



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.

A handwritten signature in blue ink that reads 'Nanos'.

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**TABLE 28 REMITTING TAXES 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.)

	Remitting Taxes %	
<b>All Business Respondents</b>	11	
<b>All Business Internet Users</b>		
Engaged	14	
Planning	6	
Consider	17	
Neither planning nor considering	62	
<b>Business Internet Users Not Engaged</b>		
Planning	7	
Consider	20	
Neither planning nor considering	73	
<b>All Business Internet Non-users</b>		
Planning	8	
Consider	19	
Not consider	73	
<b>BUSINESSES USING THE INTERNET</b>	<b>Yes %</b>	<b>No %</b>
<b>Remitting Taxes by Region</b>		
West	18	82
Ontario	16	84
Quebec	10	90
Atlantic	5	95
<b>Remitting Taxes by Number of Employees</b>		
4 or less	15	85
5 to 9	13	87
10 to 24	15	85
25 to 49	14	86
<b>Remitting Taxes by Years in Business</b>		
Less than 1 year	14	86
1 to 4 years	18	82
5 to 9 years	24	76
10 years or more	22	78
<b>Remitting Taxes by Respondent Age</b>		
18 to 29	12	88
30 to 39	13	87
40 to 49	16	84
50 to 59	15	85
60 plus	14	86
<b>Remitting Taxes by Gender</b>		
Female	10	90
Male	19	81