



Dear Decision-maker,

For over a decade, SES has provided strategic research, executive counsel and innovative solutions to Canada's leading decision-makers. As part of a process of tracking public opinion and business trends, the firm launched *The SES Web Entrepreneurship Survey* in early 1999.

Having timely and accurate data on emerging on-line business trends is critical to corporate and government decision-makers involved in the Internet. Conducted annually by telephone, *The Web Entrepreneurship Survey* identifies opportunities as well as assists subscribers in understanding the perceptions of small businesses as they relate to commercialization of the Internet.

With a final sample target of 1,000 businesses, *The SES Web Entrepreneurship Survey* is among Canada's most significant research benchmarks on small businesses and the Internet. The margin of accuracy of the survey is  $\pm 3.1\%$ , 19 times out of 20. Validation of the profile of respondents and of small businesses across Canada, indicate that the results are a fair representation of opinion for the target group.

If you have any questions about your data table, please do not hesitate to contact me directly.

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**TABLE 27 SUBMITTING TAX RETURNS TO THE GOVERNMENT**

Now I'm going to read you a list of Internet services and activities. I'd like you to tell me whether your business is already engaged in or is currently planning to use them. (Businesses not engaged in the activities were also asked whether they would consider the service or activity.)

	<b>Tax Returns</b>	
	<b>%</b>	
<b>All Business Respondents</b>	16	
<b>All Business Internet Users</b>		
Engaged	22	
Planning	6	
Consider	14	
Neither planning nor considering	59	
<b>Business Internet Users Not Engaged</b>		
Planning	7	
Consider	17	
Neither planning nor considering	75	
<b>All Business Internet Non-users</b>		
Planning	7	
Consider	21	
Not consider	72	
<b>BUSINESSES USING THE INTERNET</b>	<b>Yes</b>	<b>No</b>
	<b>%</b>	<b>%</b>
<b>Tax Return by Region</b>		
West	24	76
Ontario	27	73
Quebec	12	88
Atlantic	34	66
<b>Tax Return by Number of Employees</b>		
4 or less	22	78
5 to 9	22	78
10 to 24	24	76
25 to 49	19	81
<b>Tax Return by Years in Business</b>		
Less than 1 year	14	86
1 to 4 years	19	81
5 to 9 years	24	76
10 years or more	22	78
<b>Tax Return by Respondent Age</b>		
18 to 29	17	83
30 to 39	23	77
40 to 49	24	76
50 to 59	21	79
60 plus	21	79
<b>Tax Return by Respondent Gender</b>		
Female	18	82
Male	25	75