

# Business Interview Guide 6

## Assessment- Natural Resource Sector

**Use in conjunction with other interview guides, specifically Guides 1 & 2, to gather basic information on the business and assess the potential for cluster participation.**

1. Which of the following best describes this business? (Select all that apply)
  - Assaying and analytical services
  - Drilling services and supplies
  - Consulting and engineering
  - Mineral exploration and development
  - Mining and mineral extraction, processing and production
  - Geophysical services and supplies
  - Equipment supply and service
  - Mine contracting
  - Investment and financial services
  - Safety and security supplies and services
  - Other. If other, please specify:
  
2. Do you sell the products or services to: (Select all that apply)
  - Retailers
  - Wholesalers/Suppliers
  - Direct to consumers
  - Contractors, sub-contractors or consultants
  - Mining or mineral extraction companies
  - Metal markets
  - Other: If other, please specify:
  
3. Do you feel that the economic importance of the mining industry is understood by the business community to be a vital part of the economy of this community and/or region? Yes/ No
  
4. In what ways could local business associations or economic development offices assist the mining businesses of the area? (Select all that apply)
  - Co-ordination of entrepreneur & education workshops (business planning, etc.)
  - Co-ordination of industry issues with government
  - Identifying and tracking labour availability and skill needs of industry
  - Investment and financial planning assistance



- ⚙ Lobbying of government (taxes, regulations, legislation, etc.)
  - ⚙ Marketing and trade promotion and coordination
  - ⚙ Other. If other, please specify
5. In what ways could local government assist in the mining businesses of the area?  
(Select all that apply)
- ⚙ Advice/guidance on preparation of official community plan policies and future zoning by-laws affecting mining
  - ⚙ Community engagement
  - ⚙ Duty to Consult
  - ⚙ Co-ordination of business initiative between industry, education, government and associations
  - ⚙ Database of available local skilled labour
  - ⚙ Development of strategic plan for community
  - ⚙ Establishment of special entrepreneur zones for new business in community
  - ⚙ Infrastructure maintenance and improvement (roads, telecommunications, energy supply, services, etc.)
  - ⚙ Review of taxes and fees
  - ⚙ Streamlining of local regulatory and permitting processes (e.g. building permits, zoning changes, etc.)
  - ⚙ Investment and financing assistance (low cost loans, venture capital, etc.)
  - ⚙ Marketing, trade, and promotion
  - ⚙ Other. If other, please specify
6. How important are each of the following factors in ensuring that this business remains competitive? NR = No Response 1 = Not at all important 2 = Not very important 3 = Somewhat important 4 = Very important
- ⚙ Creating a new or different role for sector related marketing agencies or organizations
  - ⚙ More co-operative marketing with other like businesses
  - ⚙ More co-operative marketing with government agencies
  - ⚙ Development of export markets
  - ⚙ Direct marketing to consumer/buyer
  - ⚙ Improved transportation (air, water, road, rail)
  - ⚙ Improved infrastructure (sewer, water, energy/power)
  - ⚙ Improved telecommunications
7. During the next 12 months, how critical will each of the following factors be to this business? NR = No Response 1 = Not at all critical 2 = Not very critical 3 = Somewhat critical 4 = Very critical
- ⚙ Commodity prices
  - ⚙ Land use issues (access, tenure, etc.)



- ⚙️ Permitting & regulations (process, changes to)
- ⚙️ Overall cost of doing business
- ⚙️ Attracting capital and financing
- ⚙️ Shortage of skilled labour
- ⚙️ Aging workforce
- ⚙️ Public concern and opposition to industry
- ⚙️ International competition
- ⚙️ Technological changes

8. Looking forward to the next 3 years, how critical will each of the following factors be to this business? NR = No Response 1 = Not at all critical 2 = Not very critical 3 = Somewhat critical 4 = Very critical

- ⚙️ Commodity prices
- ⚙️ Land use issues (access, tenure, etc.)
- ⚙️ Permitting & regulations (process, changes to)
- ⚙️ Overall cost of doing business
- ⚙️ Attracting capital and financing
- ⚙️ Shortage of skilled labour
- ⚙️ Aging workforce
- ⚙️ Public concern and opposition to industry
- ⚙️ International competition
- ⚙️ Technological changes

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