

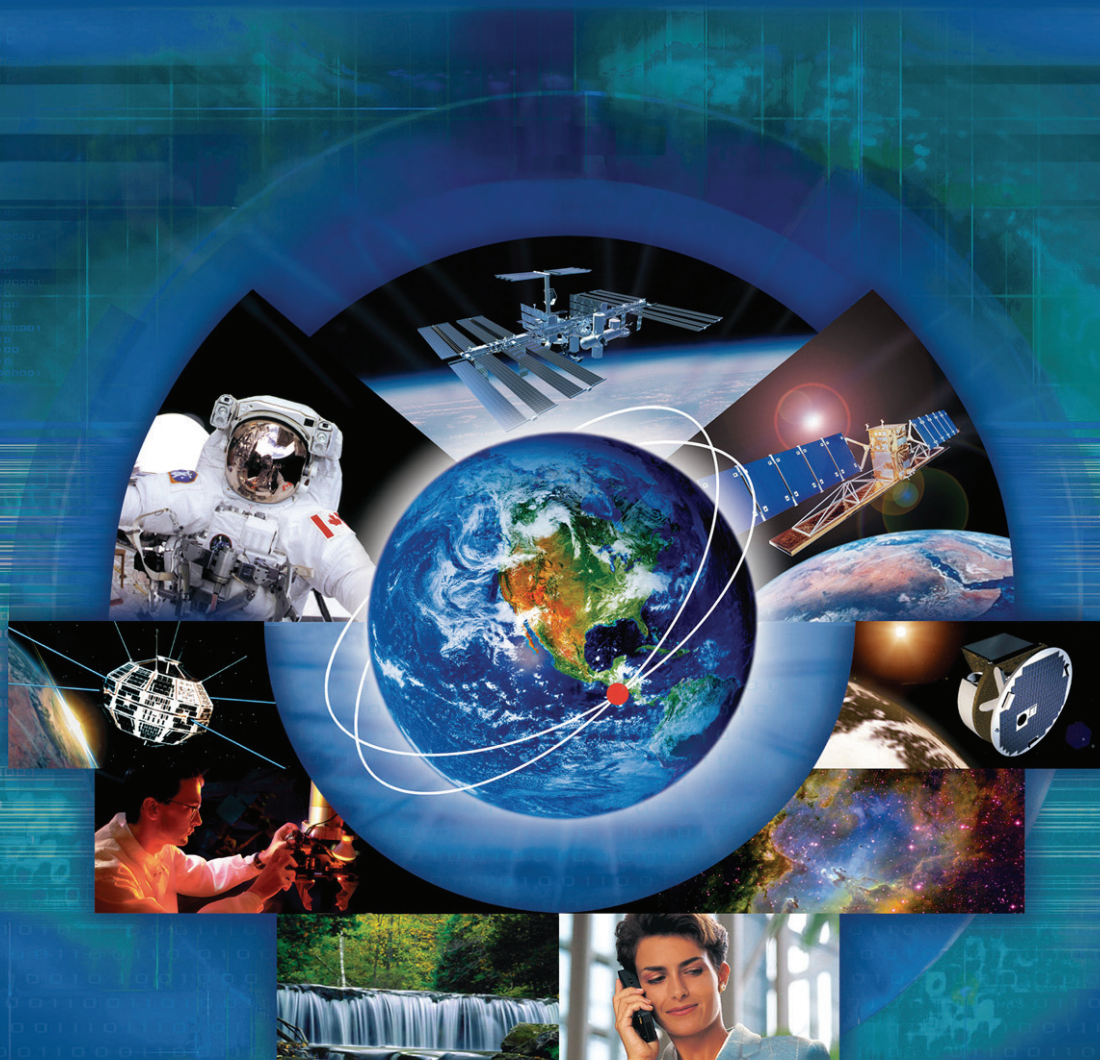


Canadian Space Agency
Agence spatiale
canadienne



STATE OF THE CANADIAN SPACE SECTOR

Policy, Planning and External Relations



2005

Canada



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Note to readers: *The Annual Survey of the Canadian space sector has been undertaken since 1996. Comparative analyses of trends across time typically examine a 5-year period. Consequently, in this edition comparison and changes are reported for the 2001 to 2005 period. Readers should consult previous editions for information regarding results prior to 2001.*

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MISSION STATEMENT About the Authors About this Report

The Canadian Space Agency is committed to leading the development and application of space knowledge for the benefit of Canadians and humanity.

About the Authors

The External Relations Directorate manages the strategic relationships between the Canadian Space Agency and its domestic and international partners. Key mandates include the development and implementation of policies and strategies relating to co-operation partnerships with domestic stakeholders (Federal and Provincial governments, industry and academia), international agencies and foreign industries. External Relations plays a pivotal role in supporting the commercial initiatives of Canadian space companies in world markets - a core mandate of the CSA - and in providing stakeholders with strategic and timely information.

About this Report

The **State of the Canadian Space Sector** report provides those working in the space sector, government and industry alike, with insight into the sector in which we operate. In turn, this information supports decision-makers in their endeavor to make informed and strategic choices for the future.

For more information

Information specific to Canadian space business and industry, including an electronic version of this report, is found at the following address: www.space.gc.ca (Industry > Publications).

Acknowledgments

The CSA wishes to acknowledge the contribution of the organizations, both public and private, without which this report would simply not have been possible.



MESSAGE FROM THE PRESIDENT'S OFFICE



Carole Lacombe
Interim President

It is with great pleasure that as the Interim President of the Canadian Space Agency, I have this opportunity to release the results of the 2005 Annual Survey of the Canadian Space Sector. Total revenues for 2005 were C\$2.5B, a 2.3% increase over revenues reported in 2004. Both domestic and export revenues contributed to the growth; however export revenues increased noticeably during 2005, growing 3.1%. It is indeed noteworthy that in 2005 Export revenues represented 50% of the overall space revenues, the highest proportion observed since tracking began. This is welcome news and emphasizes the importance of the export market for sustaining growth within the Canadian Space Sector.

The findings also highlight the significance of the Satellite Communications sector as activities in this sector once again produced the lion's share of the Canadian space sector's revenues and in 2005 represented over 77% of the total space revenues. Readers are encouraged to review the results of the additional analysis of this sector provided in this report, to learn more about the specific characteristics of this growth.

Of the four **Space Categories** monitored through the Annual Survey, 2005 results found that **Space Segment** showed strong growth; increasing nearly 11% (\$58M) over 2004 figures and thereby achieving the highest reported revenues seen for this category over the past 5 years. **Applications and Services** revenues also grew during 2005, increasing 11% (\$141M). Conversely, **Ground Segment** revenues decreased during 2005, declining 25% or \$144M. Revenues from **Space Research** areas of activity showed little change during 2005.

I view the 2005 results as affirming that the Canadian space sector is demonstrating recurring growth and owes much of its success to the unrelenting commitment to meet the challenge of competition at an international level. I wish to thank all who have participated in this annual survey for your assistance in creating this portrait of the ***State of the Canadian Space Sector for 2005.***



EXECUTIVE SUMMARY

In 2005, the Canadian space sector generated total revenues of \$2.5B¹, amounting to an increase of 2.3% or \$55M over revenues reported during 2004. Both domestic and export revenues contributed to the growth; however, export revenues did account a significant 69% of the total increase in revenues. Over the last five years, the total revenues generated by the Canadian space sector increased 33%.

During 2005, revenues from domestic and export sources were \$1.252B and \$1.245B respectively. Export revenues increased noticeably during 2005, growing 3.1% (\$38M) while domestic revenues showed a more modest increase of 1.4% (or \$17M). Over the past five-years, total domestic revenues increased 16% and total export revenues increased 57%.

Domestic revenues represented 50% (\$1.252B of \$2.497B) of total revenues in 2005 compared with a representation of 51% in 2004. In 2005 Canada's space sector derived the significant majority of its domestic revenues from non-government (or Private) sources, a consistent trend since tracking began in 1996. The survey results show that the overall share of non-government derived sources of revenues remained the same as for 2004, namely, a ratio of 81%/19% for "Private/Public" sources respectively.

The proportion of overall space revenues represented by export revenues increased over the 2004 levels reaching 50% in 2005. This is the largest proportional share of the total revenues demonstrated for export revenues since tracking began in 1996 and once again underscores the strong export orientation of the Canadian space industry and marketplace.

The **U.S.** continued to be the strongest performing export market for Canada's space organizations in 2005, representing 47.6% of the total export revenues and an increase of 7.5% over 2004 levels. Revenues from **Europe**, the second strongest export market for Canadian space organizations, decreased 7.2% in 2005 but still accounted for 32.2% of the overall export revenues. Revenues from **Asia** continued to show growth, increasing 3% over 2004 levels, Asian-derived revenues represented 8% of total export revenues. Growth was also observed in revenues from sources outside of traditional trade markets. In 2005, export revenues from **South America**, **Africa** and **Oceania** increased as follows: revenues from **South America increased 32.5% (\$19M)**, revenues from **Africa increased 19.7% (\$5M)**; and, revenues from **Oceania were up 46.2% (\$1.7M)**.

Of the four **Space Categories** monitored through the Annual Survey, 2005 results found that **Space Segment** showed strong growth, increasing nearly 11% (\$58M) over 2004 figures and thereby achieving the highest reported revenues seen for this category over the past 5 years. **Applications and Services** revenues also grew during 2005, increasing 11% (\$141M). Conversely, **Ground Segment** revenues decreased during 2005, declining 25% or \$144M. Revenues from **Space Research** areas of activity showed little change during 2005.

¹ All currency in Canadian dollars.



EXECUTIVE SUMMARY

Amongst the **Space Activities in Canada**, the **Satellite communications sector** continued to generate the lion's share of the Canadian space sector's revenues and in 2005 represented 77.6% of the total space sector revenues with \$1.9B in total revenues. This represents a 6% increase (\$111M) over 2004 levels although growth was not as strong as observed in 2004.

Revenues in the **Robotics** area also increased during 2005, showing gains of 25% (or \$30M). **Space Science** activities also generated an increase in revenues during 2005 growing 37.6% (or \$23M). Conversely, revenues from **Navigation** and **Earth Observation** activities declined a significant 44% (or \$92.7M) and 9% (or \$18M) respectively.

Given the significance of the revenues generated by the Satellite Communications sector, the data was broken down to identify specific sources of revenues within this sector and revealed the results captured in the accompanying chart entitled: **Breakdown of Satellite Communications Revenues (2005) (page 12)**.

To summarize these findings, of the \$1.938B, the majority of revenues, that is 64% or \$1.239B, is from activities in Applications and Services. Of the remaining 36%, the breakdown is as follows: 19% or \$368M is generated from **Ground Segment** activities, 16.5% or \$320M is from **Space Segment**, and 0.5% or \$10M is from **Space Research**.

In terms of **Regional-based Space Revenues**, the 2005 results can be summarized as follows: Revenues increased in the Prairie Region by 10.7%, and by 11.9% in Ontario. Revenues decreased in British Columbia, Quebec and Atlantic Canada by 10%, 23% and 2.4% respectively.

During 2005, the workforce within Canada's space sector declined by 470 people or 6.5%.

Ontario continued to employ the majority of the space sector workforce representing 68% of the total workforce in 2005. British Columbia, the Prairies, Quebec and Atlantic Canada employed 7%, 6%, 15%, and 4% of the total space sector workforce, respectively.

OVERALL RESULTS: 2001-2005

Year	Total Revenues	Domestic Revenues		Export Revenues		Workforce n
	\$	\$	%	\$	%	
2005	2,497,711,781	1,252,251,094	50	1,245,460,687	50	6,710
2004	2,442,685,155	1,234,981,072	51	1,207,704,083	49	7,179 ²
2003	1,999,433,240	1,201,312,758	60	798,120,482	40	6,122
2002	1,800,139,269	1,072,633,400	60	727,505,869	40	5,789
2001	1,871,511,842	1,077,212,382	58	794,299,460	42	6,275

² Adjustment to 2004 workforce numbers at request of respondent.



OVERVIEW OF THE REPORT

In order to measure the changes taking place in Canada's space sector, the CSA undertakes an annual survey and publishes the results in the *State of the Canadian Space Sector* report. The 2005 edition profiles the sector over the course of January 1 to December 31, 2005. Data is provided in the following areas:

- Overall space revenues;
- Domestic v. export revenues;
- Revenues of Canada's Top 30 organizations developing and/or using space to generate revenues;
- Revenues by space categories (Space Segment, Ground Segment, Applications and Services, and Space Research);
- Revenues by sectors of activity (Satellite Communications, Robotics, Earth Observation, Space Science, and Satellite Navigation);
- Regional Revenues (British Columbia, Prairies, Ontario, Quebec and Atlantic Canada);
- Workforce characteristics.

METHODOLOGY

Questionnaires were sent to over 200 private sector companies, research organizations and universities in Canada who have a defined strategic interest in the space industry. Additional data were collected through internal consultation with CSA and government officials whose dealings with stakeholders were deemed statistically relevant.

It is important to note that the company-specific information used to compile this report remains strictly confidential and cannot be released in a manner other than in an aggregate form.³ Consequently, in certain circumstances, the authors are prevented from providing a more detailed explanation or in-depth analysis of the results.

³ CSA acknowledges a margin of error in the final results of approximately 2.5%.

DEFINITION OF CANADA'S SPACE SECTOR

The Canadian space sector is defined as organisations (private, public and academic) whose activities rely on the **development and use** of space assets and/or space data. Accordingly, the sector encompasses the following activities:

Space Segment: Research and Development (R&D), manufacturing, testing, integration and launch of platforms (satellites, spacecraft and robotic systems), complete systems, subsystems and components.

Ground Segment: R&D, manufacturing, testing, and integration of facilities on Earth for controlling space-based systems and satellites, for linking satellites to operational terrestrial networks and for processing satellite-derived data.

Applications and Services: Development and/or provision of services and value-added products and technologies that are derived from the use of space systems and/or data, and the provision of consulting and engineering services.

Fundamental Space Research: Primarily research related to non- or pre-commercial space activities.

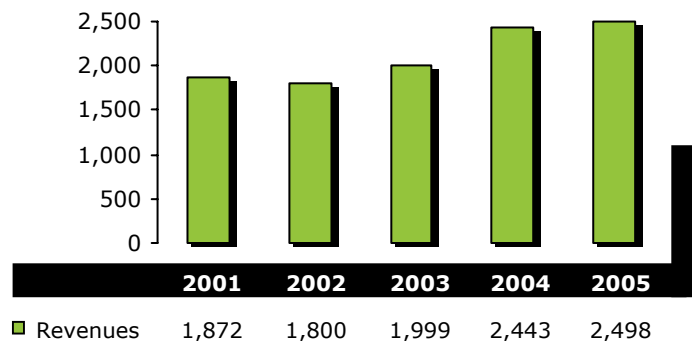


REVENUES Overall Revenues Domestic v. Export Revenues

OVERALL REVENUES

Total revenues for the Canadian space sector in 2005 were \$2.5B; a 2.3% or \$55M increase over revenues reported for 2004. Both domestic and export revenues contributed to the growth; however export revenues did account for a significant 69% of the total increase in revenues. Over the last five years the total revenues generated by the Canadian space sector increased 33%.

Total Space Revenues: 2001-2005 (C\$m)



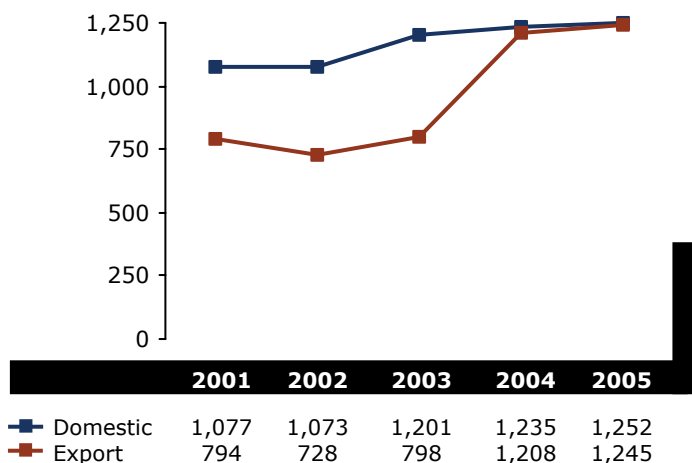
DOMESTIC v. EXPORT REVENUES

Domestic revenues in 2005 amounted to \$1.252B, representing an increase of 1.4% over those reported in 2004 (\$1.235B). In 2005, domestic revenues represented 50% of total revenues, (\$1.252B of \$2.5B) whereas they represented 51% of total revenues in 2004.

Export revenues increased noticeably during 2005, growing 3.1% (approximately \$38M) from \$1.208B to \$1.245B in 2005. Over the past five years, total export revenues have increased by 57%.

It is noteworthy that during 2005, the proportion of overall space revenues represented by export revenues increased to 50%. This is the highest ratio observed for export revenues since tracking began in 1996 and reflects the strong export orientation of the Canadian space industry.

**Domestic v. Export Revenues:
2001-2005 (C\$m)**





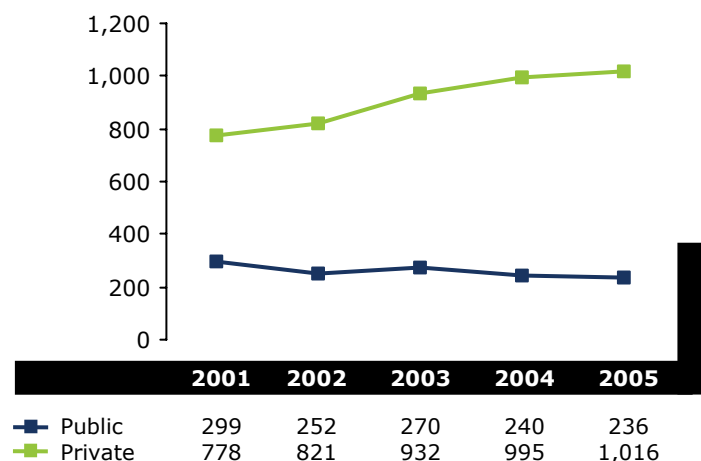
REVENUES Domestic Revenues

DOMESTIC REVENUES

Respondents are asked to identify the source of their domestic revenues as either being derived from government (Public) or non-government (Private) sources. In 2005, the space sector continued to derive the large majority of their revenues from non-government sources. (Note to readers: further analysis again confirmed that the satellite communications/applications sector accounts for the majority of the private source of revenues).

In 2005, non-governmental sources yielded \$1.016B or 81% of the total \$1.252B domestic revenues. Domestic revenues from government sources decreased for the second year in a row, declining 1.7% from \$240M in 2004 to \$236M in 2005. The 2005 survey results showed that the overall share of non-government and government-derived sources of revenues remained at 2004 levels and yielded a ratio of **81%/19%** for Private/Public sources respectively.

**Sources of Domestic Revenues
Public v. Private: 2001-2005 (C\$m)**





REVENUES Export Revenues

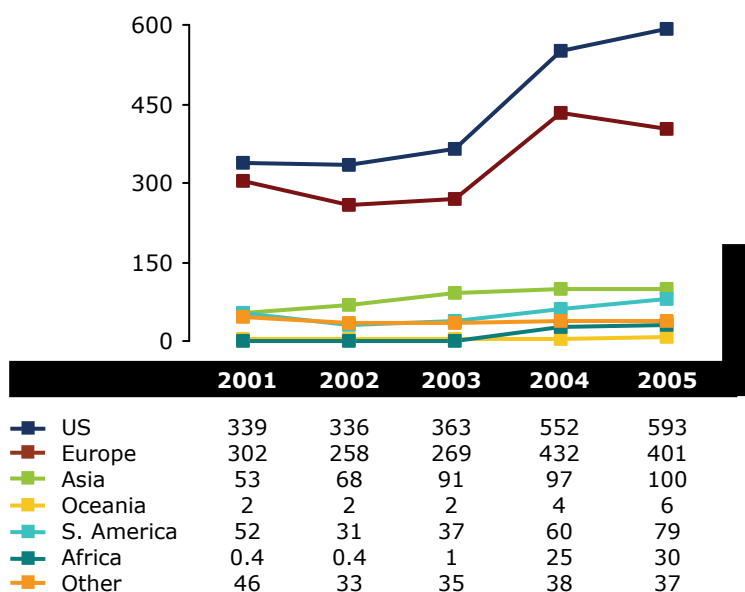
EXPORT REVENUES

The **U.S.** continued to be the strongest performing export market for Canada's space organizations in 2005, representing 47.6% (or \$593M) of the \$1.245B in total export revenues. This was a 7.5% increase over 2004 levels. The U.S.-derived export revenues increased its proportional share by 2%.

Revenues from **Europe** decreased 7.2% in 2005, declining from \$432M to \$401M (\$31M). European-derived revenues accounted for 32.2% of the overall export revenues, a somewhat small proportional share than the 35.8% realized in 2004.

Revenues from **Asia** continued to show growth, increasing 3% over 2004 levels, growing \$3M from \$97M in 2004 to \$100M in 2005. Asian-derived revenues represented 8% of total export revenues, achieving the same proportional share of total export revenues as found in 2004.

**Sources of Export Revenues: 2001-2005
(C\$m)**



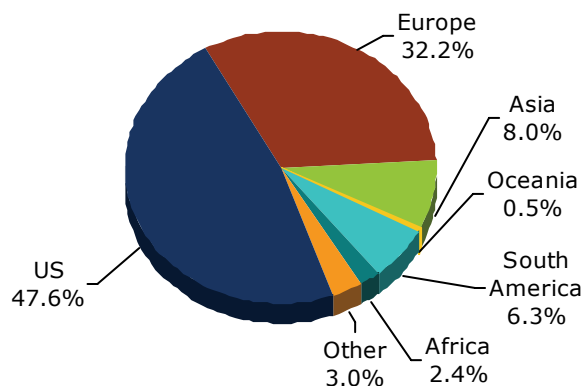


REVENUES Export Revenues

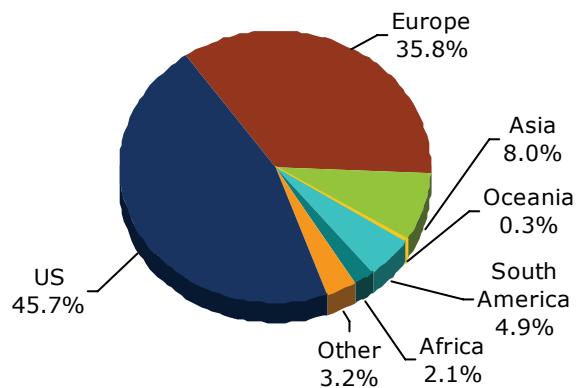
EXPORT REVENUES CONT.

The annual survey also tracks revenue trends from sources outside of traditional trade markets. In 2005 export revenues from **South America, Africa** and **Oceania** increased as follows: revenues from **South America increased 32.5% (\$19M)**, revenues from **Africa increased 19.7% (\$5M)**; and, revenues from **Oceania were up 46.2% (\$1.7M)**.

Proportion of Export Revenues: 2005



Proportion of Export Revenues: 2004





REVENUES Revenues of Canada's Top 30

REVENUES OF CANADA'S TOP 30 SPACE ORGANISATIONS

In 2005, 97.5% of total space revenues are accounted for by the activity of the Top 30 Canadian organizations, a finding that reconfirms a consistent pattern found in the survey results.

Forty-nine (49) organizations reported revenues in excess of \$1M during 2005 compared with 55 so reporting in 2004. However, similar to 2004, **24** organizations reported revenues in excess of \$10M during 2005.



REVENUES Revenues by Space Categories

REVENUES BY SPACE CATEGORIES

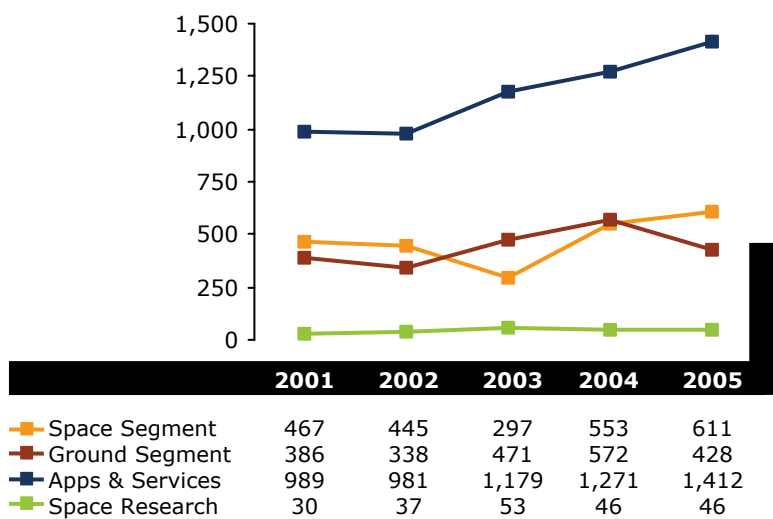
Space Segment: Revenues **increased** during 2005 by 10.5% (\$58M) over levels achieved in 2004. The 2005 Space Segment revenues were the highest reported over the past 5 years and represented 24.5% of the total space sector revenues.

Ground Segment: Revenues **decreased** during 2005, declining 25% or \$144M. Ground Segment revenues represented 17.1% of total space sector revenues as compared to the 23% it represented in 2004.

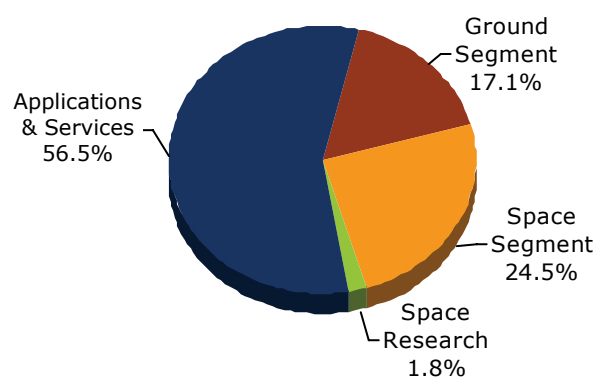
Applications and Services: Revenues **grew** by 11% (\$141M) during 2005, increasing from \$1.271B to \$1.412B. Over the 2001-2005 timeframe, revenues from Applications and Services have grown by \$423M and continued to represent the leading source of total revenues reported through the annual space sector survey.

Space Research: Revenues showed a slight **decline** of .6% during 2005 and accounted for 1.8% of total space revenues (1.9% in 2004).

**Total Revenues by Space Category:
2001-2005 (C\$m)**



**Proportion of Revenues by Space Category:
2005**





REVENUES Revenues by Sectors of Activity

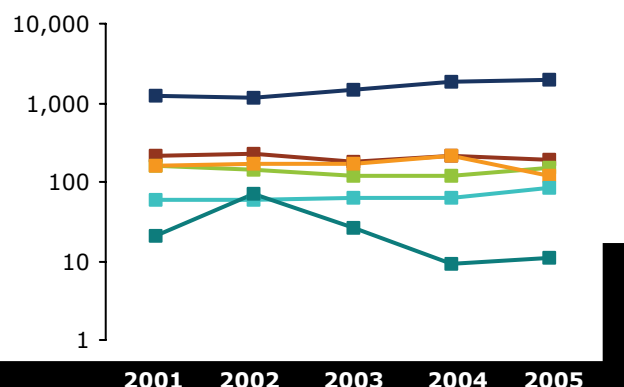
REVENUES BY SECTOR OF ACTIVITY

Satellite Communications: The Satellite communications sector continued to generate the lion's share of the Canadian space sector's revenues and in 2005 represented 77.6% of the total space sector revenues with \$1.9B in total revenues. This represented a 6% increase (\$111M) over 2004 levels although growth was not as strong as observed in 2004.

The data was then broken down to identify specific sources of revenues within this sector and revealed the results captured in the accompanying chart entitled: **Breakdown of Satellite Communications Revenues (2005)**.

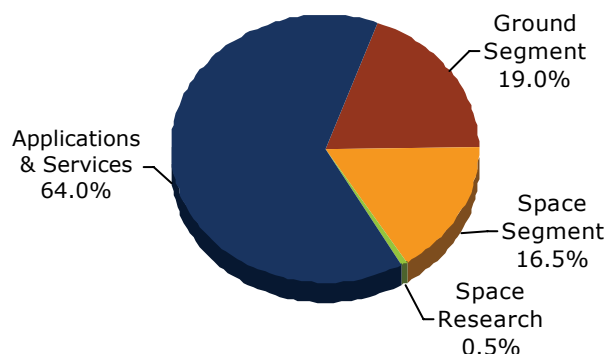
To summarize these findings, of the \$1.938B, the majority of revenues, that is 64% or \$1.239B, is from activities in Applications and Services. Of the remaining 36%, the breakdown is as follows: 19% or \$368M is generated from **Ground Segment** activities, 16.5% or \$320M is from **Space Segment**, and 0.5% or \$10M is from **Space Research**.

**Total Revenues by Sectors of Activity:
2001-2005 (C\$m) (Logarithmic)**



	2001	2002	2003	2004	2005
SatCom	1,261	1,128	1,447	1,827	1,938
Earth Obs.	219	232	184	211	192
Robotics	156	146	116	122	153
Navigation	155	165	165	212	120
Space Sci.	59	58	62	61	84
Other	21	71	26	9	11

**Breakdown of Satellite Communication
Revenues: 2005**





REVENUES Revenues by Sectors of Activity

REVENUES BY SECTOR OF ACTIVITY CONT.

Earth Observation: Revenues for the Earth Observation (EO) Sector **decreased** 9% (from \$211M to \$192M) during 2005. EO revenues represented 8% of the total revenues, a similar representation found in 2004. Over a five-year timeframe (2001-2005) EO revenues have declined a total of \$27M or 12%.

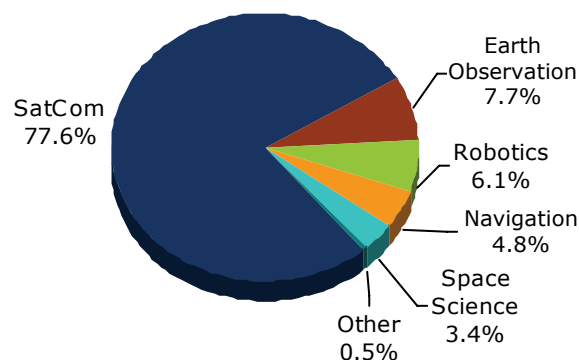
Robotics: Revenues in this sector showed growth of approximately 25%, **increased** from \$122M in 2004 to \$153M in 2005. Robotics generated 6.1% of total space sector revenues, an increase over the 5% found in 2004. Since 2001, revenues from this sector have decreased \$3M.

Navigation: Revenues **declined** a significant 44% or \$92.7M during 2005. Navigation revenues represented 4.8% of the total space revenues, a significant decrease over the 8.7% representation observed in 2004. Over the past five years, revenues have dropped from \$155M to \$120M.

Space Science: During 2005, revenues from activities related to space sciences **increased** 37.6% or \$23M and represented 3.4% of the total space sector revenues. Since 2001, revenues have grown from \$59M to \$84M.

Other: Space-related activities in areas other than those classified above, reported an increase of 25% (\$2M) over revenues reported in 2004 and amounted to a total of \$11M (of the overall \$2.5B).

Proportion of Revenues by Sectors of Activity: 2005





REVENUES Revenues by Region

REVENUES BY REGION

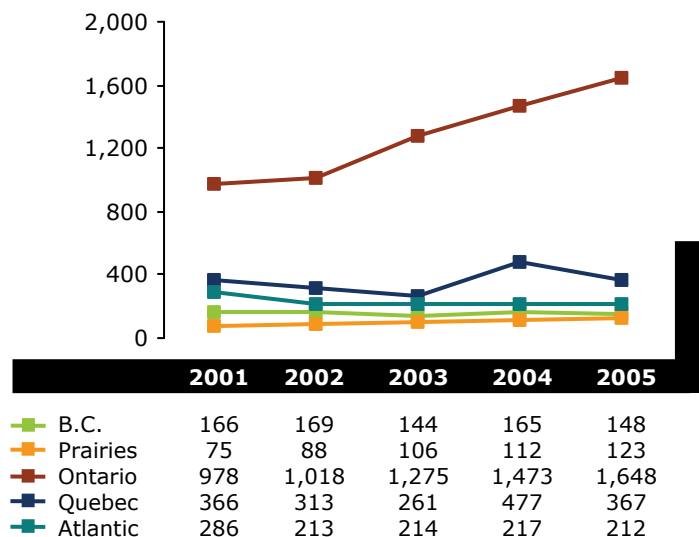
British Columbia: Revenues from British Columbia decreased by 10% (\$17M) during 2005. British Columbia revenues represented 5.9% of total revenues for the space sector, a decrease of .8% over 2004. Since 2001, revenues from British Columbia have decreased over 10% (\$18.6M).

The majority of B.C. space revenues continued to come from exports in 2005 (\$97M) while \$51M was derived from domestic markets. Over the past five (5) years export revenues from B.C. have more than doubled and in 2005 exports represented 65.7% of its total revenues compared with 69% in 2004. All growth in revenues in British Columbia came from export sources with domestic revenues remaining constant with 2004 levels.

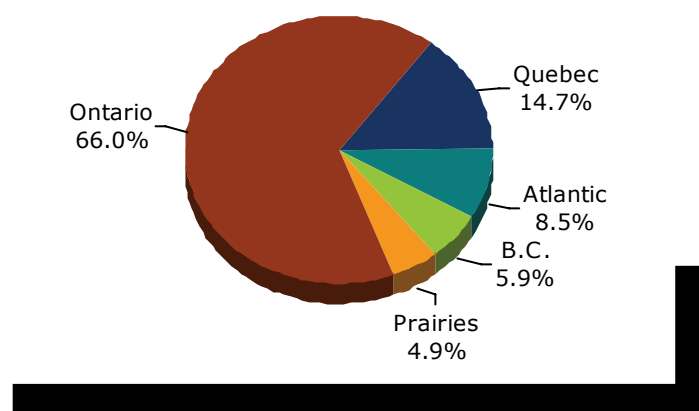
Prairies: Total revenues for the Prairie region (Alberta, Saskatchewan and Manitoba) increased 10.7% during 2005 (growing from \$112M to \$123M). The Prairie region generated 5% of the total space sector revenues, the same share generated for both 2004 and 2003 reporting periods. Over the five-year period 2001 to 2005, total revenues have risen 64% (\$48M).

Canada's Prairie region continued to derive the majority, that is 74% of its total revenues from exports in 2005, reporting a total of \$91M in revenues from exports. This represented a slight decrease over 2004 levels where exports represented 79.4%. Domestic revenues grew 40% during 2005, growing from \$23M to \$32M. Domestic revenues represented 26% of the total revenues generated in the Prairie region during 2005. Since 2001, the Prairie's export revenues have increased 77.3% and its domestic revenues have increased 36.6%.

Revenues by Region: 2001-2005 (C\$m)



Regional Proportion of Total Revenues: 2005





REVENUES Revenues by Region

REVENUES BY REGION CONT.

Ontario: Ontario continued to generate the majority share of total space sector revenues in 2005, contributing 66% of all revenues. This compares with a total contribution of 60% in 2004. Revenues in Ontario grew by 11.9% (\$175M) during 2005 (from \$1,473M to \$1,648M). It remains clear that the economic benefits for Ontario accruing from the Canadian space industry are significant. Overall, between 2001 and 2005, space revenues have grown 68.4%.

Sixty-three (63%) percent of Ontario's revenues were derived from domestic sources in 2005. This is consistent with trends of previous years although representation was somewhat higher in 2004 at 68.4%. Both domestic and export revenues increased in 2005; domestic revenues increased 3.5%, while exports increased 30%. Since 2001, domestic revenues have grown 35.6%, growing from \$768M to \$1,042M. Export revenues have almost tripled over the same timeframe growing from \$210M to \$606M.

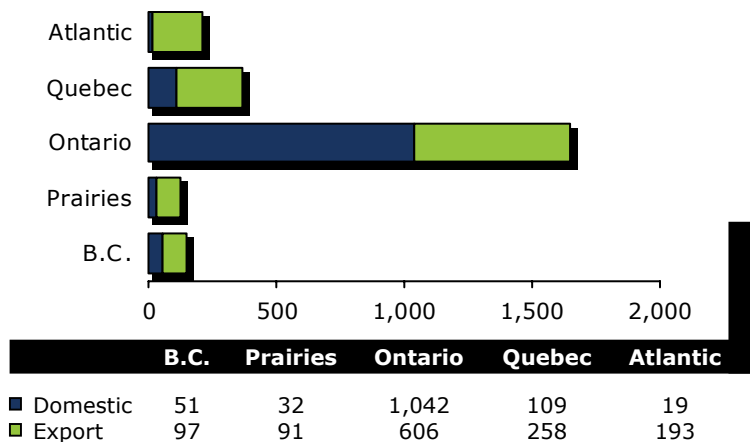
Quebec: Revenues from Quebec decreased 23% (\$110M) during 2005 and represented 15% of the total space sector revenues in Canada. This compares with a representation of 20% during 2005. Both domestic and export revenues contributed to the over decrease. Over the five-year period 2001 – 2005 revenues have changed very little – in 2001 total revenues were \$366M and in 2005 they were reported at \$367M.

Domestic revenues decreased 17.8% (\$24M). Total domestic revenues in 2005 were at the same level as reported in 2001, (\$109M). Export revenues decreased 25% (\$86M) during 2005 although Quebec continued to derive the majority (70%) of its revenues from export markets, generating a total of \$258M from exports in 2005. From a five-year perspective, export revenues in 2005 were much the same as reported in 2001, \$258 and \$257M respectively.

Atlantic: Revenues in Atlantic Canada decreased 2.4% during 2005, with total space sector revenues declining from \$217M to \$212M (\$5M in total). Atlantic Canada represented 8% of the total space sector revenues compared with a representation of 9% in 2004.

The majority of Atlantic Canada revenues were generated from exports; 91% (or \$193M) of its revenues were derived from exports. In 2005, export revenues decreased 1.1% falling from \$195 to \$193M. Changes in domestic revenues were more marked; domestic revenues declined 14.1% during 2005 (down from \$22m in 2004 to \$19M in 2005). Over the five-year period 2001 to 2005, export revenues from Atlantic Canada have declined 18% and domestic revenues have declined 62.6%.

**Domestic v. Export Revenues by Region: 2005
(C\$m)**



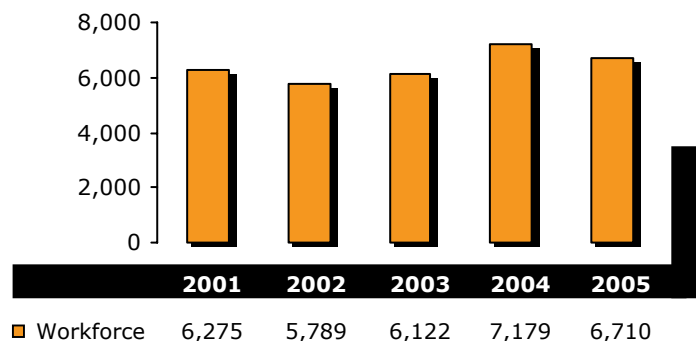


SPACE SECTOR WORKFORCE Workforce Groups

SPACE SECTOR WORKFORCE

During 2005, the Canadian space sector workforce decreased by 6.5%, reducing from 7,179 to 6,710 workers.

Space Sector Workforce: 2001-2005

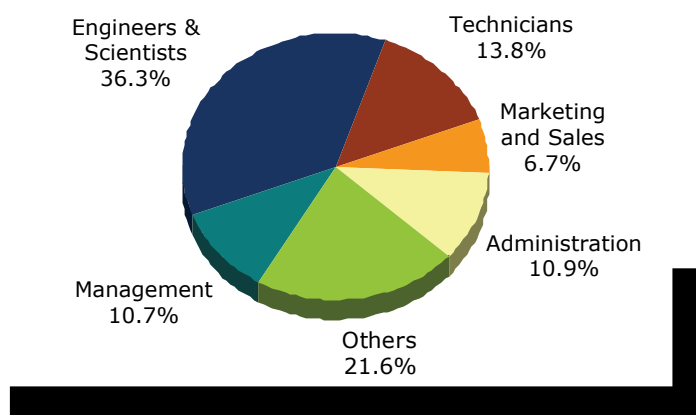


WORKFORCE GROUPS

Engineers & Scientists continued to comprise the largest category of employment in 2005, employing 2,436 workers or 36% of the total space sector workforce.

The chart below provides a breakdown of the workforce by space employment categories and the distribution of employment groups working in the Canadian space sector in 2005.

Workforce by Space Employment Categories: 2005



Workforce Groups by Region: 2005

	BC	Prairies	Ont.	Que.	Atlantic	Total
Mngmt	64	17	490	122	26	719
Eng/Sci.	237	258	1,264	627	51	2,436
Tech.	27	108	681	100	13	929
Mktg/Sls	43	2	356	26	21	448
Admin.	52	8	391	120	160	730
Other	23		1,413	11		1,447
Total	446	393	4,595	1,006	271	6,710



SPACE SECTOR WORKFORCE Workforce by Region

WORKFORCE BY REGION

British Columbia represented 6.6% (446) of the nation's space workforce in 2005. This compares with a 6.4% representation in 2004.

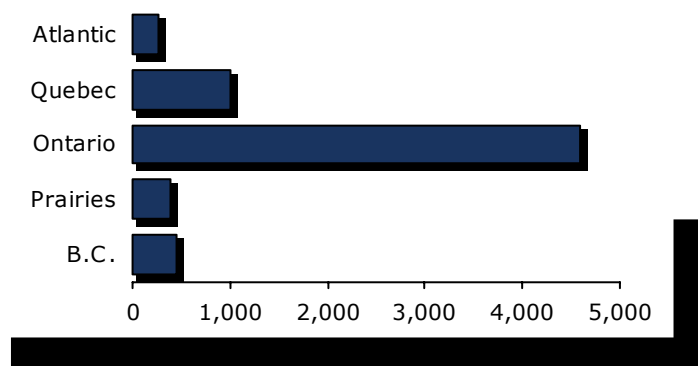
The Prairies employed 6% of the space sector workforce in 2005. The space sector workforce decreased 10.4% during 2005, declining from 438 to 393 employees.

Ontario continued to employ the majority of the space sector workforce in 2005, representing 68% of the total space workforce. This is an increase over its 63% share in 2004. The Ontario space sector workforce increased 1.5%, adding 68 employees to its roster.

Quebec based space sector employment figures decreased 31.9% during 2005 with 471 fewer employees engaged in the space sector.

Atlantic Canada's workforce declined by 3.2% during 2005 and reduced the workforce from 280 to 271 employees. Atlantic Canada employed 4% of the total space sector workforce in 2005.

Space Sector Workforce by Region: 2005



**Space Sector Workforce by Region:
2001-2005**

