

<b>Q1 - A little about your company; Are you?</b>	<b>Responses</b>
Privately held	15
Family-owned	8
Incorporated	13
S-Corporation	13
Limited Liability Corporation ( LLC)	7
Publicly Held	0
Foreign-owned	2
Non-profit	0

<b>Q2 - What industry sector is your company?</b>	
Agriculture ( Food/ Timber)	11
Chemical	3
Computer	6
Defense Industry	3
Digital	0
Energy	4
Financial	3
Health	19
Manufacturing	7
Transport	0
Other Responses (Apparel, Artist and Requested Services)	3

<b>Q3 - Are you currently exporting?</b>	
Yes	28
No	30
TOTAL	58

<b>Q4 - Do you export to Canada?</b>	
Yes	27
No	31

<b>Q5- What region of Canada do you export to currently? ( or would like to?)</b>	
Quebec	22
Ontario	21
Maritimes ( Nova Scotia, New Brunswick, P.E.I., Newfoundland, Labrador)	9
Manitoba	5
Saskatchewan	6
Alberta	9
British Columbia	11

**Q6 - About what percentage % of gross revenues do exports comprise?**

0- 10%	35
11-20%	7
21-30%	3
31-40%	3
41-50%	0
51-60-%	0
61-70%	2
71-80%	1
81-90%	0
91-100%	0

**Q7 - To further your business opportunities would you like to meet with Canadian**

End-Users?	14
Distributors/ Sales Representatives?	16
Regional Leaders?	5
Government Officials?	12
Responses	13

**Q8 - If you export, what obstacles have you encountered?**

Answered: 31

Skipped: 27

**Responses:**

Business Systems built around domestic sales and have to track and manage export differently.  
Inconsistent duties charged in China. Payment in local currencies. Payment from resellers in some countries in Asia. Low credit scores.

Canada Post, inconsistent duties/fees

Customs duties

all the red tape

ITAR

Every type imaginable

non applicable

A patchwork of product safety regulations

Increased shipping costs, duties/taxes often make our products unaffordable, especially when we sell B2B, unfamiliarity with necessary paperwork to accompany shipments to assure agreements like NAFTA are applicable

It would be nice to truly open the US-Canadian border, w/ no border control so people, goods, money and jobs can all move completely freely across that border.

Taxes on our units going into other countries especially Canada

Only work visas for longer projects

U.S government

Acquisition

EXTRA PAPERWORK

Navigating NAFTA and brokerage services, etc.

Tariffs dairy quota (cheese)

understanding changing paperwork, regulations

Shipping Complexities

None I export information.

fluctuating exchange rate

Freight charges, foreign exchange rate

export licenses

French translation

ENGLISH

**Q9 - Which of the following topics would you need more help with?**

HTS (harmonized tariff schedule)/Schedule B Classification	9
ACE (Automated Commercial Environment) documentation	4
Structured export strategy development process	8
Export compliance	19
Mechanisms of exporting	10
Developing an export growth plan	17

**Q10 - How will your business be impacted by the recent lifting of U.S. tariff exemptions and/or the subsequent retaliatory tariffs?**

Highly	9
Moderately	11
slightly	12
Not at all	22