



Bioproducts development and production survey 2006

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 nous appeler au 1-866-897-5474

Information for the Respondent

Purpose of Survey

Statistics Canada is conducting this survey to produce a profile of firms engaged in the development or production of bioproducts in Canada. The survey focuses on the key characteristics and activities of firms that develop or produce bioproducts as part of their company's activity.

Bioproducts are an emerging sector of the Canadian economy and their impact has the potential to be felt through all parts of Canada's society. An accurate understanding of bioproducts 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.

Reporting Period and Coverage

Please report for **2006** on bioproducts development and/or production activities of your firm in Canada unless a specific question indicates otherwise. If your firm operates multiple establishments, please complete one questionnaire for your entire Canadian operations.

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 are 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.

Record Linkage

In order to enhance the information you provide in this survey, Statistics Canada plans to combine the responses relating to your organization with the information previously provided on the Bioproducts Survey from 2003. The combined information will be kept strictly confidential and used only for statistical purposes.

Who should complete this questionnaire?

A knowledgeable senior person in your firm, such as a research and development (R&D) manager or production manager, can complete this questionnaire.

Assistance

If you have questions or require assistance please contact

Tel: 1-866-897-5474

Fax: 1-888-869-0972

Email: sieidinfo@statcan.ca

Please provide the following information

Name of person completing form 00001 <input type="text"/>	Title 00002 <input type="text"/>
Phone 00003 (<input type="text"/> <input type="text"/> <input type="text"/>) <input type="text"/> - <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	Fax 00004 (<input type="text"/> <input type="text"/> <input type="text"/>) <input type="text"/> - <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
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Section 1 - Development and production of bioproducts and use of biomass

Bioproducts are defined as products (OTHER THAN FOOD, FEED, AND MEDICINES) made directly or indirectly with biological or renewable agricultural (plant or animal), marine or forestry **BIOMASS** material. These products may be new or novel in nature or traditional products made of or with new or novel biomass.

1. a) Please indicate in the table below your firm's activity in the development and/or production of bioproducts using the above definition as your guide. Please indicate the **number of bioproducts** in all stages of development that apply. Also, if more than one type of bioproduct please indicate the percentage that contributes to the total bioproduct activity.

Type of bioproduct	Number of bioproducts in each stage of development			% of total bioproduct activity
	R & D	Proof of concept/ product development	In production/ on market	
Liquid fuels (biodiesel, ethanol)	01001	01002	01003	01004 %
Gaseous fuels (methane)	01011	01012	01013	01014 %
Solid fuels (paper sludge, wood)	01021	01022	01023	01024 %
Biochemicals (biosolvents, bioadhesives, biosurfactants, biolubricants, fine chemicals, etc.)	01031	01032	01033	01034 %
Bioplastics	01041	01042	01043	01044 %
Biocontrol agents (biopesticides, biofungicides, bioherbicides)	01051	01052	01053	01054 %
Fibre composites	01061	01062	01063	01064 %
Fibreboard/ agri-fibre panels	01071	01072	01073	01074 %
Biocatalysts	01081	01082	01083	01084 %
Other bioproducts or biomaterials, please specify 01090txt <input type="text"/>	01091	01092	01093	01094 %

1. b) Does your firm develop or produce co-products as a result of your principle bioproduct activity?
(Co-products, sometimes referred to as by-products, are incidental or secondary products produced during the manufacture of a bioproduct, which can themselves be sold. For example, dried distillers grains (DDG) are a co-product of ethanol production.)

01110 3 No

1 Yes ► **If yes, what is the co-product(s)?**

01111txt

1. c) What percentage of your firms bioproducts are:

Sold directly to consumers or distributors	01210	%
Sold to other firms to be used as input(s)	01220	%
Used internally	01230	%
None, all still in development stage	01240	%
Total		100%

1. d) Does your firm operate as a biorefinery?
(The biorefinery process involves the feeding of biobased materials into one end of a process and drawing off a range of intermediate, co-products or end products at the other end of the production line).

01310 3 No

1 Yes

Biomass is defined as renewable or sustainable feedstock/materials of agriculture, animal, forestry, marine or aquaculture origins or from municipal and/or industrial waste.

2. a) Please indicate in the table below your firm's use of biomass in its operations. Use the above definition as your guide. Please indicate the percentage that each type of biomass contributes to total biomass used as input.

Type of biomass	% of total biomass used as input	
AGRICULTURAL BIOMASS		
Crops		
1) Grains and oilseeds		
Wheat	02001	%
Oats	02002	%
Rapeseed	02003	%
Barley	02004	%
Rye	02005	%
Flaxseed	02006	%
Corn	02007	%
Canola	02008	%
Soybeans	02009	%
2) Special crops		
Field peas	02010	%
Buckwheat	02011	%
Mustard seed	02012	%
Tobacco	02013	%
Herbs	02014	%
Dry beans	02015	%
Canary seed	02016	%
Sunflower seed	02017	%
Rice	02018	%
Lentils	02019	%
Hemp	02020	%
Sugar beets	02021	%
Forages	02022	%
3) Horticulture		
Citrus fruits	02023	%
Non-citrus fruits	02024	%
Potatoes	02025	%
Vegetables	02026	%
4) Other		
Coconut	02027	%
Sugar cane	02028	%
Cotton	02029	%
Coffee (beans/grounds)	02030	%

Type of biomass	% of total biomass used as input	
Livestock		
Dairy	02031	%
Animal products and by-products, animal waste (e.g. casein, fat, manure)	02032	%
Dedicated biomass crops		
Switchgrass	02033	%
Hybrid poplar	02034	%
Canada yew	02035	%
Kenaf	02036	%
Wheatgrass	02037	%
Cottonwood	02038	%
Sisal	02039	%
Silver maple	02040	%
Triticale	02041	%
Jute	02042	%
Crop residues		
Corn stover	02043	%
Wheat straw	02044	%
Flax straw	02045	%
Hemp shives	02046	%
Fibres	02047	%
Sugar beet pulps	02048	%
Bagasse	02049	%
Forestry biomass: forestry products/slash; mill waste/residues, wood and wood residues	02050	%
Marine and aquaculture materials/products	02051	%
Food processing by-products	02052	%
Industrial organic waste (e.g. sludge)	02053	%
Municipal organic waste (e.g. household waste, hospital waste)	02054	%
Other sustainable/renewable feedstock/materials (please specify)	02055	%
02055txt		
<input type="text"/>		%

2. b) Do you have any contracts with suppliers to provide your biomass?

02110 3 No

1 Yes ► **If yes, please indicate the type(s) of supplier(s):**

02111txt

If you are not involved in the development or production of bioproducts and you are not using biomass please return the 2006 bioproducts survey in the accompanying prepaid envelope. Thank you for your collaboration.

3. What percent of your firm's principal biomass is transported from?

0 km (On site)	03010	%
Less than 50 km	03020	%
50 km to less than 100 km	03030	%
100 km to less than 500 km	03040	%
500 km or more	03050	%
Total		100%

4. What percentage of your firm's biomass is obtained from:

British Columbia	04010	%
Alberta	04011	%
Saskatchewan	04012	%
Manitoba	04013	%
Ontario	04014	%
Quebec	04015	%
New Brunswick	04016	%
Nova Scotia	04017	%
Prince Edward Island	04018	%
Newfoundland and Labrador	04019	%
Yukon Territory	04020	%
Northwest Territories	04021	%
Nunavut	04022	%
United States	04030	%
Other Foreign	04040	%
Total		100%

5. Are you able to substitute other types of biomass in your bioproduct production?

05010 3 No

1 Yes ► **If yes, please indicate the type(s) you can substitute (Please see question 2 for a list of biomass types)**

05011txt

Section 2 - Benefits from developing or producing bioproducts

6. As a firm developing and/or producing bioproducts, please rate the importance of the following benefits to your firm.

Benefit		Degree of importance				
		Low	←	→	High	
Reduced production cost	06001	1	2	3	4	5
Reduced energy consumption	06002	1	2	3	4	5
Reduced damage to the environment/ greener and cleaner products	06003	1	2	3	4	5
Developed new market niche/new products/ differentiated products	06004	1	2	3	4	5
Increased product range	06005	1	2	3	4	5
Improved product value/performance	06006	1	2	3	4	5
Increased sales/market share	06007	1	2	3	4	5
Promotion of community development	06008	1	2	3	4	5
Other, please specify: 06009txt <input type="text"/>	06009	1	2	3	4	5

Section 3 - Barriers to developing or producing bioproducts

7. Please rate the importance of the following barriers in hindering the development and/or production of bioproducts by your firm.

Barriers		Degree of importance				
		Low	←	→	High	
Unreliable quantity of biomass	07001	1	2	3	4	5
Unreliable quality of biomass	07002	1	2	3	4	5
Higher price of biomass	07003	1	2	3	4	5
Higher transportation cost of biomass	07004	1	2	3	4	5
Difficulty in entering commercial marketplace	07005	1	2	3	4	5
Lack of skilled human resources	07006	1	2	3	4	5
Lack of financial capital	07007	1	2	3	4	5
Restrictions on intellectual property (IP) rights	07008	1	2	3	4	5
Cost and timeliness of regulatory approval	07009	1	2	3	4	5
Lack of adequate product standard certification	07010	1	2	3	4	5
Other, please specify: 07011txt <input type="text"/>	07011	1	2	3	4	5

Section 4 - Firm characteristics

8. a) What year did your firm begin operations?

08010

8. b) What year did your firm begin its bioproducts related activities?

08020

9. How did your firm become involved in developing and/or producing bioproducts?
(Please check one)

09001 Mainly as a result of activities of your firm (as part of an R&D project)

09002 In co-operation/collaboration with other firms or organizations

09003 Merger with/acquisition of another firm

09004 Purchase of another firm's bioproducts development activities

09005 Other means, please specify

09005txt

10. Is your primary business activity the development and/or production of bioproducts?

10010 3 No ► **If no**, please indicate what your primary business activity is:

10011txt

1 Yes ► **Go to question 11**

11. 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 government laboratories.)

11010 3 No ► **Go to question 12**

1 Yes ► **If yes**, is your firm a spin-off from:
(Please check one)

11020 University/academic institution

11021 Another firm

11022 Government agency/lab

1 023 Other, please specify

11023txt

12. Are your operations in Canada part of a larger Multi-National Enterprise (MNE)?

12010 3 No

1 Yes

13. Is your firm a:

13010 Private firm ► **Go to question 14**

13020 Public firm ► **If public**, what is the majority stock ownership of your firm?
(Please check one)

13021 Canadian

13022 American

13023 Mexican

13024 Other country

Section 5 - Human resources in bioproducts development or production

14. a) 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 2006 tax year. **Include working owners. Do not include students. Only count employees working in Canada and if an employee performs more than one duty, report their primary responsibility.** Count each person only once. Please report the total number of employees in Canada in 2006 and the number of employees with bioproduct responsibilities. If '0' (zero) indicate '0'.

Type of employee	Total number of employees in Canada in 2006	Number of employees with bioproduct responsibilities
Scientific research and development (e.g. scientists, R&D managers, etc)	14011	14012
Engineers	14021	14022
Lab technicians	14031	14032
Management/marketing/finance	14041	14042
Production/operators	14051	14052
Administration/human resources	14061	14062
Other please specify 14070txt <input type="text"/>	14071	14072
Total	14081	14082

14. b) What were your **total salary costs for all employees in your firm** in 2006?

Report for fiscal year 2006 and in thousands of dollars (\$ '000).

If '0' (zero) please indicate '0'. **Do not leave blank.**

14110

Report only for Canadian operations.....

\$

14. c) What were your **total salary costs for bioproduct related employees** in 2006?

Report for fiscal year 2006 and in thousands of dollars (\$ '000).

If '0' (zero) please indicate '0'. **Do not leave blank.**

14210

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15. Does your firm have any **bio,products related vacancies**?

15010

3

No



Go to question 16

1

Yes



If **yes**, please indicate whether you strongly disagree or strongly agree that the following factors affected your **efforts to fill bioproducts related vacancies**?

Factors	Strongly disagree	←—————→					Strongly agree
Compensation requirements by candidates too high 15020	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>		
Candidates unwilling to relocate 15021	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>		
Capital/resources insufficient to attract candidates 15022	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>		
Lack of highly qualified candidates 15023	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>		
Lack of bioproduct specific education available in colleges, universities, etc. 15024	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>		
Sector instability/insecurity 15025	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>		
Other, please specify 15026txt <input type="text"/> 15026	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>		

Section 6 - Firm financial profile

Revenues, costs, and research & development (R&D) expenditures

16. Please complete the following table. If information is not available please provide a carefully considered estimate. Report for fiscal years 2005 and 2006 and in thousands of dollars (\$ '000). If '0' (zero) please indicate '0'. **Do not leave blanks.** Report only for Canadian operations.

	2005 (\$ '000)	2006 (\$ '000)
Total firm revenues (all sources)	16011	16012
Revenues from bioproducts	16021	16022
Revenues from bioproducts exported	16031	16032
Total cost of biomass input	16041	16042
Total R&D spending	16051	16052
R&D spending on bioproduct development	16061	16062
R&D spending on biomass development	16071	16072
Bioproducts R&D spending contracted out	16081	16082

Section 7 - Business practices

Contracting activities

17. a) Did your firm contract out bioproducts related activities in 2006?

- 17010 3 No **▶ Go to question 18**
 1 Yes

If yes, for each contract type listed below, please indicate the number and value of contracts. Report for fiscal year 2006 and in thousands of dollars (\$ '000). If '0' (zero) please indicate '0'. **Do not leave blanks.** Report only for Canadian operations.

Contract type	Number of contracts	Total value of contracts in 2006 by purpose (\$ '000)			
		R&D	Regulatory	Production	Management
CRO (Contract research organization)	17011	17012	17013	17014	17015
CMO (Contract manufacturing organization)	17021	17022	17023	17024	17025
University/ academic institution	17031	17032	17033	17034	17035
Government lab	17041	17042	17043	17044	17045
Other, please specify 17050txt <input type="text"/> <input type="text"/>	17051	17052	17053	17054	17055
Total	17061	17062	17063	17064	17065

17. b) Did contracting out in 2006 replace bioproduct employees in your firm?

- 17110 ³ No ► **Go to question 17c**
¹ Yes
 ▼

If yes, please indicate the number of bioproduct employees replaced for each group listed below:

Type of Employee Replaced	Number of bioproduct employees replaced
Scientific research and development (e.g. scientists, R&D managers, etc.)	17111
Engineers	17112
Lab Technicians	17113
Management/marketing/finance	17114
Production/operators	17115
Administration/human resources	17116
Other, please specify 17117txt <input type="text"/>	17117
Total number of employees replaced by contracting out activities	17118

17. c) Please rate the level of importance that each of the following reasons had on your decision to contract out.

Reasons for contracting out	Degree of importance				
	Low				High
Access outside scientific expertise/knowledge 17200	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 17201	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 17202	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 17203	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.) 17204	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 17205	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Regulatory affairs 17206	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Production 17207	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>
Other, please specify 17208txt <input type="text"/> 17208	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>	4 <input type="radio"/>	5 <input type="radio"/>

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 bioproducts processes and/or products. **Pure contracting-out work is not regarded as cooperative and/or collaboration.**

18. a) Was your firm involved in bioproducts related cooperative/collaborative arrangements with other companies or organizations in 2006? *(Please include both those inside and outside of Canada.)*

18010 ³ No ► **Go to question 19**

¹ Yes



If yes, please provide the number of cooperative/collaborative arrangements you had with other companies or organizations in 2006:

18011

number of cooperative/collaborative arrangements

18. b) Please provide the number of arrangements by purpose and partner type for 2006:

Arrangement purpose	Number of arrangements by partner type			
	Other firm	University/ academic institution	Government, lab or agency	Primary agriculture producer
Access to biomass	18021	18022	18023	18024
To conduct research & development (R&D)	18031	18032	18033	18034
Lower expenses	18041	18042	18043	18044
Production/ manufacturing	18051	18052	18053	18054
Regulatory affairs	18061	18062	18063	18064
Access markets/ distribution channels	18071	18072	18073	18074
Access to Intellectual Property from partner	18081	18082	18083	18084
Access capital	18091	18092	18093	18094
Access others' knowledge and skills	18101	18102	18103	18104
Other, please specify	18111	18112	18113	18114
18110txt <input type="text"/>				

Section 8 - Intellectual property

19. a) Does your firm have bioproducts related patents or pending patents?

19010 3 No ► **Go to question 19c**

1 Yes



If yes, please indicate the number of bioproducts related patents, pending patents and expired patents your firm had in 2006 by Patent Office:

Patent office	Existing patents	Pending patents	Expired patents
Canadian Intellectual Property Office (CIPO)	19021	19022	19023
U.S. Patent & Trademark Office (USPTO)	19031	19032	19033
European Patent Office	19041	19042	19043
Other, please specify 19050txt <input type="text"/>	19051	19052	19053

19. b) Indicate the number of unique bioproduct patent applications submitted by your company and the number granted in 2005 and/or 2006:

Year	Number submitted	Number granted
2005	19111	19112
2006	19121	19122

19. c) Does your firm have bioproducts related trademarks?

19210 3 No ► **Go to question 20**

1 Yes



If yes, how many bioproducts related trademarks? Indicate the number of registered trademarks and the number of unregistered trademarks 2005 and/or 2006:

Year	Number of registered trademarks	Number of unregistered trademarks
2005	19211	19212
2006	19221	19222

20. a) Did your firm assign or license bioproducts related intellectual property (IP) rights to another firm in 2006?

20010 3 No ► **Go to question 20b**

1 Yes



If 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 2006:

Intellectual property instrument	Number with Canadian firms	Number with USA firms	Number with other country firms	Total income from IP licensing in 2006 (\$ '000)
Licensing agreement	20011	20012	20013	20014
Patent assignment	20021	20022	20023	20024
Technology transfer agreement	20031	20032	20033	20034
Other, please specify 20040txt <input type="text"/>	20041	20042	20043	20044

20. b) Did your firm acquire bioproducts related intellectual property rights from another firm in 2006?

20110 3 No ► **Go to question 21**

1 Yes



If yes, for each type of intellectual property instrument listed below please indicate the number of IP rights acquired by country and the total cost to your firm in obtaining IP in 2006:

Intellectual property instrument	Number with Canadian firms	Number with USA firms	Number with other country firms	Cost to your firm of obtaining IP in 2006 (\$ '000)
Licensing agreement	20111	20112	20113	20114
Patent assignment	20121	20122	20123	20124
Technology transfer agreement	20131	20132	20133	20134
Other, please specify 20140txt <input type="text"/>	20141	20142	20143	20144

Section 9 - Raising capital

21. a) Did your firm **attempt** to raise funds, including government funding, for purposes related to bioproducts in 2005 and/or 2006?

21010 3 No ► **Go to question 24**

1 Yes ► **If yes**, why did you attempt to raise funds in 2005 and/or 2006? Indicate each category that applies to your firm.

21020 R&D purposes/expand R&D capacity

21021 Proof of concept/pilot project

21022 Regulatory expenses

21023 Production/manufacturing capability

21024 Marketing/commercialization

21025 Operating funds

21026 Repay current investors

21027 Other, please specify

21027txt

b) Was your firm successful in raising funds in 2005 and/or 2006?

21110 3 No ► **Go to question 23**

1 Yes ► **If yes**, please indicate your target amount of funds and amount of funds raised for the year(s) 2005 and/or 2006 in thousands of dollars (\$'000). If '0' (ZERO) please indicate '0', **do not leave blanks**. Report only for Canadian operations.

Year	Target (\$'000)	Amount raised (\$'000)
2005	21111	21112
2006	21121	21122

22. What sources provided funds for bioproduct activities in 2006?

Source of funds	% of total raised from each source
Canadian based private venture capital	22001 %
American based private venture capital	22002 %
Other private venture capital	22003 %
Banks, Cooperatives, Credit union	22004 %
Angel investors/family	22005 %
Government sources	
Government loans	22006 %
Matching funds	22007 %
Grants	22008 %
Other, please specify	22009 %
22009txt <input type="text"/>	
IPO (Initial Public Offering)/ SPO (Secondary Public Offering)	22010 %
Private placements	22011 %
Collaborative arrangements, alliances	22012 %
Other, please specify	22013 %
22013txt <input type="text"/>	

Total

100%

23. Did lender(s) limit or refuse your request for funds in 2005 and/or 2006?

23010 3 No ► **Go to question 24**

1 Yes ► **If yes, what reasons did the lender(s) give in limiting or refusing your request for funds in 2005 and/or 2006? Indicate each reason given for limiting or refusing your request.**

23020 Further product development or proof of concept required

23021 Lack of integration within supply chain

23022 No proof of market demand

23023 Insufficient specific management skills/expertise

23024 Funds not available due to capital market conditions

23025 Intellectual property protection is not available for firm's technology in Canada

23026 Other, please specify

23026txt

Section 10 - Government support programs

24. In the past 5 years, did your firm apply for benefits for bioproduct related activities under the Scientific Research and Experimental Development (SR&ED) tax program?

24010 3 No ► **Go to question 25**

1 Yes ► **If yes, report for fiscal year 2006 and in thousands of dollars (\$ '000). If '0' (zero) please indicate '0'. Do not leave blanks.**

How much did you apply for in 2006?.....

What are your cumulative credits?.....

25. During 2005 and/or 2006, did your firm use any of the following types of programs sponsored by the federal or provincial/territorial governments for activities related to the development or production of bioproducts? Please check all that apply, excluding SR&ED.

Types of programs	Government programs	
	Federal government	Provincial/territorial government/municipal
Technology support and assistance programs	25011 <input type="radio"/>	25012 <input type="radio"/>
Loans and/or loan guarantees	25021 <input type="radio"/>	25022 <input type="radio"/>
Export assistance programs	25031 <input type="radio"/>	25032 <input type="radio"/>
Information or Internet services	25041 <input type="radio"/>	25042 <input type="radio"/>
Support for training	25051 <input type="radio"/>	25052 <input type="radio"/>
Marketing assistance	25061 <input type="radio"/>	25062 <input type="radio"/>
Other, please specify 25070txt <input type="text"/>	25071 <input type="radio"/>	25072 <input type="radio"/>

Section 11 - Strategies used in 2006

26. How important were each of the following strategies for your firm in 2006?

Strategies	Degree of importance									
	Low	←	→	High						
Knowledge development strategies										
Acquired and used knowledge obtained from other industry sources such as industry associations, competitors, clients and suppliers 26011	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>
Acquired and used knowledge obtained from public research institutions including universities and government laboratories 26012	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>
Used and updated databases of scientific information 26013	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>
Developed firm policies and practices for knowledge/intellectual property protection 26014	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>
Developed/encouraged staff education/upgrading 26015	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>
Conducted an Intellectual Property Audit to ensure protection of products and processes at all stages of development 26016	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>
Business strategies										
Increased firm size through acquisition, merger or joint venture 26021	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>
Supply chain development 26022	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>
Entered product trials/adapted products or processes for increased market penetration 26023	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>
Began new research and development project 26024	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>
Expanded into foreign markets 26025	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>
Other, please specify 26026txt <input type="text"/> 26026	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5	<input type="radio"/>

Approximately, how many minutes did you spend collecting the data and completing this questionnaire?

27010 minutes

Comments

27020txt

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