

Statistics Canada, Operations and Integration Division, 120 Parkdale Avenue, Ottawa, Ontario K1A 0T6



B. Main Business Activity

1 Is "Engineering Services", as defined below, the **main source of operating revenue** for your firm or any of your business units?

541330 **Engineering Services** This industry comprises establishments primarily engaged in applying principles of engineering in the design, development and utilization of machines, materials, instruments, structures, processes and systems. The assignments undertaken by these establishments may involve any of the following activities: the provision of advice, the preparation of feasibility studies, the preparation of preliminary and final plans and designs, the provision of technical services during the construction or installation phase, the inspection and evaluation of engineering projects, and related services.

0062 Yes

No → If you answered "No", please describe the nature of your firm's business activity and call 1-888-881-3666 for further instructions.

0041 _____

C. Reporting Period

Please report for **your fiscal year** (normal business year) ending between April 1, 2004 and March 31, 2005. Please indicate below the period covered by this questionnaire.

0011 Year Month Day 0012 Year Month Day

1 From _____ To _____

2 If you did not operate this business unit for a full year, please check the reason(s) below:

0031 Seasonal Operation New Business Change of Fiscal Year Change of Ownership Ceased Operations Temporarily Inactive

3 Please indicate below, any change that may have occurred in the organization of this business unit during this fiscal year:

0047 Acquired new business units Disposed of/sold business units

D. Revenue

Report only for your Canadian business units primarily engaged in engineering services. Exclude the operations of your foreign subsidiaries. Estimates are acceptable where data are not readily available.

1 **Operating revenue** Canadian Dollars
Exclude GST and all other taxes collected by you for remittance to a government agency. 2080

2 **Investment income and other income**
Include dividends and interest, gains on sale of assets, gains on asset valuation, gains on foreign currency translation, net income of subsidiaries and affiliates, extraordinary and unusual items. 2097

3 **Total revenue** (sum of lines 1 and 2 above) 2098

4 **Percentage of operating revenue (D.1) sub-contracted by you to other engineering firms** Percentage
Include individually owned businesses and independent sub-consultants. Mark if None 2239 %

5 **Percentage of operating revenue (D.1) sub-contracted by you to non-engineering firms and businesses**
Include individually owned businesses and independent sub-consultants. 2240 %

6 **Percentage of operating revenue (D.1) earned from design/build prime contracts**
Include all the work done in-house or sub-contracted out. 2241 %

7 **Percentage of operating revenue (D.1) earned from Private Finance Initiative (PFI) or Public Private Partnership (PPP) prime contracts**
Include all the work done in-house or sub-contracted out. 2242 %

E. Revenue by Type of Service

Estimate the percentage of operating revenue (reported in D.1) by type of project or service. Please refer to Section N for definitions.

	Percentage
1 Engineering services	
a) Residential building engineering projects	8107
b) Commercial, public, and institutional building engineering projects	8108
c) Industrial and manufacturing plant and process engineering projects	8109
Petroleum and petrochemical	
Mining and metallurgical	8111
Pulp and paper	8118
Microelectronics	8119
Other plant and process engineering	8198
d) Industrial and manufacturing product engineering design projects	8199
Industrial machinery	
Transportation equipment	8201
Electronic and electrical equipment	8202
Other product engineering design	8203
e) Transportation engineering projects	8164
f) Municipal utility engineering projects	8166
g) Power engineering projects	8167
h) Telecommunications and broadcasting	8168
i) Hazardous and industrial waste projects	8171
j) Engineering advisory services <i>Only those not related to a specific project</i>	8188
k) All other engineering services <i>Please specify</i>	8191
	8189
2 Related services	
a) Construction services <i>Includes design/build contracts</i>	8142
	2723
b) Project management services	8144
c) Research and development services	8145
d) Environmental consulting services	8132
e) Architectural services	8136
f) Building inspection services	8147
g) Surveying and mapping	
3 Other services <i>Please specify</i>	2142
	2185
4 Sales of goods and merchandise <i>Please specify</i>	2146
	2192
5 Other operating revenues <i>Includes subsidies, grants, royalties, franchise fees.</i> <i>Please specify</i>	2150
	2164
Total	100%

F. Revenue by Type of Client

Estimate the percentage of operating revenue (reported in D.1) by type of clients to whom services were directly delivered.

	Percentage
1 Clients in Canada	
a) Governments and public institutions	8114
b) Businesses (excluding engineering firms) <i>Include crown corporations. Include domestic subsidiaries of foreign firms.</i>	8110
c) Engineering firms <i>Include domestic subsidiaries of foreign firms.</i>	8217
d) Individuals and households <i>Individually owned businesses should be included in (b) or (c) above as appropriate.</i>	8100
2 Clients outside Canada <i>Services performed by your Canadian business units for clients located outside Canada. Include services to your foreign subsidiaries and affiliates.</i>	8140
Total	100%

G. Revenue by Client Location

Estimate the percentage of operating revenue (reported in D.1) by client location.

	Percentage
1 Clients in Canada	
a) Newfoundland and Labrador	8400
b) Prince Edward Island	8415
c) Nova Scotia	8405
d) New Brunswick	8410
e) Quebec	8420
f) Ontario	8425
g) Manitoba	8430
h) Saskatchewan	8435
i) Alberta	8440
j) British Columbia	8445
k) Yukon	8455
l) Northwest Territories	8451
m) Nunavut	8452
2 Clients outside Canada	
a) United States	8465
b) Mexico	8470
c) Central and South America	8462
d) European Union	8477
e) Other Europe	8463
f) Africa	8464
g) Middle East	8466
h) Asia	8471
i) Australia, New Zealand	8467
j) Other <i>Please specify</i>	8474
	8476
Total	100%

H. Expenses		I. Personnel	
<p>1 Personnel costs Salaries, wages, and benefits of employees for whom you issued a T4 form. Include vacation pay, bonuses, commissions, employer share of contributions to pension and insurance plans.</p> <p style="text-align: right;">Canadian Dollars</p> <p style="text-align: right;">3041</p>	<p>1 Paid employees Employees on your year-end payroll for whom you issued a T4 form. Exclude proprietors and partners.</p> <p style="text-align: right;">Number</p> <p style="text-align: right;">6346</p>		
<p>2 Depreciation and amortization</p> <p style="text-align: right;">4520</p>	<p>2 Working proprietors and partners, salaried</p> <p style="text-align: right;">6345</p>		
<p>3 Interest expenses and bank charges</p> <p style="text-align: right;">4630</p>	<p>3 Working proprietors and partners, non-salaried</p> <p style="text-align: right;">6321</p>		
<p>4 Write-offs, valuation adjustments, and capital losses</p> <p style="text-align: right;">4349</p>	<p>4 Total (Sum lines 1 to 3)</p> <p style="text-align: right;">6309</p>		
<p>5 All other expenses Exclude corporate income tax. Include GST and PST, except the portion that is refundable.</p> <p style="text-align: right;">4569</p>	<p>5 Indicate the following breakdown of this total:</p> <p>a) Engineers (P. Eng. / ing. & EIT / stagiaire)</p> <p style="text-align: right;">6347</p>		
<p>6 Total expenses before income tax (sum lines 1 to 5)</p> <p style="text-align: right;">4699</p>	<p>b) Other professionals (architects, accountants, etc.)</p> <p style="text-align: right;">6332</p>		
<p>7 What percentage of total expenses (line 6) was spent on commercial services purchased from outside Canada? Please refer to Section N for definitions.</p> <p style="text-align: right;">Mark if None <input checked="" type="checkbox"/> Percentage 4697 %</p>	<p>c) Technicians and technologists</p> <p style="text-align: right;">6333</p>		
	<p>d) All other staff</p> <p style="text-align: right;">6330</p>		
	<p>6 Percentage of paid employees (line 1) that were full-time Regular employees who usually work 30 or more hours per week.</p> <p style="text-align: right;">Percentage 6328 %</p>		
	<p>7 Percentage of paid employees (line 1) that were permanent Regular employees with no set termination date.</p> <p style="text-align: right;">Percentage 6343 %</p>		

J. Provincial/Territorial Distribution									
<p>1 Please report the number of permanent business units operated in Canada during the reporting period. "Business unit" is defined as the lowest level of the firm for which separate records are kept for such details as revenues, expenses and employment.</p> <p style="text-align: right;">Number</p> <p style="text-align: right;">5001</p>									
<p>2 Do you have permanent business units in more than one province or territory?</p> <p>9966 3 <input type="radio"/> No – Skip to the next section.</p> <p>1 <input type="radio"/> Yes – Report the following data for the provinces or territories in which you have units.</p> <p style="text-align: center;">↓</p>									
	Business Units - Number	Total Revenue - Dollars	Personnel Costs - Dollars	Employees - Number	Total Expenses - Dollars				
Nfld. Lab.	5002	4824	4826	6225	4925				
P.E.I.	5003	4829	4831	6230	4930				
N.S.	5004	4834	4836	6235	4935				
N.B.	5005	4839	4841	6240	4940				
Que.	5006	4844	4846	6245	4945				
Ont.	5007	4849	4851	6250	4950				
Man.	5008	4854	4856	6255	4955				
Sask.	5009	4859	4861	6260	4960				
Alta.	5010	4864	4866	6265	4965				
B.C.	5011	4869	4871	6270	4970				
Yukon	5014	4874	4876	6275	4975				
N.W.T.	5013	4879	4881	6280	4980				
Nunavut	5012	4884	4886	6285	4985				
Total	5015	4889	4891	6290	4990				
↓	Should equal J.1	↓	Should equal D.3	↓	Should equal H.1	↓	Should equal I.1 + I.2	↓	Should equal H.6

K. Foreign Related Parties

Related parties are entities in which investors have the ability to exercise significant influence by virtue of their investment. Foreign related parties include foreign parent companies, branches, subsidiaries and other affiliated parties involving at least 10% of the voting stock or other equity rights. Exclude your project related temporary offices abroad or offices of representatives.

1 Foreign ownership or control

Does a foreign entity own (directly or indirectly) 10% or more of the equity or voting rights of your company?

8900 Yes → Percent foreign ownership (Mark only one box): 8901 10-49 % 50-99 % 100 %
 No

2 Foreign affiliates and subsidiaries

Does your company (alone or with its domestic affiliates) own 10% or more of the equity or voting rights of a foreign business enterprise?

8902 Yes
 No

3 Trade with foreign related parties

If you answered "Yes" to either (1) or (2) above, please provide your best estimate of the following data in the reporting period for your business units in Canada:

	Mark if None	Canadian Dollars
a) Value of services sold to your foreign related parties	<input checked="" type="checkbox"/>	8903
b) Value of services purchased from your foreign related parties	<input type="checkbox"/>	8904

Please state reason(s) if unable to provide the above information:

8905 _____

L. Comments

Please use this space for any explanations that may be essential in understanding your reported data. If more space is required, please attach a separate sheet.

9920 _____

9913-6 _____

M. Certification

Signature of authorized person 0018	Title 0014	0015 Date		
		Year	Month	Day
Name of person to contact for further information (please print) 0026 1 <input type="radio"/> Mr. 2 <input type="radio"/> Mrs. 3 <input type="radio"/> Miss 4 <input type="radio"/> Ms.	0013	_____		
	0054	First name	_____	
		Last name	_____	
E-mail address: 0018	Web site address: 0020			
Telephone number: 0017 ()	Extension: 0027	Fax number: 0016 ()		
How long did you spend collecting the data and completing the questionnaire?	9910	hour(s)	9909	minutes
Would you like to receive a copy of the results of this survey?	9902	1 <input type="radio"/> Yes	3 <input type="radio"/> No	

Thank you for completing this questionnaire. Please retain a copy for your records.

N. Definitions

Section D

Design-Build: Method of project delivery in which a firm or a team of firms enters into a single contract with an owner to provide both the professional design services and the construction of the project. Different variations of design/build include Build-Own-Operate-Transfer (BOOT), Engineer-Procure-Construct (EPC), and Turnkey projects.

Private Finance Initiative (PFI): Partnership between government and private industry, when a private company takes on the total design and build mandate plus eventual operation of the project on behalf of the government, for a specified concession period. In return they receive regular payment through the project's lifetime, often as many as 30 years.

Public Private Partnership (PPP or P3): Partnership between government and private firms, when these firms generally take over full operation of an existing public asset or service in return for a fixed fee.

Section E

Residential building engineering projects: All engineering services including the provision of design, plans, and studies related to new and existing homes and mixed-used buildings that are predominantly used for residential housing.

Commercial, public and institutional building engineering projects: All engineering services related to new and existing commercial, public, and institutional buildings, including mixed-use buildings that are predominantly used for commercial, public, or institutional purposes.

Petroleum and petrochemical plant and process engineering projects: All engineering services related to petroleum and petrochemical facilities, such as oil and gas platforms, refineries, pipelines, and petrochemical plants; and processes, such as extraction, refining, formulation, and mixing.

Mining and metallurgical plant and process engineering projects: All engineering services related to mining and metallurgical facilities, such as mines, smelters, mills, and mineral refineries; and processes, such as mineral extraction, smelting, refining, and metal forming.

Pulp and paper plant and process engineering projects: All engineering services related to pulp and paper facilities, such as pulp and paper mills; and processes, such as pulp washing, screening, bleaching, and drying.

Microelectronics plant and process engineering projects: All engineering services related to microelectronics facilities and processes for the production of microprocessors, silicon chips and wafers, microcircuits, semi-conductors, etc.

Industrial machinery engineering design projects: All engineering services related to the design of industrial machinery. Examples include agricultural, construction, mining, metalworking, commercial and service industry, heating, ventilating and air-conditioning, and power transmission machinery.

Transportation equipment engineering design projects: All engineering services related to the design of transportation equipment. Examples include motor vehicles, aircraft, trains, marine vessels, and space vehicles.

Electronic and electrical equipment projects: All engineering services related to the design of electronic equipment, such as computers and peripheral equipment, communications equipment, audio and video equipment, and semi-conductors; and electrical equipment, such as lighting, major and minor appliances, and components thereof.

Transportation engineering projects: All engineering services related to highways, roads, streets, bridges, tunnels, railways, subways, airports, runways, harbors, canals, and other transportation infrastructure and ancillary facilities.

Municipal utility engineering projects: All engineering services related to municipal utilities. Includes systems for wastewater collection and treatment; stormwater management; irrigation systems and water pipelines; drinking water distribution; garbage collection and disposal systems; natural gas distribution systems; and other municipal utility projects.

Power engineering projects: All engineering services related to power generating units (nuclear, hydro-electric, fossil-fuel, etc.), power transmission and distribution lines, and related infrastructure.

Telecommunications and broadcasting engineering projects: All engineering services related to systems for the transmission or distribution of voice, data, and programming. Includes wireless telephony, satellite systems, copper wire, fiber-optic, co-axial cable, landline telephone system, local cable system, television and radio broadcasting.

Hazardous and industrial waste engineering projects: All engineering services related to systems for the collection, treatment, and disposal of hazardous and industrial waste and the control of pollution. Examples include management of nuclear waste, chemical agent destruction, contaminated site remediation, recycling and disposal of industrial wastes

Engineering advisory services: The provision of advice, studies, and reports on engineering matters, except when the advice relates to a specific project. Services classified under this group include policy analysis, regulatory studies, audits, forensic investigations, and expert witness services. Advice, studies, and reports performed in conjunction with a specific project are classified based on the project type in product groups E.1.a through E.1.i and E.1.k.

Construction services: Constructing, repairing and renovating buildings and engineering works. Buildings are distinguished by their primary function, such as residential, commercial and industrial. Engineering works include dams; non-building industrial works such as refineries; highways, roads and streets; bridges; sewers; power and communications transmission lines; and similar structures and works. Includes "construction" projects as well as "construction management" services. Also includes "design/build" projects, in which the engineering firm is a prime contractor taking on both the construction and the engineering design risk. However, if design services for a design-build project are provided on a sub-contract basis, they should be included in the relevant project groups in section E.1.

Project management services: Planning, supervising, and coordinating the activities involved in carrying out a project. May also include the arranging of financing and procurement of equipment and subcontractors. This category refers only to those situations in which project management is offered as a stand-alone service.

Research and development services: Conducting research and experimental development in the physical engineering and life sciences.

Environmental consulting services: Identify problems, measure and evaluate risks, and recommend solutions on environmental issues, such as the control of environmental contamination from pollutants, toxic substances and hazardous materials, air and water quality, asbestos contamination, remediation and environmental law.

Architectural services: Planning and designing the construction of residential, institutional, leisure, commercial and industrial buildings and other structures by applying knowledge of design, construction procedures, zoning regulations, building codes and building materials.

Building inspection services: Evaluate all aspects of the building structure and component systems and prepare a report on the physical condition of the property, generally for buyers or others involved in real estate transactions.

Surveying and mapping: Surveying and mapping of areas on the surface of the earth including the sea floor. Activities include cadastral and topographic services; geodesy and Global Positioning System (GPS); geographic information system (GIS); and geospatial mapping. Include "Geophysical surveying and mapping", which involves gathering, interpreting and mapping geophysical data to locate and measure the extent of subsurface resources, and also conduct surveys for engineering purposes.

Section H

Commercial services: Include a variety of industrial, professional, trade and business services, as well as transactions in royalties and licenses, but exclude goods, freight and shipping transactions, travel, interest, and profit/loss.

For further information and inquiries
call Statistics Canada at 1 800 263-1136
or visit us at www.statcan.ca