

Unified Enterprise Survey - Annual

1999 Survey of Service Industries: Specialized Design 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 appeler au numéro de téléphone indiqué dans la boîte ombragée ci-dessous.

Corre	ct pre-printed information if necessary using the corresponding	g boxes below:		
0001	Legal name	0004	Number and street	
0002	Business name	0005	City	0006 Province or State
0003	C/o	0053	Country	0007   Postal code
0008	First name of contact	0028	Last name of contact	
0052	Please report for:	9010	Language preference 1 E	inglish <sup>2</sup> French
Survey Purpose This survey collects the financial and operating data needed to produce statistics concerning your industry. These data will be aggregated with information from other sources to produce official estimates of national and provincial economic production in Canada, as well as official estimates of activity by industry. These estimates are used by government for national and regional programs and policy planning as well as by the private sector for industry performance measurement and market development.  Coverage Please complete this questionnaire for the business unit described in the pre-printed area above. "Business unit" refers to the operation(s) described in the pre-printed area. Report only for those operations located in Canada.  Confidentiality Statistics Canada is prohibited by law from publishing any statistics which would divulge information obtained from this survey that relates to any identifiable business. The data reported on this questionnaire will be treated in strict confidence, used for statistical purposes and published in aggregate form only. The confidentiality provisions of the Statistics Act are not affected by either the Access to Information Act of any other legislation.  Please return the completed questionnaire(s) in the enclosed envelope within 30 days of receipt. However, if you wish to send the questionnaire(s) by facsimile, please consult the Reporting Instructions in this section. Thank you.				
		urther information or call 1 888 881-3666.	help,	
Nar 0026	Mr. Mrs. Miss Ms. First name	:	0054 Last name	
0014				
Tele 0017		Fax number: 0016	Date comple	eted: YYYY MM DD
Sigr	lature:	and correct to the best of my knowledge	0015	
5-6100	-138.1: 2000-02-22 STC/UES-307-75135 PART II.V -	1999 Survey of Service Industries		711+1
*	Statistics Statistique			Canadä

Reporting Period Information
REPORTING PERIOD
Please report information for your most recent <b>12 month fiscal period</b> . Please indicate below the period covered by this questionnaire.
1. From   YYYY   MM   DD   YYYY   MM   DD   To
2. Did you operate this business unit for the full year?
0050 ○ Yes → If yes, please go to the Business Unit Organization and Joint Venture Activity Information section.
○ No → If no, please check the appropriate box(es) below.
Seasonal operation (please provide the dates)  From  YYYY  MM  DD  0121  To  0121  To
0032 New business (please provide the date)
O033 Change of fiscal year end (please provide the new end date)
Change of ownership (please provide the date)
Ceased operations (please provide the date)
Temporarily closed (please specify the date and the reason)
0037  Other (please specify):

<b>Business Unit Organization and Joint Venture Activity</b>	y Information			
1. Type of organization (please check one only):				
0024 1 Sole proprietorship 2 Partnership	<sup>3</sup> Incorporated company <sup>4</sup> Co-operative			
5 Joint venture 6 Government business en	tity <sup>7</sup> Government <sup>8</sup> Non-profit organization			
2. Did this business unit participate in any joint venture(s) during the	ne reporting period?			
A joint venture refers to a specific commercial undertaking enter to contribute the necessary capital and share in profits or I terminates either upon completion of the undertaking or at a spe	osses of the project in agreed proportions. The association			
0170  Yes → If yes, please go to question 3.	No → If no, please go to the Sole Purpose of this Business Unit section.			
3. Are detailed revenue and expenses for the business unit's share	e in the joint venture(s) included in this questionnaire?			
<sup>0171</sup> Yes				
Joint Venture Activity Information				
<b>4.</b> Please provide the name of the joint venture.				
5. Is this joint venture:				
0190 O Incorporated? If incorporated, please go to quest	ion 6.			
O Unincorporated? If unincorporated, please go to que	astion X			
6. Revenue Canada Business Number of joint venture (if incorporated) 0179				
7. If it is an <u>unincorporated</u> joint venture, please provide the length of time of the joint venture.				
From 0191				
8. Venture partner(s) and their Revenue Canada Business Numbe	r(s) (if incorporated)			
Venture partners	Revenue Canada Business Number(s) (if incorporated)			
0181	0182			
9.				
10.				
11.				
Note: If you participated in more than one joint venture or if more space is required, please enclose a separate page.				
Sole Purpose of this Business Unit				
1. Is the sole purpose of this business unit to provide services to practice?	your parent company, an affiliated company or a professional			
<ul> <li>Yes → If yes, please name the company or professional practice.</li> </ul>	○ No → If no, please go to the Main Business Activity section.			

# **Main Business Activity**

Please check the <u>main</u> activity, at this business unit, that most accurately describes the **principal** source of operating revenue. Please check **one** only.

#### **1.** 541320

0251 🔵

#### **Landscape Architectural Services**

Establishments primarily engaged in planning, designing and administering the development of land areas by applying knowledge of land characteristics, location of buildings and structures, use of land areas, and design of landscape projects.

**Inclusions:** • landscape architectural services; city planning services (except engineers); ski area planning services; golf course design services; offices of town planners; urban planning services.

**Exclusions:** • landscaping services (installing and maintaining landscaping materials); retail nursery and garden centres that also provide landscape consulting and design services.

#### 541410

0252 (

## **Interior Design Services**

Establishments primarily engaged in planning, designing and administering projects in interior spaces to meet the physical and aesthetic needs of people, taking into consideration building codes, health and safety regulations, traffic patterns and floor planning, mechanical and electrical needs, and interior fittings and furniture.

**Exclusions:** • retail or wholesale locations that also provide interior design or decorating services.

#### 541420

0253 🔵

## **Industrial Design Services**

Establishments primarily engaged in creating and developing designs and specifications that optimize the function, value and appearance of products. These services can include the determination of the materials, construction, mechanisms, shape, colour, and surface finishes of the product, taking into consideration human needs, safety, market appeal and efficiency in production, distribution, use and maintenance.

**Inclusions:** • automobile industrial design services; industrial design consulting services; furniture design services; scale modelling services; package design (industrial) services.

**Exclusions:** • designers of clothing, shoes or jewellery (report in 541490 Other Specialized Design Services, below); firms applying principles of engineering in the design, development and utilization of machines, materials, instruments, structures, processes and systems (Engineering Services).

#### 541430

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### **Graphic Design Services**

Establishments primarily engaged in planning, designing and managing the production of visual communication, so as to convey specific messages or concepts, clarify complex information or project visual identities. These services can include the design of printed materials, packaging, video screen displays, advertising, signage systems and corporate identification.

Inclusions: • commercial art services; medical illustration services; silk-screen design services.

Exclusions: • web page designers, printers and publishers; advertising firms (such as those creating or placing display advertising, or those purchasing advertising time or space from media owners and reselling it directly to advertising agencies or advertisers).

#### 541490

0255

#### Other Specialized Design Services

Establishments, not classified above, primarily engaged in providing professional design services.

**Inclusions:** • designers of clothing, shoes or jewellery; fashion designers; textile design services; theatrical set design; float design services; museum exhibit design.

**Exclusions:** • computer design services.

Main Business Activity (continued)		
None of the above (please list the main activities of this business unit and indicate the estimated percentage of total operating revenue associated with each one):  0041		
Note: If you responded "None of the above", please call 1 888 881-3666 for further instructions.		
Data-sharing Agreements		
To avoid duplicating survey activity, Statistics Canada has entered into agreements with provincial and territorial statistical agencies for the sharing of data. This is done in accordance with the federal <i>Statistics Act</i> and corresponding provincial and territorial legislation. The data are to be kept confidential and used for statistical purposes only. Your responses are not shared with Revenue Canada. More details on data – sharing are included in this package.		
Reporting Instructions		
<ol> <li>When precise figures are not available, your best estimates are acceptable.</li> <li>Report all dollar amounts in CANADIAN DOLLARS (\$ CDN).</li> <li>All dollar amounts reported should be rounded to whole dollars (e.g., \$55,417.40 should be reported as \$55,417).</li> <li>Percentages should be rounded (e.g., 37.3% to 37%, 75.8% to 76%).</li> <li>Please write clearly in ink.</li> </ol>		
5. This survey questionnaire can be faxed back to Statistics Canada at 1 888 883-7999.		
Statistics Canada advises you that there could be a risk of disclosure during the facsimile transmission. However, upon receipt of your facsimile, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the <i>Statistics Act</i> .		

B - Revenue				
Please include:	your busine:	n revenue recorded in your accounts for sales or transfers to other business ss; received from outside Canada by this business unit.	ses and to other units	of
Please exclude:	• federal or pr	rovincial sales taxes collected for remittance to a government agency.		
Sales of Goo	ods and Serv	ices Produced		
			\$ CDN	
			2299	
1. Total sales of	of goods and servi	ces produced	2077	
2. All other ope Exclude inte "Non-operation	erating revenue erest income and o ing revenue".	dividends. Please report this amount in this section at question 4,		
Please name	e major items:	2071	> </td <td></td>	
		2072		
		2073		
Revenue To	tals	$\wedge$		
			\$ CDN	
			2080	
3. Total operation	ing revenue (add a	amounts reported in questions 1 and 2 above)		
4. Non-operation	ng revenue (e.g., i	nterest income and dividends	2097	
5 Total reven	ua (add amounts i	reported in questions 3 and 4 above)	2090	
J. Total reven	ue (add amounts i	eported in questions & and 4 above)	%	
3, that was o	nate the percentage generated by new it during the last	ge of your "Total operating revenue" reported in this section at question or substantially improved services or other products introduced by your three years.	2910	

# B - 1 Revenue by Type of Goods and Services Please report your "Total sales of goods and services produced" reported in Section B - Revenue, at question 1, "Total sales of goods and services produced", by the following categories:

		\$ CDN
4	Landagana arabitaatura aanvisaa	2476
1.	Landscape architecture services  Include planning and design services for the aesthetic landscaping of parks, commercial and residential land, etc; preparing site plans, working drawings, specifications; cost estimates for land development; showing ground contours; cost estimates for vegetation to be planted, and facilities such as walks, fences and parking areas; inspection services for the work during construction.	
2.	Interior design services	2477
	<b>Include</b> interior design services such as the planning and designing of interior spaces to meet the physical, aesthetic, and functional needs of people; interior decorating and the drawing-up of designs for interior decorating.	
3.	Industrial design services	2448
	<b>Include</b> creation and development of designs and specifications that optimize the function, value and appearance of products. <b>Include</b> determination of materials, construction, mechanisms, shape, colour, and surface finishes.	
4.	Graphic design services	2479
	<b>Include</b> planning, design and management of the production of visual communication, so as to convey specific messages or concepts, clarify complex information or project visual identities, <b>Include</b> the design of printed materials, packaging, video screen displays, advertising, signage systems and corporate identification.	
5.	Other design services	2480
	Include design of clothing, shoes or jewelry; fashion design; textile design services; theatrical set design; float design services; museum exhibit design; etc.	
6.	Urban planning services	2481
	<b>Include</b> development services for programs concerning land use, site selection, control and utilization, road systems and servicing of land with a view to greate and maintain systematic, co-ordinated urban development; feasibility studies; studies of environmental impact and economic assessments of urban development programs.	
7.	Sales of all other goods and services produced	2000
	Please name major items: \$2001	
	Trease name major items.	
	2002	
	2003	
8.	Total (sum of amounts reported at questions 1 to 7 must equal the amount entered in Section B - Revenue, at question 1, "Total sales of goods and services produced")	2305
		l

- 2 Revenue by Design Activity		
ase distribute the "Total sales of goods and services produced" r tal sales of goods and services produced", according to the follow	reported in <b>Section B - Revenue</b> , at question 1, wing categories:	
	_	%
	2	721
Design Consultation		700
Dravialan of Decima Comissos		722
Provision of Design Services	2	723
Project Management		
	2	725
Other (please specify):		
Fotal		100%

# C - Expenses

Please include: • all expenses within or outside Canada recorded or received by this business unit.

Please exclude: • income tax and the portion of federal or provincial sales taxes refunded by government.

## **Labour Compensation**

1. Wages and salaries of employees

\$ CDN

3010

Please **exclude** employer portion of employee benefits from salaries and wages and report these benefits separately at question 2 below.

- Employees are defined as those workers for whom you completed a Revenue Canada T4 - Statement of Remuneration Paid form.
- Please report all wages and salaries (including taxable allowances and employment commissions as defined on the T4 - Statement of Remuneration Paid form) before deductions.

Include: • those amounts deposited to accounts outside Canada.

**Exclude:** • all payments and expenses associated with outside contract workers and employment agencies or personnel suppliers. Please report these payments on the appropriate line(s) in this section.

#### For example:

- the cost of a receptionist or filing clerk under direct contract to you. Please report these payments in this section at question 12, "Other professional and business service fees";
- the cost of maintenance or cleaning staff under direct contract to you. Please report these payments in this section at question 6, "Purchased maintenance and repair service expenses including janitorial and cleaning services".
- all payments to casual labour without a T4 Statement of Remuneration Paid form.
  Please report these payments in this section at question 25, "All other operating expenses".
- 2. Employer portion of employee benefits

3040

• contributions to health plans, insurance plans, employment insurance, pension contributions, workers' compensation, retiring allowances or lump sum payments to employees upon termination of retirement, etc.

**Exclude:** • contributions to provincial health and education payroll taxes applicable to this business unit. Please report these payments in this section at question 25, "All other operating expenses".

3041

3. Total labour compensation (add amounts reported at questions 1 and 2 above)

# **Purchased Service Expenses** Please exclude services that you produce within this business unit. \$ CDN 4101 4. Telephone and other telecommunication expenses **Include:** • telephone, fax, cellular phone, or pager services for transmission of voice, data or image; • Internet access charge; • purchased cable and satellite transmission of television, radio and music programs. 4115 5. Rental and leasing expenses **Include** office space or other real estate, motor vehicles, computers and peripherals, other machinery and equipment, and other goods. 6. Purchased maintenance and repair service expenses including janitorial and cleaning services **Include** materials, parts and labour. **Exclude** property management fees. 3080 7. Payments to employment agency or personnel supplier (e.g., pay for temporary workers paid through an agency and charges for personnel search services) 3086 8. Design work sub-contracted to others 4230 9. Legal, accounting and auditing fees 4245 10. Architectural, engineering, scientific and technical service fees Include land surveying, interior design and drafting 4270 11. Consulting fees 4275 12. Other professional and business service fees Include fees for education and training, research and development, payroll preparation, etc. 4325 13. Financial service fees (e.g., bank charges, credit and debit card commissions) Exclude interest expenses. Please report these amounts in this section at question 27, "Other expenses". 4350 14. Insurance premiums (e.g., hability, automobile, building, equipment) 4365 15. Advertising expenses 4366 16. Travel expenses **Include** passenger transportation, accommodation, meals while travelling, and other travel allowances. 4367 17. Meals and entertainment expenses (e.g., performing arts events, sports events) Include purchases for clients. 4410 18. Property and business taxes, licences and permits Include: • property taxes (except those covered in your rental and leasing expenses); · property transfer taxes; • vehicle licence fees. 4440 19. Royalties and franchise fees

ı u	iciiases di iviateriais, v	Components and Supplies	
	Exclude capital expenditures.		
			\$ CDN
20.	Office supplies		3301
	Include: • paper and suppli	es for photocopier, printer and fax machine; diskettes; writing instruments	
	and other office s	supplies, etc. Also, if not capitalized, include computers, printers,	
	photocopiers, co	mputer software and office furniture, etc.	
		DI	
	other operating e	rier expenses. Please report this amount in this section at question 25, "All expenses".	
	. 3		
	telephone and ot	her telecommunication expenses. Please report this amount in this	
	section at question	on 4, "Telephone and other telecommunication expenses".	
			3395
	All 11		
21.	All other materials, componen	ts and supplies	<b>&gt;</b>
	Please name major items:	3393	
	. iodos ilamo major ilomo.		
		3394	
		3395	
Otl	har Operating Evpans		
Uι	ner Operating Expense	**	
			\$ CDN
	_ , , , , , , , , , , , , , , , , , , ,		4027
22.	Energy expenses (e.g., electri	city, gasoline, fuel oil, diesel tuel, propane, natural gas)	
	Exclude energy expenses that	at are covered in your rental and leasing expenses; please report these	
		estion 5, "Rental and leasing expenses".	
23.	Depreciation and amortization	(e.g., vehicles, buildings, equipment)	4520
	(including this business unit's	assets and capital lease obligations)	
			4555
		d office and business support units	
25.	All other operating expenses	e.g. contributions to provincial health and education payroll taxes,	4569
		ations, and inventory adjustments) Please report these amounts in this section at question 27, "Other	
	expenses".	riease report triese amounts in this section at question 27, Other	
			L.
	Please name major items.	4561	
		LAEC2	
		4562	
		4563	
Ex	pense Totals		
			A 054
			\$ CDN
20	Total aparetics are sure as a first	d amounta reported at questions 2 to 25 chaus)	4599
		d amounts reported at questions 3 to 25 above)	4630
27.	Other expenses (e.g., interest expenses on car	pital lease obligations plus all other miscellaneous interest expenses such	7000
		terest portion of mortgage payments)	
			4699
28.	Total expenses (add amounts	s reported at questions 26 and 27 above)	

D - Employme	nt Characteristics					
Paid Employees						
Exclude contract w	Please estimate the number of salaried and hourly employees on your payroll in a typical pay period.  Exclude contract workers (i.e., those not on your payroll who were engaged for a specific project or term).  Please allocate this number by the following:					
		Number 6310				
<ol> <li>Full-time emplo Employees who</li> </ol>	yees o worked the standard work week as observed by the business.	0010				
2. Part-time emplo	oyees o worked fewer hours than standard <b>or</b> who worked only for a given period or season.	6311				
3. Total number of	paid employees (add numbers reported at questions 1 and 2 above).	6312				
	id Employees and Definitions (refer to category definitions below)					
	employee only once - if an employee could belong to more than one category, report him/on the table (i.e., a professional who is also a manager should be reported as a manager or					
	Those who carry out the functions of management by planning, organizing, coordinating, directing formulating, implementing or enforcing policy, either directly or through other levels of management carry out any of the above functions are not considered to be managers. <b>Examples:</b> president, senior partners, vice presidents, junior partners, department heads, heads assistant managers.	, controlling, staffing and Supervisors who do not				
Professionals	Employees usually requiring an undergraduate university degree or the equivalent. Exclude anyon	e reported as a manager				
	above. <b>Examples</b> : consultants, land surveyors, geologists, engineers, chemists, biologists, other science photographers, graphic artists, graphic designers, lawyers, accountants, computer professionals, professionals and project managers and supervisors not in the "Manager" group.	e professionals, editors, marketing and research				
Technical / Trades	Employees requiring a community college certificate/diploma, vocational/trades accreditation or eq primarily involved in sales/marketing. Exclude anyone reported as a manager above.  Examples: desktop publishers, computer programmers, lab technicians, draftspersons, GIS techno					
Marketing / Sales						
Administrative, clerical, production and support staff	clerical, vocational/trades accreditation or the equivalent in on-the-job training. Exclude anyone reported as a manager above.  production and Examples: secretaries, receptionists, mail/distribution clerks, cleaning staff, transportation equipment operators (drivers),					
Other	If you have employees that do not fit into any of the above categories, please specify their occupation	on(s).				
	$\Diamond_{\wedge} \Diamond_{\wedge} \Diamond_{\vee}$	Number				
4. Managers/Edito	ors es and working propriétors.	6331				
5. Professionals		6332				
6. Technical/Trades						
7. Marketing/Sales						
8. Administrative, clerical, production and support staff						
<b>9.</b> All others (please specify)	: 6336 :	6335				
10. Total (the sum of que						
Contract Workers						
	Number					
pay period).	Please report the number of contract workers usually engaged at this business unit (i.e., during a typical pay period).  6320					

### individuals engaged only for the duration of a specific project or term

Page 12

11. Contract workers

# **E** - Distribution of Operating Revenue by Type of Client

Data on your revenue by type of client will be used to improve information on the origins of demand for goods and services. We recognize that this may be a difficult question to answer, and welcome your suggestions on how to improve it in the **Comments** Section at the end of the questionnaire.

Please indicate the percentage of "Total operating revenue", reported in **Section B - Revenue**, at question 3, "Total operating revenue", by type of client to whom the goods or services were delivered.

% **Clients in Canada** 8100 1. Individuals and households 8120 2. Public Institutions (e.g., hospitals, schools, universities) 8130 3. Government (e.g., federal, provincial, territorial and municipal administration) 8112 4. Financial businesses (e.g., financial intermediaries including banks, trust companies, financial crown corporations) 8115 **5.** All other businesses (including non-financial crown corporations) 8140 6. Clients outside Canada (exports) 100% **Total** 

Name of <b>person</b> reporting <b>Type of Client</b> information (if different from name on page 1)				
8190 First name	Last name			
Telephone number (include area code)				

# F - Distribution of Operating Revenue by Client Location

Data on your revenue by client location will be used to improve information on the movement of goods and services between provinces and to other countries. We recognize that this may be a difficult question to answer, and welcome your suggestions on how to improve it in the **Comments** Section at the end of the questionnaire.

Please indicate the percentage of "Total operating revenue" reported in **Section B - Revenue**, at question 3, "Total operating revenue", by the location of the client to whom the goods or services were delivered.

Clients in Canada		%
Cheffts in Canada		8400
Newfoundland		
Prince Edward Island	$\wedge$	8415
Timos Edward Island		8405
Nova Scotia		\
New Brunswick		8410
Quebec		8420
Ontario		8425
	$\rightarrow$	8430
Manitoba		8435
Saskatchewan		0.00
Alberta		8440
Albeita		8445
British Columbia		
Yukon		8455
Northwest Tomics in		
Northwest Territories	8451	
Northwest Territories (excluding Nunavot)	8452	
Nunavut	0432	
		8450
Northwest Territories (old boundaries) (add percentages reported at questions 12 ar	nd 13 above)	
Clients outside Canada (exports)		8465
United States		
		8470
Mexico		9476
All other countries		8476
		100%
Total		100/

G ·	<ul> <li>Events That May Have Affected Your Busin</li> </ul>	iess Unit			
1.	Compared to last fiscal year, were there any events that may unit?	have significantly affected the reported values for this business			
	9929				
	○ No → If no, please go to Section H - Comment	s.			
2.	Please check the box(es) that best reflect this change.				
	9930 C Longer scheduled work week	9931 O Shorter scheduled work week			
	9932 O Increase in business	9933 O Decrease in business			
	9934 More overtime	9935 Less overtime			
	9936 Foreign exchange	9937 Merger or acquisition			
	9938 C Layoffs	9939 Increase in hiring			
	9940 C Temporary shutdown	9941 Permanent shutdown			
	9942 Strike	9943 Weather			
	9944 Change in supplier	9945 Change in product-line			
	9946 Price changes, goods or services sold	9947 Price changes, labour of raw materials (input)			
	(output)	9949 Changes in government taxes			
	9948 Changes in industry regulation	9952 Natural disaster			
		- Hattard Carlot			
3	9950 Other (please specify):	$\Diamond_{\wedge}(\bigcirc)$			
J.	Other (please specify).				
	0				
П	- Comments	$(O)^{\circ}$			
1.	How long did you spend collecting the data and completing this form?	hours			
2.	Comments?				
	We invite your comments on the following topics or any others related to our business survey program. We appreciate your assistance.				
	• questionnaire content	order and flow of questions			
	new questions of interest to your industry	timing of receipt of questionnaire and the period given for			
	questionnaire language	response			
	use of business terminology	other sources of data to further reduce response burden			
	<ul> <li>comprehension of questions (e.g., through definitions, examples of inclusions and exclusions, code sheets,</li> </ul>	potential for electronic data reporting			
	instruction sheets, reporting guides)	<ul> <li>general (non-proprietary) business software packages in use</li> </ul>			
	9920				
		_			
	Lost the return envelope? Please telephone 1 888 881-3666				
	-	or 883-7999.			
		our co-operation.			
	Statistics Canada's publications are available for use				
	in Statistics Canada's regional offices and all major libraries.  As well, please visit our Web site at www.statcan.ca.				