



Biotechnology Use and Development Survey - 2005

Confidential once completed

Collected under the authority of the *Statistics Act, Revised Statutes of Canada, 1985, Chapter S-19. Completion of this questionnaire is a legal requirement under the Statistics Act.*

Si vous préférez ce questionnaire en français, veuillez téléphoner au 1-866-894-5474.



Information for the Respondent

Purpose of Survey

Statistics Canada is conducting this survey to produce a profile of firms engaged in biotechnology activities and/or research and development of nanotechnologies in Canada. The survey focuses on the characteristics and activities of firms that use or develop biotechnology as part of their company's activity. It will also help us learn about the key characteristics of firms that are engaged in research and development of nanotechnologies.

Biotechnology is an emerging sector of the Canadian economy and its impact has the potential to be felt through all parts of Canadian society. An accurate understanding of biotechnology requires comprehensive data. Information from this survey may be used by businesses for economic or market analysis, by trade associations to study industry performance, government departments and agencies to assist policy formation, and by the academic community for research purposes. Statistics Canada may create a database by combining survey data with existing Statistics Canada data records.

Please report on Canadian biotechnology and nanotechnology activities of your firm for the corporate fiscal year of 2005 unless a specific question indicates otherwise. Complete a separate questionnaire for each company engaged in biotechnology (or nanotechnology) activities in Canada.

Authority

Collected under the authority of the *Statistics Act, Revised Statutes of Canada, 1985, Chapter S-19. Completion of this questionnaire is a legal requirement under the Statistics Act.*

Confidentiality

Statistics Canada is prohibited from publishing any statistics that would divulge information obtained from this survey that relates to any identifiable business, institution or individual. Data is treated in strict confidence, used for statistical purposes and released in aggregate form only. The confidentiality provisions of the *Statistics Act* are not affected by either the *Access to Information Act* or any other Legislation.

Federal-Provincial Agreement

In order to reduce respondent burden, to reduce the cost of collection and ensure uniform statistics, Statistics Canada has entered into an agreement with the Institut de la statistique du Québec, under Section 11 of the *Statistics Act*, where data on firms located or operating in Québec will be transmitted to the Institut de la statistique du Québec. The Institut de la statistique du Québec has the same provision for confidentiality and penalties for disclosure of information as the federal *Statistics Act* and has the legislative authority to collect this information on their own.

Who should complete this questionnaire?

A knowledgeable senior person in your firm can complete this questionnaire.

Assistance

If you have questions or require assistance please contact Statistics Canada

Telephone: 1-866-894-5474

Fax: 1-888-869-0972

Email: sieidinfo@statcan.ca

Please provide the following information

Name of person completing form:

0001

Phone:

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E-mail:

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Title:

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Fax:

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Web address:

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Section 1 – Biotechnologies in Use

This section measures the use of biotechnologies in your firm.

1. Using the table below, please indicate the use your firm makes of each type of biotechnology listed. Check the applicable circle or circles.

Biotechnologies	Currently used / in operation	If currently using, do you use them for			Number of years in use
		Product/Process development	Current production	Environmental purposes	
DNA – the coding e.g. Genomics/pharmaco-genetics; Gene probes; DNA sequencing synthesis amplification; Genetic engineering	0100 1 <input type="radio"/> Yes 3 <input type="radio"/> No	0101	0102	0103	0104
Proteins and Molecules – the functional blocks e.g. Protein/peptide sequencing/synthesis; Lipid/protein engineering; Proteomics; Hormones, growth factors, pheromones; Cell receptors signalling	0110 1 <input type="radio"/> Yes 3 <input type="radio"/> No	0111	0112	0113	0114
Cell and Tissue Culture, and Engineering e.g. Cell/tissue culture; Embryo manipulation; Tissue engineering; Hybridization; Cellular fusion; Vaccine/immune stimulants	0120 1 <input type="radio"/> Yes 3 <input type="radio"/> No	0121	0122	0123	0124
Process Biotechnologies e.g. Bioreactors; Fermentation (excluding beer, bread, cheese and yogurt); Bioprocessing; Bioleaching; Bio-pulping; Biobleaching; Biodesulphurization; Bioremediation; Biofiltration	0130 1 <input type="radio"/> Yes 3 <input type="radio"/> No	0131	0132	0133	0134
Sub-Cellular Organisms e.g. Gene therapy; Viral vectors	0140 1 <input type="radio"/> Yes 3 <input type="radio"/> No	0141	0142	0143	0144
Other Bioinformatics	0150 1 <input type="radio"/> Yes 3 <input type="radio"/> No	0151	0152	0153	0154
Nanobiotechnologies	0160 1 <input type="radio"/> Yes 3 <input type="radio"/> No	0161	0162	0163	0164
Environmental biotechnology	0170 1 <input type="radio"/> Yes 3 <input type="radio"/> No	0171	0172	0173	0174
Other, please specify: <input type="text" value="0180txt"/> <input type="text"/>	0180 1 <input type="radio"/> Yes 3 <input type="radio"/> No	0181	0182	0183	0184

If you use at least one of the biotechnologies listed in Question 1 → Go to question 2

If you do not use any of the biotechnologies listed in Question 1 → Go to Section 8 (Nanotechnology) question 26.

Section 2 – Human Resources in Biotechnology

Concerns have been expressed about the availability of skilled biotechnology employees. Your cooperation in careful completion of this section is essential in developing an accurate understanding of human resources in biotechnology. For the purpose of this survey "Employees" are defined as those workers for whom you completed a Canada Revenue Agency T-4 statement for the 2005 tax year. Include working owners. Do not include students. Only count employees working in Canada. If '0' (zero) indicate '0'.

Number of Biotechnology Employees

2. a) How many employees does your firm employ in Canada? 0200
Please report typical employment level for 2005

b) How many employees have biotechnology-related responsibilities? 0201
Please report typical employment level for 2005

c) Employees with full-time biotechnology responsibilities

For each group listed below indicate how many are employees with full-time biotechnology responsibilities (50% or more of their time spent on biotechnology-related activities)? If an employee fulfills more than one duty, report their primary responsibility. Count each person only once. Please report typical employment level for 2005.

Position	Number of full-time
Scientific Direction/Research	0202
Technicians	0203
Regulatory/Clinical Affairs	0204
Production	0205
Finance/Marketing/Business Development	0206
Administrative Management	0207
Other, please specify: <input type="text"/>	0208
Total employees with full-time biotechnology responsibilities	0210

d) Employees with part-time biotechnology responsibilities

For each group listed below indicate how many are employees with part-time biotechnology responsibilities (less than 50% of their time spent on biotechnology-related activities)? If an employee fulfills more than one duty, report their primary responsibility. Count each person only once. Please report typical employment level for 2005.

Position	Number of part-time
Scientific Direction/Research	0211
Technicians	0212
Regulatory/Clinical Affairs	0213
Production	0214
Finance/Marketing/Business Development	0215
Administrative Management	0216
Other, please specify: <input type="text"/>	0217
Total employees with part-time biotechnology responsibilities	0218

e) Total Number of biotechnology employees.

Total employees with full-time and part-time biotechnology-related responsibilities 0219
(Box 0210 + Box 0218)

This number must equal 0201 above

Recruiting and Staffing Practices

3. a) Does your firm have unfilled biotechnology-related positions?

0300 No → Go to question 3 b)

Yes → In the table below indicate the number of unfilled positions by category:

Position	Number of unfilled positions
Scientific Direction/Research	0301
Technicians	0302
Regulatory/Clinical Affairs	0303
Production	0304
Finance/Marketing/ Business Development	0305
Administrative Management	0306
Other, please specify: <input type="text"/>	0307
Total unfilled positions	0308

b) Does your firm have a formal program to train and develop personnel for internal promotions to senior positions?

0310 3 No
1 Yes

c) Did your firm attempt to recruit any biotechnology employees in 2005?

0320 3 No → **Go to question 5**
1 Yes → Were you successful?

0321 3 No → **Go to question 3 d)** 0322
1 Yes → How many did you hire?

d) Did you attempt to hire biotechnology staff residing outside of Canada in 2005?

0330 3 No → **Go to question 4**
1 Yes → In the table below indicate the number of biotechnology staff you hired from each region; If none were hired, please indicate "0".

Region	Number of employees hired
USA	0331 <input type="text"/>
Europe	0332 <input type="text"/>
China	0333 <input type="text"/>
India	0334 <input type="text"/>
Asia (excluding China and India)	0335 <input type="text"/>
Other, please specify: <input type="text"/>	0336 <input type="text"/>
Total employees hired from outside of Canada	0337 <input type="text"/>

4. Please rate the impact of the following factors on your efforts in filling biotechnology-related vacancies:

Candidate factors	Impact				
	Low 1	2	3	4	High 5
Compensation requirements by candidates too high 0400	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Candidates unwilling to relocate 0401	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Lack of experience 0402	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Firm factors					
Capital/resources insufficient to attract candidates 0403	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
External factors					
Lack of qualified candidates 0404	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Competition for qualified candidates 0405	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Other, please specify:					
<input type="text"/> 0406	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>

5. a) Did any biotechnology personnel leave your firm in 2005?

0500 3 No → **Go to question 6**
1 Yes → How many? 0501

b) Of the total number of biotechnology personnel who left your firm in 2005, what percentage was your company's decision?

0510 %

Section 3 – Firm History

6. What year was your firm established?

0600

7. Is your firm a public firm?

0700 3 No → Go to question 8

1 Yes → What year was the Initial Public Offering (IPO)?

0701

8. a) Has your firm merged with another firm?

0800 3 No → Go to question 9

1 Yes → What year did the merger take place?

0801

b) What was the main reason for the merger?

0810 1 To increase the value on the stock market

2 Vertical integration

3 To increase capacity (financial or other)

4 To acquire a technological advantage

5 To gain a competitive advantage by acquiring intangible assets (targeted market, good reputation, range of products, etc.) that belongs to the other firm

6 Other, please specify:

0810txt

9. a) Is your firm a Canadian owned company?

0900 3 No → Go to question 10

1 Yes

b) Does your firm have branches outside Canada?

0910 3 No

1 Yes → Does your firm conduct R&D outside Canada?

0911 3 No

1 Yes

10. Is your firm a spin-off? A spin-off is defined as a new firm created to transfer and commercialize inventions and technology developed in universities, firms or laboratories.

1000 3 No → Go to question 11

1 Yes → Was your firm a spin-off from

1001 1 University/hospital

2 Another biotechnology company

3 Non-biotechnology firm

4 Government agency/lab

5 Other, please specify:

1001txt

Section 4 – Innovative Biotechnology Products

This section measures the development of new biotechnology products and processes by your firm.

11. a) Do you have products/processes on the market that require the use of biotechnology?

1100 3 No

1 Yes

b) Is your firm currently developing products that require the use of biotechnology?

1110 3 No

1 Yes

c) Is your firm currently developing processes that require the use of biotechnology?

1120 3 No

1 Yes

d) Do you consider biotechnology central to your firm's activities or strategies?

1130 3 No

1 Yes

If you answered "yes" to any part of question 11 → Go to question 12

Otherwise, → Go to Section 8 (Nanotechnology) question 26

12. a) In the table below, please indicate the number of biotechnology products or processes your firm currently has for each stage of development in the Human Health Sector. If “0” (zero) please indicate “0”.

Biotechnology Sector	Number of biotechnology products/processes by development stage					
	Research & Development	Pre-clinical trials	Regulatory phase			Approved/ On market/ In production
			Phase I	Phase II	Phase III	
Human Health						
Diagnostics (e.g. biosensors, immunodiagnostics, gene probes)	1200	1201	1202	1203	1204	1205
Therapeutics (e.g. vaccines, immune stimulants, biopharmaceuticals)	1206	1207	1208	1209	1210	1211
Drug delivery	1212	1213	1214	1215	1216	1217

12. b) In the table below, for each sector listed please indicate the number of biotechnology products or processes your firm currently has for each stage of development. If “0” (zero) please indicate “0”.

Biotechnology Sector	Number of biotechnology products/processes by development stage			
	Research & Development	Pre-clinical trials / Confined field trials/ Premarket	Regulatory phase/ Unconfined release assessment/ Final pre-market assessment	Approved/ On market/ In production
Agriculture Biotechnology				
Plant biotechnology (e.g. tissue culture, embryogenesis, genetic markers, genetic engineering)	1218	1219	1220	1221
Animal biotechnology (e.g. diagnostics, therapeutics, embryo transplantation, genetic markers, genetic engineering, cloning)	1222	1223	1224	1225
Non-food agriculture – Industrial uses (e.g. fuels, lubricants, commodities and fine chemical feedstocks, cosmetics)	1226	1227	1228	1229
Non-food agriculture – Pharmaceutical / medical uses (e.g. molecular farming, xenotransplanting)	1230	1231	1232	1233
Natural Resources				
Energy (e.g. microbiologically enhanced petroleum recovery, industrial bioprocessing, biodesulphurization)	1234	1235	1236	1237
Mining (e.g. microbiologically enhanced mineral recovery, industrial bioprocessing, biodesulphurization)	1238	1239	1240	1241
Forest products (e.g. biopulping, biobleaching, biopesticides, tree biotechnology, industrial bioprocessing)	1242	1243	1244	1245

12. b) continued Biotechnology Sector	Number of biotechnology products/processes by development stage			
	Research & Development	Pre-clinical trials / Confined field trials/ Premarket	Regulatory phase/ Unconfined release assessment/ Final pre-market assessment	Approved/ On market/ In production
Environment				
Air (e.g. bioremediation, diagnostics, phytoremediation, biofiltration)	1246 <input type="text"/>	1247 <input type="text"/>	1248 <input type="text"/>	1249 <input type="text"/>
Water (e.g. biofiltration, diagnostics, bioremediation, phytoremediation)	1250 <input type="text"/>	1251 <input type="text"/>	1252 <input type="text"/>	1253 <input type="text"/>
Soil (e.g. biofiltration, diagnostics, bioremediation, phytoremediation)	1254 <input type="text"/>	1255 <input type="text"/>	1256 <input type="text"/>	1257 <input type="text"/>
Aquaculture				
Fish health, broodstock genetics, bioextraction	1258 <input type="text"/>	1259 <input type="text"/>	1260 <input type="text"/>	1261 <input type="text"/>
Bioinformatics				
Genomics & molecular modelling (e.g. DNA/RNA/protein synthesis and databases for humans, plants, animals and micro-organisms)	1262 <input type="text"/>	1263 <input type="text"/>	1264 <input type="text"/>	1265 <input type="text"/>
Gene therapy (e.g. gene identification, gene constructs, gene delivery)	1266 <input type="text"/>	1267 <input type="text"/>	1268 <input type="text"/>	1269 <input type="text"/>
Food Processing				
Bioprocessing (e.g. using enzymes and bacteria cultures)	1270 <input type="text"/>	1271 <input type="text"/>	1272 <input type="text"/>	1273 <input type="text"/>
Functional foods/nutraceuticals (e.g. probiotics, unsaturated fatty acids)	1274 <input type="text"/>	1275 <input type="text"/>	1276 <input type="text"/>	1277 <input type="text"/>
Other, please specify: 1281txt <input type="text"/>	1278 <input type="text"/>	1279 <input type="text"/>	1280 <input type="text"/>	1281 <input type="text"/>

Section 5 – Biotechnology Products Regulations

Products/processes in R&D

13. a) In 2005, did you have biotechnology products or processes in any stage of research and development (but not yet on market)?

1300 3 No → Go to question 14

1 Yes → Go to question 13 b)

b) Of the biotechnology products or processes your firm had in research and development stages (not yet on market) in 2005, how many require formal regulatory evaluation and/or approval by Canadian regulatory authorities?

1310 Number of products or processes

c) How much has your firm invested (in \$CAD) in research and development of your firm's principal biotechnology product or process to date?

1320 \$

d) In 2005, for your principal biotechnology product, what was the total cost (in \$CAD) incurred to meet the requirements of the regulatory process?

1330 \$

e) In 2005, for your principal biotechnology product, what is the total duration of its regulatory process to date? (Include any interval for preparation of materials to be submitted to Canadian regulatory authorities.)

1340 years 1341 months

f) In 2005, has your firm halted/abandoned the development of a biotechnology-based product in any stage of research or development in Canada?

1350 3 No → Go to question 14

1 Yes → Why? (Mark any that apply)

1351 R&D showed the product/ process was not worthwhile

1352 Intellectual Property considerations

1353 Lack of expertise

1354 Regulatory requirements unclear

1355 Moved R&D to another jurisdiction

1356 Differing in regulatory requirements

1357 Lack of Canadian market

1358 Product failed to meet company requirements

1359 Lack of capital

1360 Other, please specify:

1360txt

14. Did your firm attempt to obtain regulatory information and application forms?

1400 3 No → Go to question 15

1 Yes → What sources do you use to access regulatory information and application forms? Please check all that apply.

Government

1401 Federal Government

1402 Provincial Government

1403 Biportal website (www.biportal.gc.ca)

1404 Regulatory consultants

1405 Industry associations

1406 Other, please specify:

1406txt

15. a) In 2005, did you have biotechnology products or processes in production or on the market?

1500 3 No → Go to question 16

1 Yes → Of the products or processes your firm had on the market in 2005 how many were subject to formal regulatory evaluation and/or approval by Canadian regulatory authorities?

1501 Number of products or processes

b) What was the total time required to bring your principal biotechnology product or process from the initial development phase/proof of concept stage to market?

1510 years 1511 months

c) What was the total cost (in \$CAD) to bring your principal biotechnology product or process from the initial development phase/proof of concept stage to market?

1520 \$

Section 6 – Business Practices

Contracting Activities

16. a) Did your firm contract out biotechnology related activities in 2005?

1600 3 No → Go to question 16 d)

1 Yes → For each partner type listed below, please indicate the number and value of contracts:

Organization	Number of Contracts	Total value of contract in 2005 by purpose: (\$CAD)			
		R&D	Regulatory/clinical	Production	Other
CRO (Contract research organization)	1601 <input type="text"/>	1602 <input type="text"/>	1603 <input type="text"/>	1604 <input type="text"/>	1605 <input type="text"/>
CMO (Contract manufacturing organization)	1606 <input type="text"/>	1607 <input type="text"/>	1608 <input type="text"/>	1609 <input type="text"/>	1610 <input type="text"/>
University/Hospital	1611 <input type="text"/>	1612 <input type="text"/>	1613 <input type="text"/>	1614 <input type="text"/>	1615 <input type="text"/>
Government Lab	1616 <input type="text"/>	1617 <input type="text"/>	1618 <input type="text"/>	1619 <input type="text"/>	1620 <input type="text"/>
Other biotech firm	1621 <input type="text"/>	1622 <input type="text"/>	1623 <input type="text"/>	1624 <input type="text"/>	1625 <input type="text"/>
Other, please specify: 1626txt	1626 <input type="text"/>	1627 <input type="text"/>	1628 <input type="text"/>	1629 <input type="text"/>	1630 <input type="text"/>
Total	1631 <input type="text"/>	1632 <input type="text"/>	1633 <input type="text"/>	1634 <input type="text"/>	1635 <input type="text"/>

b) Did contracting out in 2005 replace biotechnology employees in your firm?

1640 3 No → **Go to question 16 c)**

1 Yes → Please indicate the number of employees replaced for each group listed below:

	Number of employees replaced
Scientific Direction/Research	1641 <input type="text"/>
Technicians	1642 <input type="text"/>
Regulatory/Clinical Affairs	1643 <input type="text"/>
Production	1644 <input type="text"/>
Finance/Marketing/Business development	1645 <input type="text"/>
Administrative Management	1646 <input type="text"/>
Other, please specify: <input type="text"/>	1647 <input type="text"/>
Total number of employees replaced by contracting out activities	1648 <input type="text"/>

c) Rate the level of importance of each of the following reasons on your decision to contract out.

Reasons for Contracting Out	Importance				
	Low 1	2	3	4	High 5
Access outside scientific expertise/knowledge.....	1650 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Activity area outside core competence of firm	1651 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Faster completion of the work	1652 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Lower risks to the firm	1653 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Increase your physical capacity (infrastructure, equipments, etc.)	1654 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Cost Reduction Related to:					
R&D activities.....	1655 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Regulatory/Clinical Affairs	1656 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Production	1657 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Other, please specify: <input type="text"/>	1658 1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>

d) Does your firm provide contract services to other firms or organizations?

1660 3 No → **Go to question 17**

1 Yes → For each type of contract services listed below, please indicate the number of contracts entered into in 2005 and the revenues received from each by type of organization:

	Number of contracts entered into in 2005	Revenues received from this source in 2005
Other biotechnology firm	1661 <input type="text"/>	1662 \$ <input type="text"/>
Pharmaceutical firm	1663 <input type="text"/>	1664 \$ <input type="text"/>
Firms other than biotech or pharmaceutical	1665 <input type="text"/>	1666 \$ <input type="text"/>
University/Hospital	1667 <input type="text"/>	1668 \$ <input type="text"/>
Government Lab.	1669 <input type="text"/>	1670 \$ <input type="text"/>
Other, please specify: <input type="text"/>	1671 <input type="text"/>	1672 \$ <input type="text"/>
Total	1673 <input type="text"/>	1674 \$ <input type="text"/>

Collaborative Arrangements

Cooperative and collaborative arrangements involve the active participation in projects between your company and other companies or organizations in order to develop and/or continue work on new or significantly improved biotechnology processes, products and/or services. **Pure contracting-out work is not regarded as collaboration.**

17.a) Was your firm involved in biotechnology-related cooperative/collaborative arrangements with other companies or organizations in 2005? (Please include both those inside and outside of Canada.)

1700 3 No → **Go to question 18**

1 Yes → Provide the number of arrangements by purpose and partner type:

Arrangement Purpose	Number of Arrangements by Partner Type				
	Biotech Firm	Pharmaceutical firm	Firm other than biotech or pharmaceutical	Academic Institution/Hospital	Government lab or agency
To conduct research and development (R&D)	1701 <input type="text"/>	1702 <input type="text"/>	1703 <input type="text"/>	1704 <input type="text"/>	1705 <input type="text"/>
Regulatory affairs	1706 <input type="text"/>	1707 <input type="text"/>	1708 <input type="text"/>	1709 <input type="text"/>	1710 <input type="text"/>
Access others' patents	1711 <input type="text"/>	1712 <input type="text"/>	1713 <input type="text"/>	1714 <input type="text"/>	1715 <input type="text"/>
Production/manufacturing	1716 <input type="text"/>	1717 <input type="text"/>	1718 <input type="text"/>	1719 <input type="text"/>	1720 <input type="text"/>
Access markets/distribution channels	1721 <input type="text"/>	1722 <input type="text"/>	1723 <input type="text"/>	1724 <input type="text"/>	1725 <input type="text"/>
Access capital	1726 <input type="text"/>	1727 <input type="text"/>	1728 <input type="text"/>	1729 <input type="text"/>	1730 <input type="text"/>
Access Intellectual Property from partner	1731 <input type="text"/>	1732 <input type="text"/>	1733 <input type="text"/>	1734 <input type="text"/>	1735 <input type="text"/>
Access others' knowledge and skills	1736 <input type="text"/>	1737 <input type="text"/>	1738 <input type="text"/>	1739 <input type="text"/>	1740 <input type="text"/>
Lower expenses	1741 <input type="text"/>	1742 <input type="text"/>	1743 <input type="text"/>	1744 <input type="text"/>	1745 <input type="text"/>
Other, please specify: 1746txt <input type="text"/>	1746 <input type="text"/>	1747 <input type="text"/>	1748 <input type="text"/>	1749 <input type="text"/>	1750 <input type="text"/>

Collaborations with foreign partners

b) In 2005, was your firm involved in biotechnology related cooperative/collaborative arrangements with other **foreign** companies or organizations (located outside of Canada)?

1751 3 No → **Go to question 18**

1 Yes → In the table below, check collaboration/cooperation arrangements by each type and their geographic location:

Partner type	USA	Europe	China	India	Asia (Excluding China and India)	Other
Biotechnology firm	1752 <input type="radio"/>	1753 <input type="radio"/>	1754 <input type="radio"/>	1755 <input type="radio"/>	1756 <input type="radio"/>	1757 <input type="radio"/>
Pharmaceutical firm	1758 <input type="radio"/>	1759 <input type="radio"/>	1760 <input type="radio"/>	1761 <input type="radio"/>	1762 <input type="radio"/>	1763 <input type="radio"/>
Firm other than biotechnology or pharmaceutical	1764 <input type="radio"/>	1765 <input type="radio"/>	1766 <input type="radio"/>	1767 <input type="radio"/>	1768 <input type="radio"/>	1769 <input type="radio"/>
Academic Institution/Hospital	1770 <input type="radio"/>	1771 <input type="radio"/>	1772 <input type="radio"/>	1773 <input type="radio"/>	1774 <input type="radio"/>	1775 <input type="radio"/>
Government lab or agency	1776 <input type="radio"/>	1777 <input type="radio"/>	1778 <input type="radio"/>	1779 <input type="radio"/>	1780 <input type="radio"/>	1781 <input type="radio"/>
Other, please specify: 1782txt <input type="text"/>	1782 <input type="radio"/>	1783 <input type="radio"/>	1784 <input type="radio"/>	1785 <input type="radio"/>	1786 <input type="radio"/>	1787 <input type="radio"/>

Reasons for collaborating with foreign partners

c) Rate the following purposes in your decision to form a collaborative/cooperative arrangement with a **foreign partner** (located outside of Canada).

Arrangement Purpose		Importance				
		Low 1	2	3	4	High 5
Research and development (R&D)	1788	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Regulatory affairs	1789	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Production/manufacturing	1790	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Access international markets/distribution channels	1791	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Access capital	1792	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Access Intellectual Property from partner	1793	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Access others' knowledge and skills	1794	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Other, please specify: <input type="text" value="1795txt"/>	1795	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>

Intellectual Property

18. a) Does your firm have biotechnology related patents or pending patents?

1800 3 No → Go to question 18 d)

1 Yes → How many? Indicate the distribution of biotechnology related patents and pending patents your firm has by Patent Office:

	Canadian Intellectual Property Office (CIPO)	U.S. Patent & Trademark Office (USPTO)	European Patent Office	Other, please specify: <input type="text" value="1800txt"/>
Existing Patents	1801 <input type="text"/>	1802 <input type="text"/>	1803 <input type="text"/>	1804 <input type="text"/>
Pending Patents	1805 <input type="text"/>	1806 <input type="text"/>	1807 <input type="text"/>	1808 <input type="text"/>
Expired patents	1809 <input type="text"/>	1810 <input type="text"/>	1811 <input type="text"/>	1812 <input type="text"/>

b) Provide the number of products or processes for which your company held a patent (existing or pending) in:

	2004	2005
Number of patented products or processes	1820 <input type="text"/>	1821 <input type="text"/>

c) Provide the number of unique patents applications submitted by your company and the number granted in:

	2004	2005
Number submitted	1830 <input type="text"/>	1831 <input type="text"/>
Number granted	1832 <input type="text"/>	1833 <input type="text"/>

d) Does your firm have biotechnology related trademarks?

1840 3 No → Go to question 19

1 Yes → How many? Indicate the number of biotechnology related trademarks

	2004	2005
Number of registered trademarks	1841 <input type="text"/>	1842 <input type="text"/>
Number of unregistered trademarks	1843 <input type="text"/>	1844 <input type="text"/>

19. a) Did your firm assign or license biotechnology related intellectual property (IP) rights to another firm?

1900 3 No → Go to question 19 c)

1 Yes → For each type of intellectual property instrument listed below please indicate the number of IP rights granted by country and the total income received from IP licensing in 2005:

Intellectual Property Instrument	Number with Canadian firms	Number with USA firms	Number with other country firms	Total Income from IP licensing in 2005
Licensing Agreement	1901 <input type="text"/>	1902 <input type="text"/>	1903 <input type="text"/>	1904 \$ <input type="text"/>
Patent Assignment	1905 <input type="text"/>	1906 <input type="text"/>	1907 <input type="text"/>	1908 \$ <input type="text"/>
Technology Transfer Agreement	1909 <input type="text"/>	1910 <input type="text"/>	1911 <input type="text"/>	1912 \$ <input type="text"/>
Other, please specify: <input type="text" value="1913txt"/>	1913 <input type="text"/>	1914 <input type="text"/>	1915 <input type="text"/>	1916 \$ <input type="text"/>

b) What is the total value of the intellectual property rights assigned when all conditions and payments are met?

¹⁹²⁰ \$

What percentage of ¹⁹²¹ % that have you received?

What is the length in years of ¹⁹²² Years your most significant agreement?

c) Did your firm **acquire** biotechnology related intellectual property rights from another firm?

¹⁹³⁰ ³ No → **Go to question 20**

¹ Yes → Please complete the following table:

Intellectual Property Instrument	Number with Canadian firms	Number with USA firms	Number with other country firms	Cost to your firm of obtaining IP in 2005
Licensing Agreement	¹⁹³¹ <input type="text"/>	¹⁹³² <input type="text"/>	¹⁹³³ <input type="text"/>	¹⁹³⁴ \$ <input type="text"/>
Patent Assignment	¹⁹³⁵ <input type="text"/>	¹⁹³⁶ <input type="text"/>	¹⁹³⁷ <input type="text"/>	¹⁹³⁸ \$ <input type="text"/>
Technology Transfer Agreement	¹⁹³⁹ <input type="text"/>	¹⁹⁴⁰ <input type="text"/>	¹⁹⁴¹ <input type="text"/>	¹⁹⁴² \$ <input type="text"/>
Other, Please Specify: ^{1946txt}	¹⁹⁴³ <input type="text"/>	¹⁹⁴⁴ <input type="text"/>	¹⁹⁴⁵ <input type="text"/>	¹⁹⁴⁶ \$ <input type="text"/>

d) What is the total value of the intellectual property rights acquired when all conditions and payment are met?

¹⁹⁵⁰ \$

What percentage of ¹⁹⁵¹ % that have you paid?

What is the length in years of ¹⁹⁵² Years your most significant agreement?

Section 7 – Firm Characteristics and Financial Profile

Revenues and Research and Development (R&D) Expenditures

20. Please complete the following table. If information is not available please provide a carefully considered estimate. Report for fiscal years and in Canadian dollars. If '0' (ZERO) please indicate '0', do not leave blanks. Please only report for Canadian revenues and research and development performed in Canada.

	2004	2005	2007 Forecast
Total Firm Revenues (all sources) ²⁰⁰⁰	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>
% of revenues from Biotechnology ²⁰⁰³	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
Total R&D spending ²⁰⁰⁶	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>
% of R&D spending on Biotechnology R&D ²⁰⁰⁹	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %

Financing activities

A great deal of attention has focused on the ability of biotechnology firms to raise capital and the challenges of raising capital. Questions in this section are intended to collect information in order to address this critical issue facing the biotechnology sector.

21. a) Did your firm *attempt* to raise capital for biotechnology related purposes in 2005?

²¹⁰⁰ ³ No → Why not?

^{2100txt}

→ **Go to question 21 f)**

¹ Yes → Why did you attempt to raise capital? Indicate each category that applies to your firm.

²¹⁰¹ R&D purposes/Expand R&D capacity

²¹⁰⁵ Develop production/manufacturing capability

²¹⁰² Repay current investors

²¹⁰⁶ Commercialization expenses

²¹⁰³ Commercialize current R&D projects

²¹⁰⁷ Other, please specify:

²¹⁰⁴ Clinical/regulatory expenses

^{2107txt}

b) Were you successful in raising capital?

²¹¹⁰ ³ No → **Go to question 21 d)**

¹ Yes → How much capital did you raise in 2005?

²¹¹¹

\$

c) Did you reach your target?

- 2120 3 No → **Go to question 21 d)**
 1 Yes → **Go to question 21 e)**

d) What reasons did the lender/investor give in limiting or refusing your request for capital? Check all that apply.

- 2130 Biotechnology product/process not sufficiently developed
 2131 Biotechnology product line or portfolio limited in scope
 2132 Insufficient specific management skills/expertise
 2133 Capital not available due to market conditions
 2134 Further product development or proof of concept required
 2135 Uncertainties of market demand for product
 2136 Lender does not fund development projects
 2137 Other, please specify:
 2137txt

e) What sources provided funding?

	% of total raised from each source?		% of total raised from each source?
Canadian-based venture capital	2140 <input type="text"/> %	Private placement.	2147 <input type="text"/> %
American-based venture capital	2141 <input type="text"/> %	IPO (Initial Public Offering).	2148 <input type="text"/> %
European-based venture capital	2142 <input type="text"/> %	SPO (Secondary Public Offering)	2149 <input type="text"/> %
Venture capital from all other countries.	2143 <input type="text"/> %	Collaborative arrangements, alliances	2150 <input type="text"/> %
Debt capital (such as bank loans)	2144 <input type="text"/> %	Other, please specify:	2151 <input type="text"/> %
Angel Investors/Family	2145 <input type="text"/> %	2151txt <input type="text"/>	
Government sources	2146 <input type="text"/> %	Total = 100%.	2152 <input type="text"/> 100 %

f) Do you plan on raising capital in 2006?

- 2160 3 No → **Go to question 22**
 1 Yes → **How much do you plan to raise?**
 2161 1 < \$1,000,000 3 \$5,000,000 – \$10,000,000
 2 \$1,000,000 – \$5000,000 4 > \$10,000,000

Tax Incentives

22. In 2005, did your firm apply for benefits for biotechnology related activities under the Scientific Research and Experimental Development (SR&ED) tax program?

- 2200 1 Yes → **How much did you apply for in 2005?** 2201 \$
How much did you receive in 2005? 2202 \$ → **Go to question 23**
 3 No → **Why not?**
 2203 Time / Cost / Complexity of application process Please specify the eligibility requirement that wasn't met by your firm:
 2204 Uncertainty of eligibility 2205txt
 2205 Did not meet eligibility requirements 2206 Other, please specify:
 2206txt

23. Did your firm apply for any provincial R&D tax benefit or incentive?

- 2300 1 Yes
 3 No → **Why did you not apply?**
 2301 Complexity of application process Please specify the eligibility requirement that wasn't met by your firm:
 2302 Uncertainty of eligibility 2303txt
 2303 Did not meet eligibility requirements 2304 Other, please specify:
 2304txt

Imports and Exports

24. Did your firm export biotechnology products?

2400 ³ No → Go to question 25

¹ Yes → Please complete the following table. Report for fiscal years and in Canadian dollars. If '0' (ZERO) please indicate, do not leave blanks. Please only report for exports from Canada.

	2004	2005	Forecast for 2007
Total Exports Revenues (all sources)	2401 \$ <input type="text"/>	2402 \$ <input type="text"/>	2403 \$ <input type="text"/>
% export revenues for Biotechnology	2404 <input type="text"/> %	2405 <input type="text"/> %	2406 <input type="text"/> %

Regional distribution of revenues from biotechnology exports

	2004	2005	Forecast for 2007
% export revenues from US	2407 <input type="text"/> %	2408 <input type="text"/> %	2409 <input type="text"/> %
% export revenues from Europe	2410 <input type="text"/> %	2411 <input type="text"/> %	2412 <input type="text"/> %
% export revenues from China	2413 <input type="text"/> %	2414 <input type="text"/> %	2415 <input type="text"/> %
% export revenues from India	2416 <input type="text"/> %	2417 <input type="text"/> %	2418 <input type="text"/> %
% export revenues from Asia (excluding China and India).	2419 <input type="text"/> %	2420 <input type="text"/> %	2421 <input type="text"/> %
% export revenues from other regions	2422 <input type="text"/> %	2423 <input type="text"/> %	2424 <input type="text"/> %
Total = 100%	2425 <input type="text"/> %	2426 <input type="text"/> %	2427 <input type="text"/> %

25. a) Did your firm import biotechnology products?

2500 ³ No → Go to question 26

¹ Yes → Please complete the following table. Report for fiscal years and in Canadian dollars. If '0' (ZERO) please indicate, do not leave blanks. Please only report imports to Canada.

	2004	2005	Forecast for 2007
Total Import Expenditures (all sources)	2501 \$ <input type="text"/>	2502 \$ <input type="text"/>	2503 \$ <input type="text"/>
% import expenditures from Biotechnology	2504 <input type="text"/> %	2505 <input type="text"/> %	2506 <input type="text"/> %

Regional distribution of expenditures from biotechnology imports

	2004	2005	Forecast for 2007
% import expenditures to US	2507 <input type="text"/> %	2508 <input type="text"/> %	2509 <input type="text"/> %
% import expenditures to Europe	2510 <input type="text"/> %	2511 <input type="text"/> %	2512 <input type="text"/> %
% import expenditures to China	2513 <input type="text"/> %	2514 <input type="text"/> %	2515 <input type="text"/> %
% import expenditures to India	2516 <input type="text"/> %	2517 <input type="text"/> %	2518 <input type="text"/> %
% import expenditures to Asia (excluding China and India).	2519 <input type="text"/> %	2520 <input type="text"/> %	2521 <input type="text"/> %
% import expenditures to other regions	2522 <input type="text"/> %	2523 <input type="text"/> %	2524 <input type="text"/> %
Total = 100%	2525 <input type="text"/> %	2526 <input type="text"/> %	2527 <input type="text"/> %

b) In 2005, what were the main intended end-use of the biotech products imported by your firm into Canada? Please rate the importance of each intended end-use of your imported biotechnology products:

End-use	Importance				
	Low 1	2	3	4	High 5
Resale as final product	2530 ¹ <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Use as intermediary product or raw material in:					
Seeding and Planting	2531 ¹ <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Feed/food use	2532 ¹ <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Veterinary Biologics	2533 ¹ <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Drug/pharmaceutical	2534 ¹ <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Other, please specify: 2535txt <input type="text"/>	2535 ¹ <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Other end-use, please specify: 2536txt <input type="text"/>	2536 ¹ <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>

c) In 2005, how many imported biotech products required regulatory evaluation and/or approval by Canadian regulatory authorities?

2540 Number of imported products or processes

Section 8 – Nanotechnology

Purpose: Nanotechnology is a broadly-based enabling and transformative group of technologies that may hold widespread implication for a number of sectors across industry and society. It is a field where science and related technologies are advancing rapidly, and are poised to enter the industrial sectors of the Canadian economy. Statistics Canada and partners are developing information on this important emerging technology.

Definition: Nanotechnology is a suite of technologies which enable the direct manipulation, study or exploitation of systems or structures where at least one dimension is on the nanometre length scale (typically less than 100nm). The ability to control matter within this regime allows us to exploit phenomena which predominate at these length scales, leading to the production of novel materials and devices which exhibit qualitatively different properties than that of the corresponding bulk material.

26. In 2005 was your firm developing, using or planning to use nanotechnology? (Please refer to the list below and check all that apply.)

2600 3 No → Go to question 32

1 Yes

	In Research and Development	In production/ on market	Plan to use in 2 years
Nanophotonics	2601 <input type="radio"/>	2602 <input type="radio"/>	2603 <input type="radio"/>
Nanoelectronics	2604 <input type="radio"/>	2605 <input type="radio"/>	2606 <input type="radio"/>
Nanobiotechnology	2607 <input type="radio"/>	2608 <input type="radio"/>	2609 <input type="radio"/>
Nanomedicine	2610 <input type="radio"/>	2611 <input type="radio"/>	2612 <input type="radio"/>
Nanomaterials	2613 <input type="radio"/>	2614 <input type="radio"/>	2615 <input type="radio"/>
Quantum Computing	2616 <input type="radio"/>	2617 <input type="radio"/>	2618 <input type="radio"/>
Self Assembly	2619 <input type="radio"/>	2620 <input type="radio"/>	2621 <input type="radio"/>
Instrumentation Development . . .	2622 <input type="radio"/>	2623 <input type="radio"/>	2624 <input type="radio"/>
Other, please specify: 2625txt	2625 <input type="radio"/>	2626 <input type="radio"/>	2627 <input type="radio"/>

If you are developing or using at least one of the nanotechnologies listed in Question 26 (that is, you checked at least one nanotechnology in either the first column "In Research and Development" or the second column "In production/on market" in the grid above) → Go to question 27

If you are not developing or using any of the nanotechnologies listed in Question 26. → Go to section 9 (Strategies Used in 2005) Question 32

Revenues and Research and Development (R&D) Expenditures

27. Please complete the following table. If information is not available please provide a carefully considered estimate. Report for fiscal years and in Canadian dollars. If '0' (ZERO) please indicate, do not leave blanks.

	2004	2005	2007 Forecast
Total Firm Sales/Revenues (all sources)	2700 \$ <input type="text"/>	2701 \$ <input type="text"/>	2702 \$ <input type="text"/>
% of revenues from Nanotechnology	2703 <input type="text"/> %	2704 <input type="text"/> %	2705 <input type="text"/> %
Total R&D spending	2706 \$ <input type="text"/>	2707 \$ <input type="text"/>	2708 \$ <input type="text"/>
% of R&D spending on Nanotechnology	2709 <input type="text"/> %	2710 <input type="text"/> %	2711 <input type="text"/> %
% of Nanotechnology R&D spending contracted out to others	2712 <input type="text"/> %	2713 <input type="text"/> %	2714 <input type="text"/> %

Human Resources in Nanotechnology

28. a) For the purpose of this question, "Employees" are defined as those workers for whom you completed a Canada Customs and Revenue Agency T-4 statement for the 2005 tax year. Include working owners. Do not include students. Only count employees working in Canada. If '0' (zero) indicate '0'.

If an employee fulfills more than one duty, report their primary responsibility. Count each person only once. Please report typical employment level for 2005.

	Number of employees in 2005
Total number of employees with nanotechnology responsibilities	2800 <input type="text"/>
Total number of full-time employees with nanotechnology responsibilities (50% or more of their time spent on nanotechnology responsibilities)	2801 <input type="text"/>
Total number of part-time employees with nanotechnology responsibilities (less than 50% of their time spent on nanotechnology responsibilities)	2802 <input type="text"/>

b) Has your firm experienced difficulty in attracting nanotechnology employees?

2810 3 No 1 Yes → What type of position(s) was your firm attempting to fill?

2811 Scientist 2813 Technical

2812 Professional Manager 2814 Other, please specify:

2814txt

29. Does your firm have alliances or collaborative arrangements with other entities?

2900 No Yes → With whom? Check all that apply.

2901 Nanotechnology incubators 2906 Foreign governments

2902 Other nanotechnology firms 2907 Universities

2903 Other firms 2908 Other, please specify:

2904 Federal government 2908txt

2905 Provincial governments

30. Did your firm attempt to raise capital for nanotechnology projects?

3000 No Yes → Were you successful?

3001 No 3002

3002 Yes – How much capital did you raise in 2005 for nanotechnology purposes? \$

31. a) Does your firm possess any nanotechnology related intellectual property instruments?

3100 No → Go to question 32

3101 Yes

b) Please indicate for each Intellectual Property instrument the number your firm held in 2005. If "0" please indicate "0".

3110 Patents 3112 Licensing Agreements 3114 Other, please specify:

3111 Pending Patents 3113 Technology Transfer Agreements 3114txt

Section 9 – Strategies Used in 2005

32. Please rate the significance of each of the following strategies on your firm's performance in 2005:

Strategy	ID	Importance				
		Low 1	2	3	4	High 5
Knowledge development strategies						
Captured and used knowledge obtained from other industry sources such as industry associations, competitors, clients and suppliers	3200	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Captured and used knowledge obtained from public research institutions including universities and government laboratories	3201	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Developed new knowledge through collaborative arrangements with other firms or organizations	3202	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Used and updated databases of scientific information	3203	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Developed firm policies and practices for knowledge/intellectual property protection	3204	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Developed/encouraged staff education/upgrading	3205	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Conducted an Intellectual Property Audit to ensure protection of products and processes at all stages of development	3206	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business strategies						
Increased firm size through acquisition, merger or joint venture	3207	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Downsized operations of the firm	3208	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Provided products or services to other firms based on interim or incremental R&D discoveries to generate revenue flow	3209	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Entered product trials/adapted products or processes for increased market penetration	3210	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Began new research & development project	3211	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Expanded into foreign markets	3212	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other, please specify: 3213txt	3213	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

33. Approximately, how many hours did you spend collecting the data and completing this questionnaire?

3300 hours

**Thank you for your assistance.
Please return the questionnaire in the accompanying prepaid return envelope.**